

WELCOME TO

Oklahoma

A BRIEF INTRODUCTION
TO THE SOONER STATE

A REAL ESTATE EBOOK FROM



The background of the slide is a composite image. On the left, there is a dam with water cascading over it, set against a sunset sky. On the right, there is a brick building with several windows that are illuminated from within, suggesting an evening setting. The overall tone is warm and scenic.

INTRODUCING ONE OF THE HOTTEST REAL ESTATE MARKETS

Oklahoma

Known for its oil-rich farmland, robust economy, highly-rated universities, and exceptional quality of life, the state of Oklahoma is a place that has a little something for everyone.

Oklahoma City, while the state's largest city, offers Oklahomans all the spoils of any major city without losing the friendliness of the Midwest, and there's always something interesting going on in Tulsa. For those times when you just have to get out of the city, there are plenty of small Oklahoma towns to explore. It's no surprise that people are flocking to the state that many regard as one of the best places to live in the country.

Oklahoma City

#5: OKLAHOMA CITY METRO

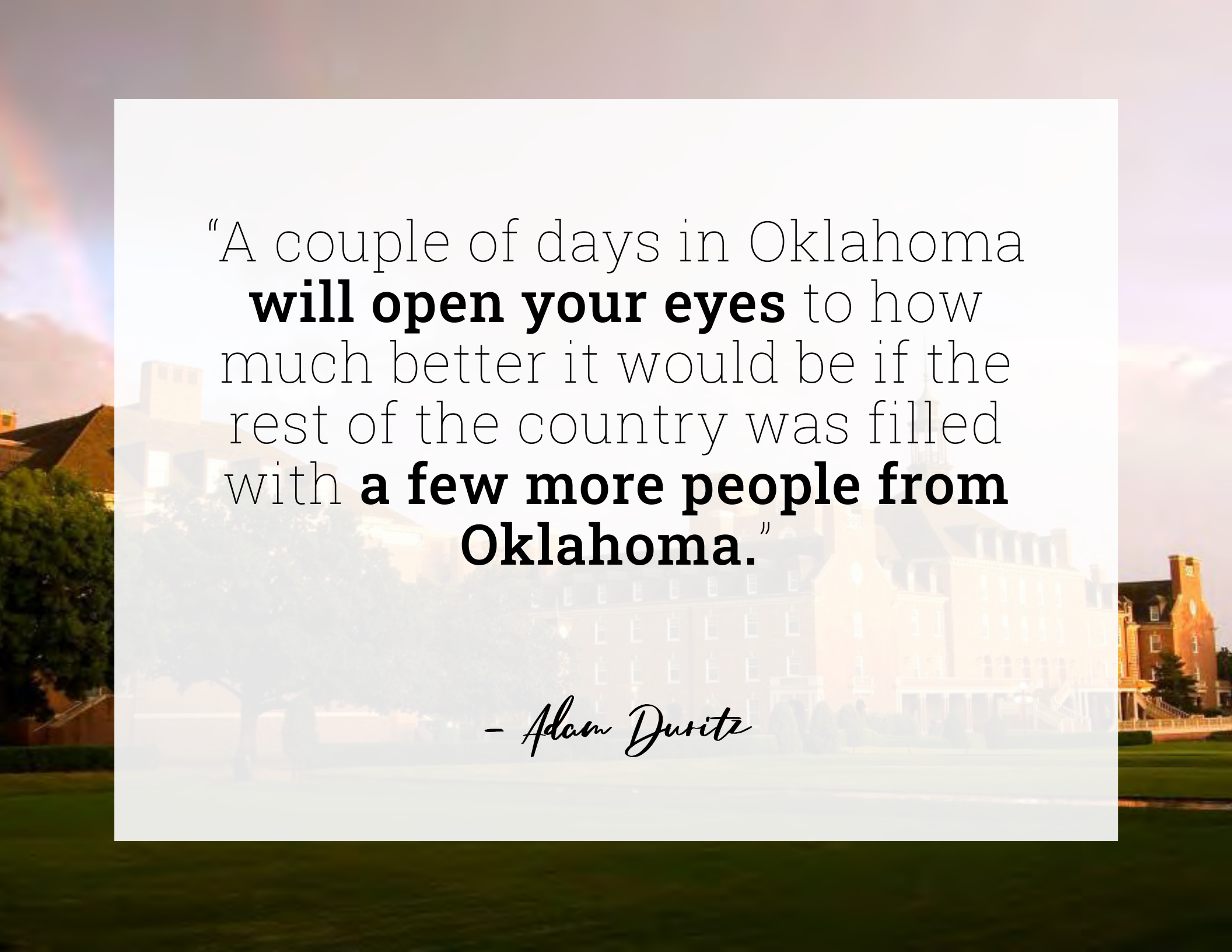


With a population of roughly 1,408,950, the Oklahoma City metro is the 41st-largest metropolitan area in the United States. However, that ranking could change very soon. From 2010-2015, Oklahoma City [was the 10th-fastest-growing metro in America](#) and continues to grow to this day. Every month, thousands more call Oklahoma City and its surrounding suburbs home. With a strong economic forecast, limited housing inventory, and the allure of affordable real estate, this metro market continues to gain momentum.

Local tip:

Today, Oklahoma City is a far cry from the cowtown it used to be. But, should you feel the need to revisit those roots, the [National Cowboy & Western Heritage Museum](#) has everything from rare Western art to Hollywood props that will delight any cowboy.

The [median home value in the Oklahoma City metro area](#) is \$154,464, which is a 7.9% increase from the previous year. Zillow predicts this figure will rise another 8.0% within the next year.



“A couple of days in Oklahoma
will open your eyes to how
much better it would be if the
rest of the country was filled
with **a few more people from
Oklahoma.**”

- Adam Duritz

#4: TULSA METRO

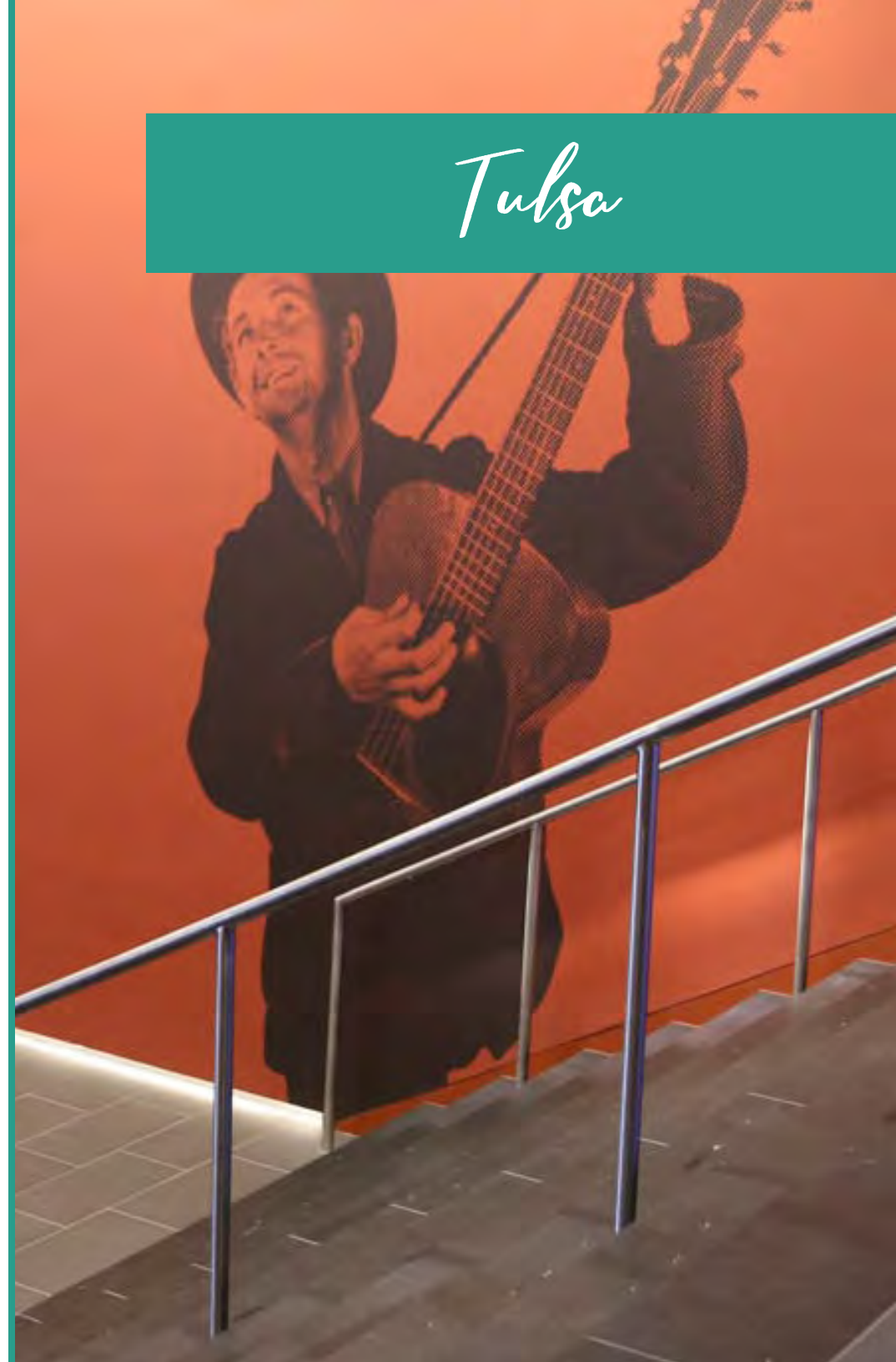
Tulsa may be Oklahoma's second-largest city, but it's the country's [55th-largest metropolitan area](#). Regardless, Tulsa is a smaller city with a big place in American culture. From its booming oil and gas industry to its historic Greenwood District, Tulsa draws residents and visitors in with its wide range of attractions, including [the center of the universe](#). When it comes to places where real estate is affordable and the culture is rich, few cities compare to Tulsa.

*Local
tip:*

Looking for something to do on a rainy afternoon? Go check out [The Woody Guthrie Center](#). Here you can see the original draft of "[This Land is Your Land](#)" and learn more about the person who's regarded as one of the most prolific songwriters in American music history.

The [median home value in the Tulsa metro area](#) is \$158,258, which is a 7.2% increase from the previous year. Zillow predicts this figure will rise another 5.7% within the next year.

Tulsa





#3: NORMAN

Technically part of the OKC metro, Norman deserves a mention since it's home to the [University of Oklahoma](#) and, of course, Sooners football. Just a short 28-minute drive from the center of Oklahoma City, Norman offers its residents the best of both college towns and large metropolitan cities. Norman is also home to the [National Weather Service's](#) Storm Prediction Center where meteorologists assess and convey weather threats nationwide.

*Local
tip:*

Even if you're not a college football fan, you should go to [at least one OU tailgate](#). Some Sooners attend games for that experience alone!

The [median home value in Norman is \\$182,811](#), which is a 5.9% increase from the previous year. Zillow predicts this figure will rise another 7.6% within the next year.



“Buy land. They ain’t
making any more of
the stuff.”

- Will Rogers

Stillwater

#2: STILLWATER

Stillwater, like Norman, is a college town where everyone can find something to love. Not only is Stillwater home to [Oklahoma State University](#), but it has also earned critical acclaim for the quality of life it affords to residents. In 2015, Money Magazine named Stillwater as [one of the top 25 places to retire](#) in the United States. Later, Southern Living ranked Stillwater sixth on its "[The South's Friendliest Cities 2018](#)" list, and it also ranks as one of the [happiest small towns in America](#) according to Top Counseling Schools.



Are you thirsting for beer knowledge? Head on down to the [Iron Monk Brewery](#) where you can enjoy both a brewery tour that concludes in their premier tap room and a nice, locally-sourced brew.

The [median home value in Stillwater is \\$175,473](#), which is a 4.7% increase from the previous year. Zillow predicts this figure will rise another 7.1% within the next year.

Enid

#1: ENID

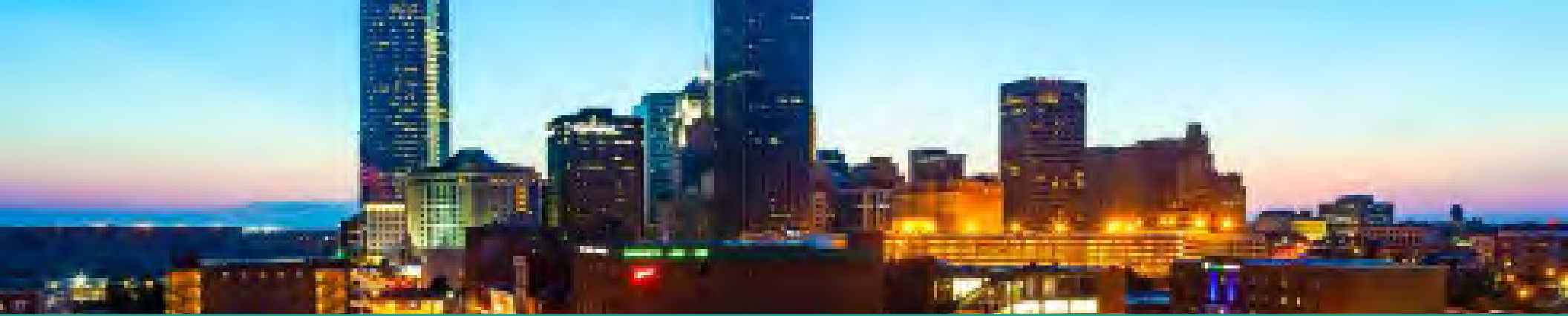


With roughly [50,000 residents](#), Enid is a city that offers a small-town feel without sacrificing the conveniences of a much bigger town. With a diverse economy driven predominantly by agriculture, oil and gas, education, and manufacturing, Enid is perfect for those looking to escape the big city and find gainful employment in a more rural setting. In fact, Enid was once listed among *Inc Magazine's* [Top 25 Small Towns to Do Business In](#).

Local tip:

Once the pandemic subsides, gather the kids and go check out the [Leonardo Children's Museum](#), which is best described as two floors of awesome, kid-friendly entertainment.

The [median home value in Enid](#) is \$84,773, which is a 1.0% increase from the previous year. Zillow predicts this figure will rise another 7.5% within the next year.



Why Oklahoma Real Estate?

With a high demand for real estate, great jobs, and unbeatable quality of life, Oklahoma markets are some of the best in the country for real estate professionals.

Quick Stats - OKLAHOMA

PROJECTED YEAR/YEAR MEDIAN HOME PRICES (FEB 2020 - FEB 2021):	7.6%
MEDIAN HOME VALUE:	\$140,270
MEDIAN RENT PRICE:	\$906
AVERAGE DAYS LISTED:	71

MARKET OUTLOOK

Oklahoma is home to several large Fortune 500 companies including behemoths like [Chesapeake Energy](#) and the online payroll company [Paycom](#). Today, Oklahoma remains a major hub for other large industries like manufacturing, agriculture, transportation, professional services, and oil and gas. With a diverse economy and a strong economic forecast, we can expect real estate to follow.

THERE'S NEVER BEEN A BETTER TIME TO BECOME A *Real Estate Agent in Oklahoma*

Between the wealth of jobs, the relatively low cost of homeownership, and the fact that there's always something unique going on, Oklahoma has become an appealing destination for employers, families, and real estate agents alike. Now is the time for new real estate agents to start selling in Oklahoma!

If you want to learn more about how you can easily get your license and join the ranks of Oklahoma real estate agents, visit us at TheCEShop.com/Oklahoma/OK-real-estate. There you'll be able to find what exactly you need to do to become an agent and how The CE Shop can help you achieve your goals through our award-winning real estate education.

About Us

Founded in 2005, The CE Shop has become the leading provider of online real estate education. With industry-leading pass rates and support from Pre-Licensing through CE, our students are better prepared to set themselves up for success.

Our ever-expanding course catalog of Pre-Licensing, Exam Prep, Post-Licensing and Continuing Education products are trusted throughout the industry and offer agents across the country the education they rely on.

With products available in all 50 states and D.C., we're driven by a desire to constantly improve, both for ourselves and our students.

