



April 2013

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

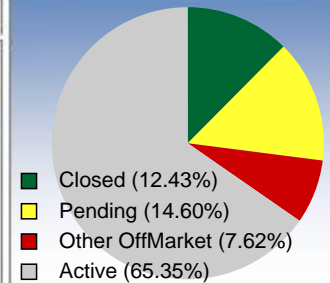


Absorption: Last 12 months, an Average of **3,483** Sales/Month

Active Inventory as of April 30, 2013 = **20,567**

	APRIL		
	2012	2013	+/- %
Closed Listings	3,489	3,912	12.12%
Pending Listings	4,038	4,595	13.79%
New Listings	6,933	7,098	2.38%
Average List Price	156,778	165,021	5.26%
Average Sale Price	151,537	159,749	5.42%
Average Percent of List Price to Selling Price	96.51%	96.68%	0.18%
Average Days on Market to Sale	84.44	80.76	-4.35%
End of Month Inventory	24,599	20,567	-16.39%
Months Supply of Inventory	7.85	5.90	-24.83%

Market Activity



Monthly Inventory Analysis

Report Produced on: May 13, 2013

Data from the **The Oklahoma Association of REALTORS®**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of April 2013 decreased **16.39%** to 20,567 existing homes available for sale. Over the last 12 months this area has had an average of 3,483 closed sales per month. This represents an unsold inventory index of **5.90** 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 **5.42%** in April 2013 to \$159,749 versus the previous year at \$151,537.

Average Days on Market Shortens

The average number of **80.76** days that homes spent on the market before selling decreased by 3.67 days or **4.35%** in April 2013 compared to last year's same month at **84.44** DOM.

Sales Success for April 2013 is Positive

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

There were 7,098 New Listings in April 2013, up **2.38%** from last year at 6,933. Furthermore, there were 3,912 Closed Listings this month versus last year at 3,489, a **12.12%** increase.

Closed versus Listed trends yielded a **55.1%** ratio, up from last year's April 2013 at **50.3%**, a **9.52%** upswing. 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.

Are You Ready to Buy or Sell Real Estate?

For more information, contact:

Steve Reese - Vice President, Marketing
405-848-9944
steve@oklahomarealtors.com
Or visit: www.OklahomaRealtors.com



Monthly Inventory Analysis

Data from the **The Oklahoma Association of REALTORS®**

April 2013

Closed Sales as of May 12, 2013



Report Produced on: May 13, 2013

Closed Listings

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



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	152	3.89%	92.8	76	68	5	3
\$25,001 - \$75,000	640	16.36%	78.1	239	346	53	2
\$75,001 - \$100,000	424	10.84%	86.6	105	277	38	4
\$100,001 - \$150,000	1,064	27.20%	76.6	160	769	128	7
\$150,001 - \$200,000	750	19.17%	84.7	98	436	200	16
\$200,001 - \$275,000	472	12.07%	76.2	56	186	208	22
\$275,001 and up	410	10.48%	83.1	32	110	219	49
Total Closed Units:	3,912		80.8	766	2192	851	103
Total Closed Volume:	624,939,258			85.52M	300.60M	199.21M	39.60M
Average Closed Price:	\$159,749			\$111,647	\$137,136	\$234,095	\$384,478

Closed Listings

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR



Monthly Inventory Analysis

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April 2013

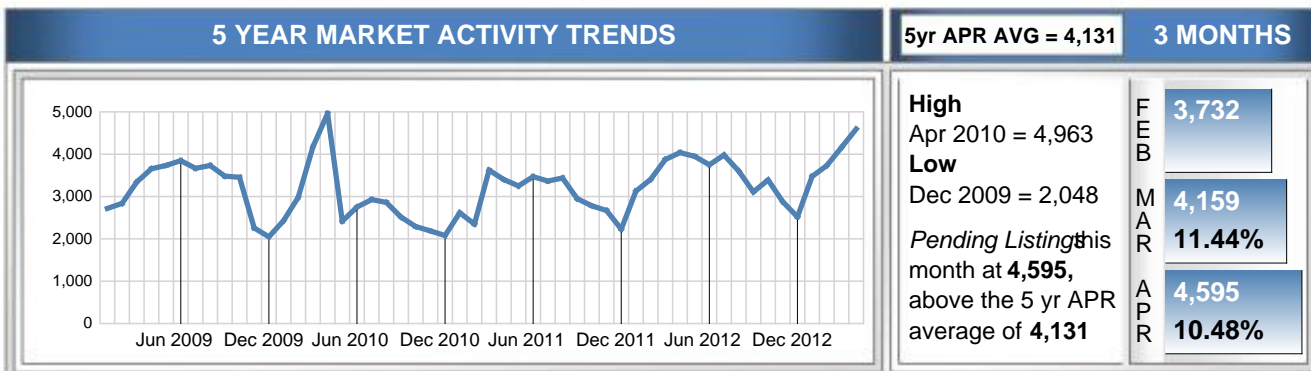
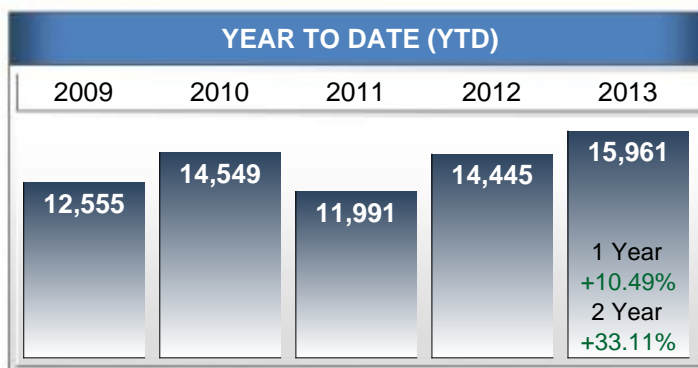
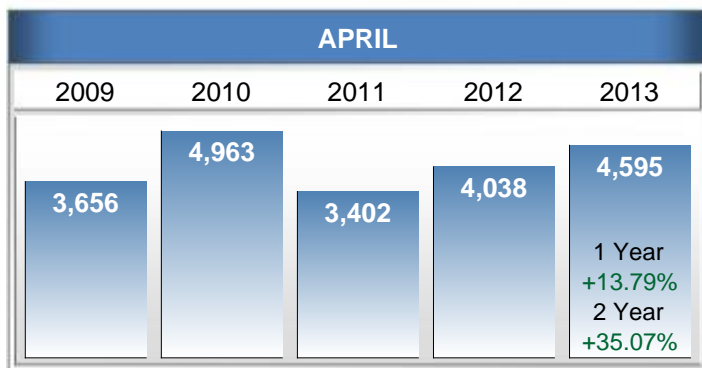
Pending Listings as of May 12, 2013



Pending Listings

Report Produced on: May 13, 2013

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



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	447	9.73%	68.5	197	225	22	3	
\$50,001 - \$80,000	490	10.66%	79.2	146	305	37	2	
\$80,001 - \$120,000	800	17.41%	63.4	171	538	87	4	
\$120,001 - \$160,000	978	21.28%	61.8	141	681	150	6	
\$160,001 - \$220,000	847	18.43%	65.6	106	468	257	16	
\$220,001 - \$300,000	561	12.21%	63.4	58	204	279	20	
\$300,001 and up	472	10.27%	72.0	50	100	258	64	
Total Pending Units: 4,595				76.6	869	2521	1090	115
Total Pending Volume: 784,189,737					108.21M	361.24M	267.88M	46.86M
Average Listing Price: \$146,405					\$124,520	\$143,292	\$245,762	\$407,506

Pending Listings

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR



Monthly Inventory Analysis

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April 2013

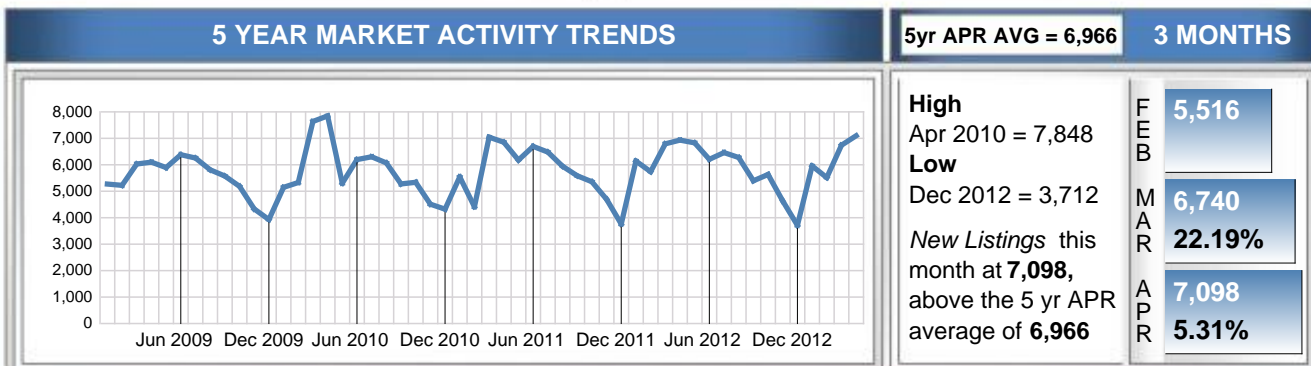
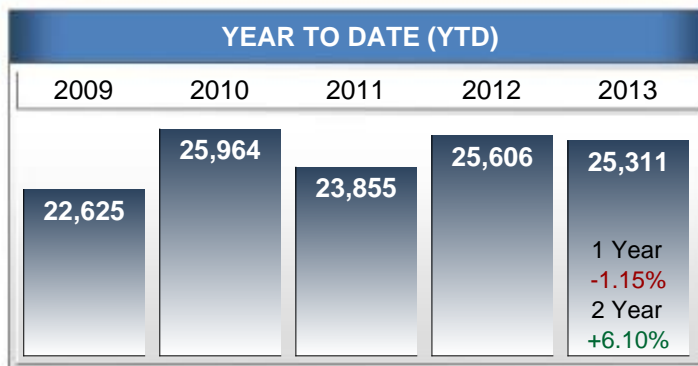
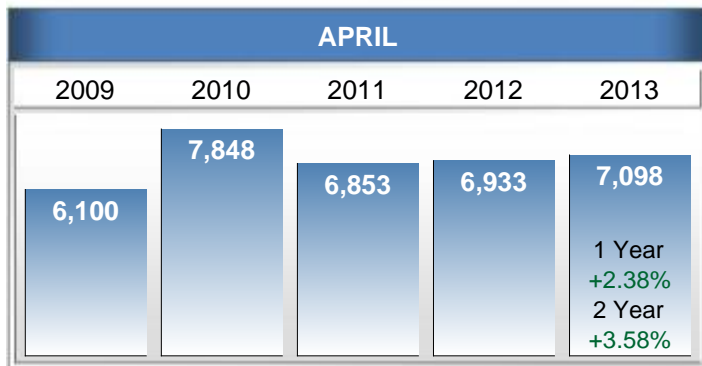
New Listings as of May 12, 2013



New Listings

Report Produced on: May 13, 2013

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



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	599	8.44%	290	281	25	3	
\$50,001 - \$75,000	612	8.62%	225	330	46	11	
\$75,001 - \$125,000	1,488	20.96%	348	1,003	129	8	
\$125,001 - \$175,000	1,705	24.02%	270	1,112	301	22	
\$175,001 - \$225,000	944	13.30%	116	501	307	20	
\$225,001 - \$325,000	1,004	14.14%	138	341	470	55	
\$325,001 and up	746	10.51%	74	175	374	123	
Total New Listed Units:			7,098	1461	3743	1652	242
Total New Listed Volume:			1,325,150,530	192.72M	577.79M	441.74M	112.89M
Average New Listed Listing Price:			\$166,639	\$131,912	\$154,366	\$267,399	\$466,489

New Listings

Ready to Buy or Sell Real Estate?
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Monthly Inventory Analysis

Data from the **The Oklahoma Association of REALTORS®**

April 2013

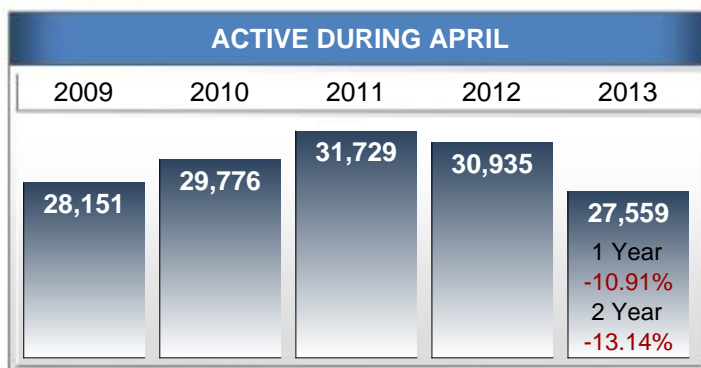
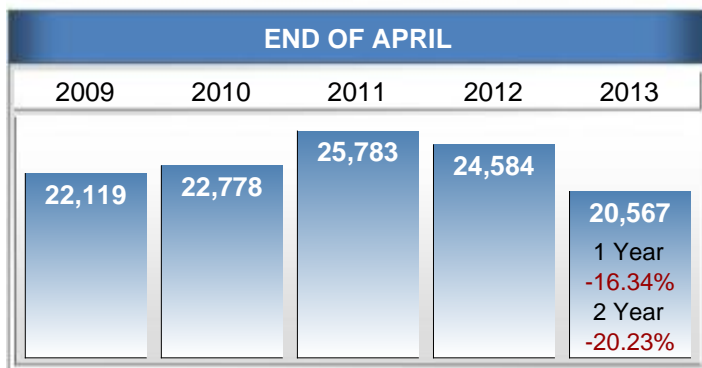
Active Inventory as of May 12, 2013



Active Inventory

Report Produced on: May 13, 2013

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



Active Inventory

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5yr APR AVG = 23,166 **3 MONTHS**

High
Jul 2011 = 27,607

Low
Dec 2009 = 20,275

Inventory this month at **20,567**, below the 5 yr APR average of **23,166**

FEB	20,672
MAR	20,468
APR	20,567
APR	-0.99%
APR	0.48%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$50,000 and less	1,878	9.13%	126.5	1,024	746	99	9		
\$50,001 - \$75,000	2,178	10.59%	118.6	843	1,157	150	28		
\$75,001 - \$100,000	2,454	11.93%	111.8	705	1,507	226	16		
\$100,001 - \$175,000	6,209	30.19%	98.0	1,255	3,886	981	87		
\$175,001 - \$225,000	2,561	12.45%	99.5	394	1,255	840	72		
\$225,001 - \$350,000	3,070	14.93%	99.4	483	1,034	1,343	210		
\$350,001 and up	2,217	10.78%	118.9	203	465	1,049	500		
Total Active Inventory by Units:				20,567	107.1	4,907	10,050	4,688	922
Total Active Inventory by Volume:				4,118,996,524		664.45M	1.58B	1.34B	530.35M
Average Active Inventory Listing Price:				\$200,272		\$135,408	\$157,154	\$286,859	\$575,218



Monthly Inventory Analysis

Data from the **The Oklahoma Association of REALTORS®**

April 2013

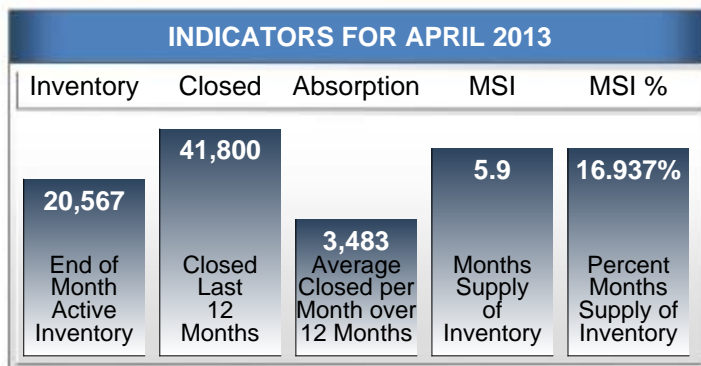
Active Inventory as of May 12, 2013



Months Supply of Inventory

Report Produced on: May 13, 2013

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



Months Supply
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5yr APR AVG = 7.3 **3 MONTHS**

High
Jun 2011 = 9.9

Low
Apr 2013 = 5.9

Months Supply this month at **5.9**, below the 5 yr APR average of **7.3**

FEB	6.0
MAR	5.9
APR	5.9
	-1.55%
	-0.53%

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	1,878		9.13%	4.3	5.5	3.5	3.3	2.4
\$50,001 - \$80,000	2,716		13.21%	6.8	8.3	6.1	6.4	10.5
\$80,001 - \$110,000	2,609		12.69%	5.7	6.5	5.3	6.2	7.2
\$110,001 - \$170,000	5,194		25.25%	4.9	6.1	4.6	4.9	9.0
\$170,001 - \$240,000	3,455		16.80%	5.9	7.3	5.8	5.3	7.6
\$240,001 - \$360,000	2,586		12.57%	7.0	9.3	7.5	6.0	8.2
\$360,001 and up	2,129		10.35%	11.9	15.9	12.9	10.3	14.2
MSI:		5.9			6.9	5.3	6.1	10.3
Total Active Inventory:		20,567			4,907	10,050	4,688	922



Monthly Inventory Analysis

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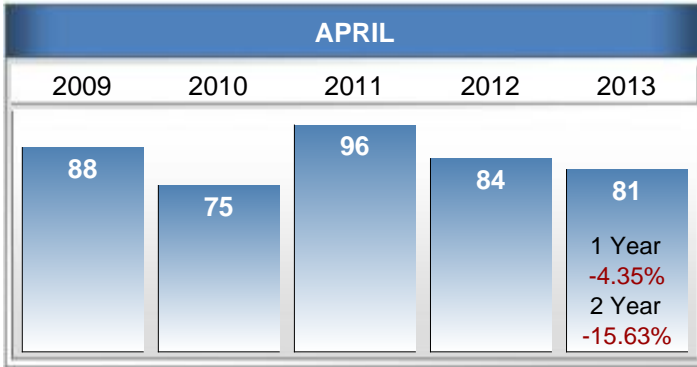
Closed Sales as of May 12, 2013



Average Days on Market to Sale

Report Produced on: May 13, 2013

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+
\$25,000 and less	152	3.89%	92.8	96.0	96.0	34.8	34.0
\$25,001 - \$75,000	640	16.36%	78.1	84.9	74.8	72.0	9.0
\$75,001 - \$100,000	424	10.84%	86.6	93.1	83.6	91.8	81.0
\$100,001 - \$150,000	1,064	27.20%	76.6	95.7	72.5	76.3	104.7
\$150,001 - \$200,000	750	19.17%	84.7	115.7	79.4	79.0	107.4
\$200,001 - \$275,000	472	12.07%	76.2	98.8	76.0	68.7	92.5
\$275,001 and up	410	10.48%	83.1	85.5	71.7	82.6	109.3
Average Closed DOM: 80.8				94.4	76.6	76.9	99.9
Total Closed Units: 3,912				766	2192	851	103
Total Closed Volume: 624,939,258				85.52M	300.60M	199.21M	39.60M



Monthly Inventory Analysis

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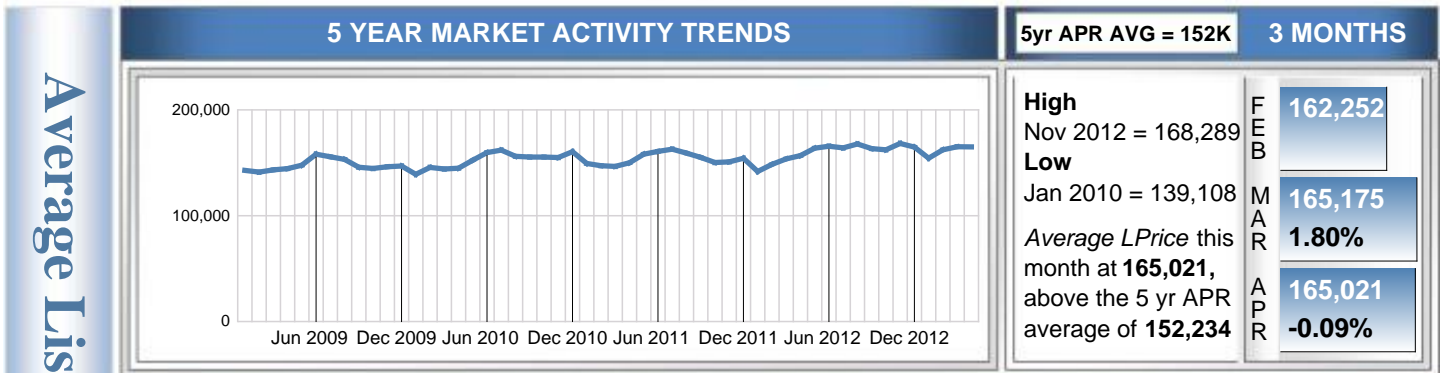
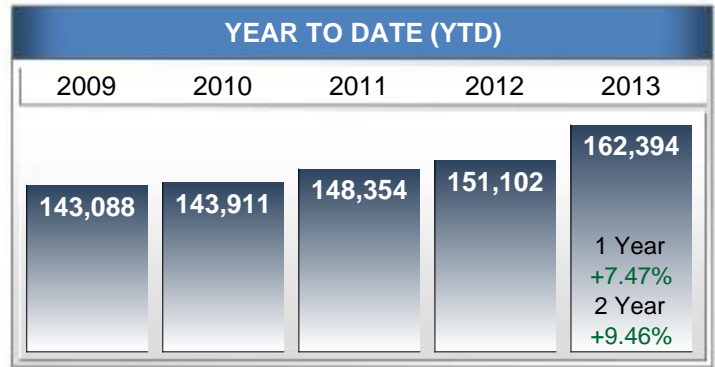
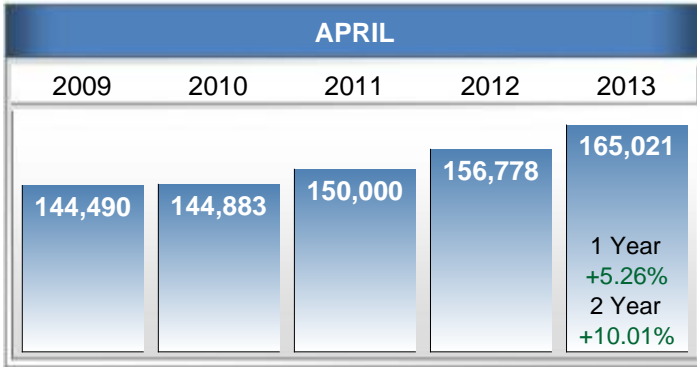
Closed Sales as of May 12, 2013



Average List Price at Closing

Report Produced on: May 13, 2013

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



Average List Price

Ready to Buy or Sell Real Estate?
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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	130	3.32%	17,806	19,930	19,748	19,060	21,267
\$25,001 - \$75,000	621	15.87%	52,735	52,118	58,303	54,468	49,250
\$75,001 - \$100,000	418	10.69%	88,782	92,555	91,276	92,364	89,800
\$100,001 - \$150,000	1,055	26.97%	127,834	130,159	129,458	135,582	134,020
\$150,001 - \$200,000	785	20.07%	174,433	175,668	174,869	180,677	183,981
\$200,001 - \$275,000	468	11.96%	234,806	242,457	235,749	237,890	249,621
\$275,001 and up	435	11.12%	440,697	432,635	387,897	439,031	648,756
Average List Price: \$165,021				\$116,386	\$141,019	\$241,611	\$404,700
Total Closed Units: 3,912				766	2192	851	103
Total List Volume: 645,560,403				89.15M	309.11M	205.61M	41.68M



Monthly Inventory Analysis

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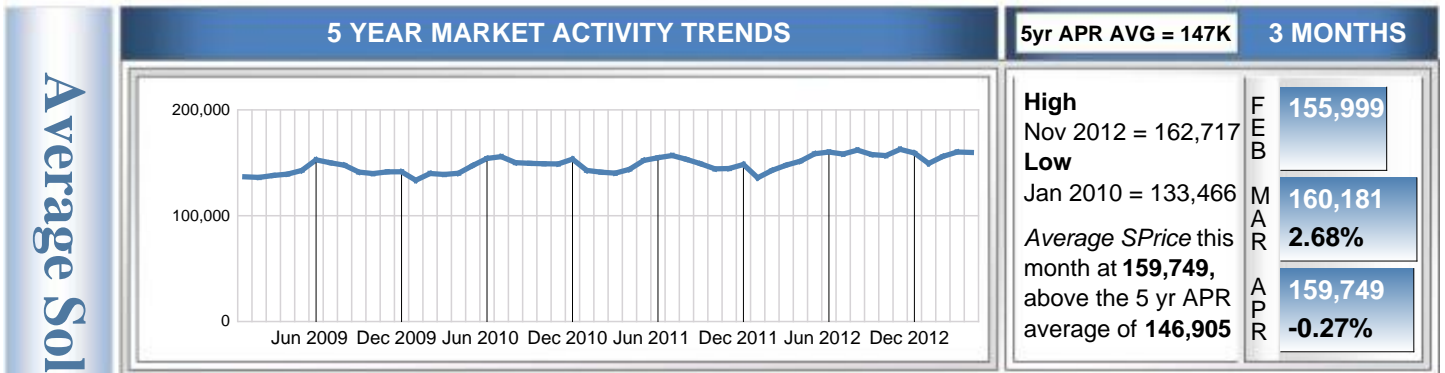
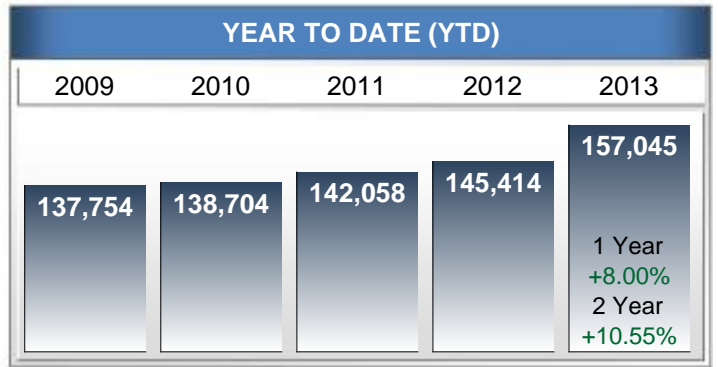
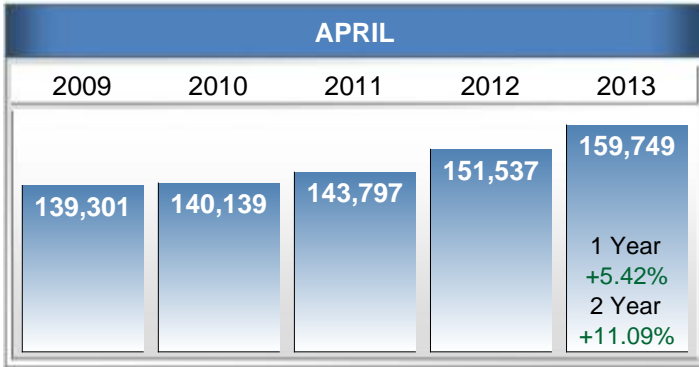
Closed Sales as of May 12, 2013



Average Sold Price at Closing

Report Produced on: May 13, 2013

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



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	152	3.89%	16,764	16,990	16,354	17,280	19,467
\$25,001 - \$75,000	640	16.36%	51,949	48,439	54,560	50,920	47,000
\$75,001 - \$100,000	424	10.84%	87,883	87,812	88,058	87,056	85,438
\$100,001 - \$150,000	1,064	27.20%	127,027	126,018	126,530	131,172	128,857
\$150,001 - \$200,000	750	19.17%	173,361	172,172	171,761	177,309	174,866
\$200,001 - \$275,000	472	12.07%	233,586	236,901	230,978	234,558	237,999
\$275,001 and up	410	10.48%	430,371	410,341	373,351	420,463	615,741
Average Closed Price: \$159,749				\$111,647	\$137,136	\$234,095	\$384,478
Total Closed Units: 3,912				766	2192	851	103
Total Closed Volume: 624,939,258				85.52M	300.60M	199.21M	39.60M



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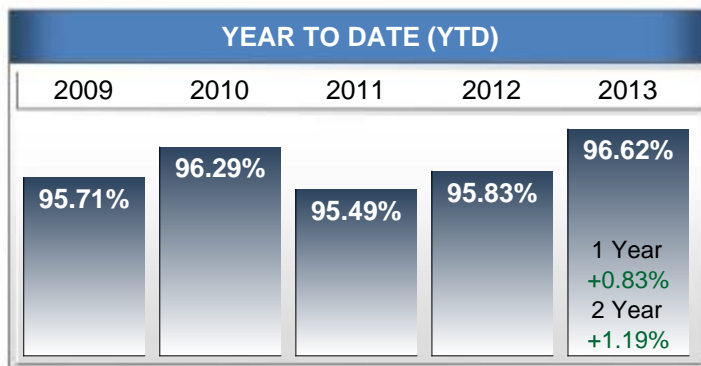
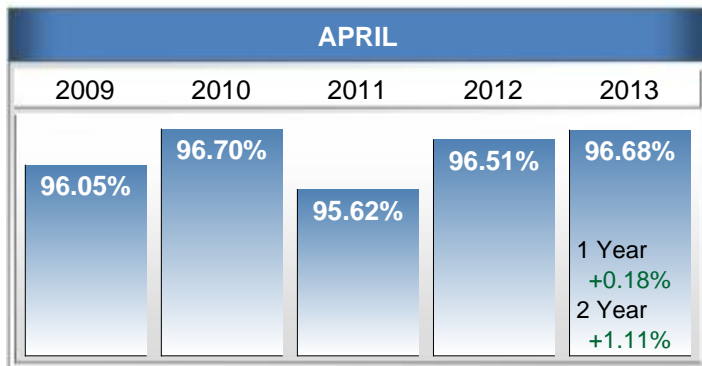
Closed Sales as of May 12, 2013



Average Percent of List Price to Selling Price

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Average List/Sell Price

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR



5yr APR AVG=96.31% **3 MONTHS**

High
Mar 2013 = 97.21%

Low
Jan 2011 = 95.15%

Average List/Sell this month at **96.68%**, above the 5 yr APR average of **96.31%**

FEB	95.91%
MAR	97.21%
APR	96.68%
MAY	-0.54%

AVERAGE L/S% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of \$avgmed L/S % by Price Range		%	AVL/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	152	3.89%	86.23%	86.83%	85.15%	89.99%	89.19%
\$25,001 - \$75,000	640	16.36%	94.22%	93.65%	94.63%	94.03%	96.57%
\$75,001 - \$100,000	424	10.84%	96.42%	95.88%	96.83%	94.98%	95.76%
\$100,001 - \$150,000	1,064	27.20%	97.63%	97.01%	97.86%	97.08%	96.95%
\$150,001 - \$200,000	750	19.17%	98.21%	98.15%	98.29%	98.26%	95.68%
\$200,001 - \$275,000	472	12.07%	98.89%	97.84%	98.15%	100.17%	95.86%
\$275,001 and up	410	10.48%	96.85%	95.65%	96.93%	97.11%	96.29%
Average List/Sell Ratio: 96.70%				94.95%	96.89%	97.79%	95.93%
Total Closed Units: 3,912				766	2192	851	103
Total Closed Volume: 624,939,258				85.52M	300.60M	199.21M	39.60M



Monthly Inventory Analysis

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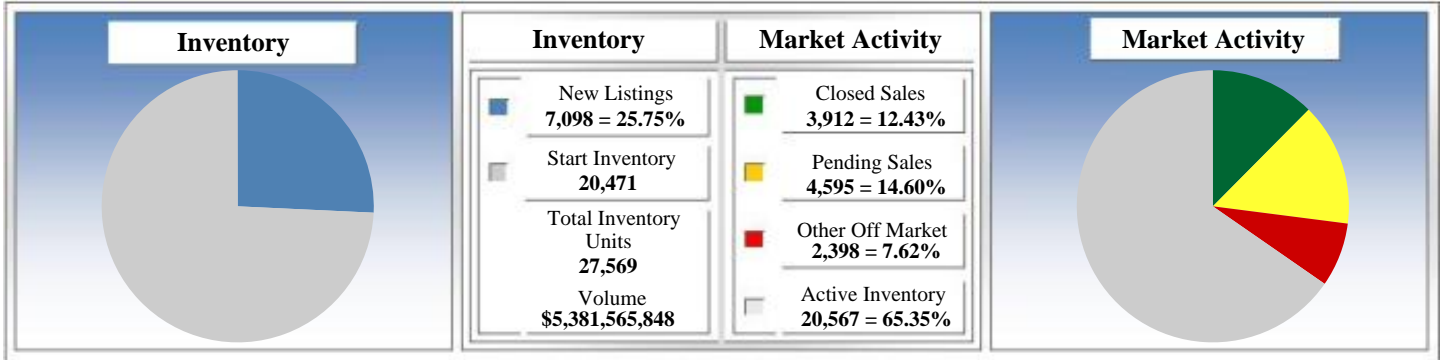
Inventory as of May 12, 2013



Market Summary

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



Absorption: Last 12 months, an Average of **3,483** Sales/Month

Active Inventory as of April 30, 2013 = **20,567**

	APRIL			Year To Date		
	2012	2013	+/- %	2012	2013	+/- %
Closed Sales	3,489	3,912	12.12%	11,971	12,799	6.92%
Pending Sales	4,038	4,595	13.79%	14,445	15,961	10.49%
New Listings	6,933	7,098	2.38%	25,606	25,311	-1.15%
Average List Price	156,778	165,021	5.26%	151,102	162,394	7.47%
Average Sale Price	151,537	159,749	5.42%	145,414	157,045	8.00%
Average Percent of List Price to Selling Price	96.51%	96.68%	0.18%	95.83%	96.62%	0.83%
Average Days on Market to Sale	84.44	80.76	-4.35%	91.16	82.93	-9.03%
Monthly Inventory	24,599	20,567	-16.39%	24,599	20,567	-16.39%
Months Supply of Inventory	7.85	5.90	-24.83%	7.85	5.90	-24.83%

