



August 2013

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

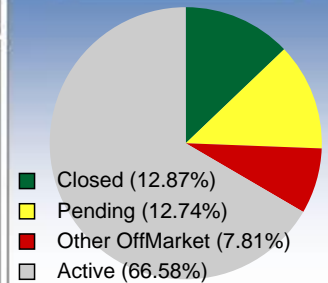


Absorption: Last 12 months, an Average of **3,585** Sales/Month

Active Inventory as of August 31, 2013 = **22,141**

	AUGUST		
	2012	2013	+/- %
Closed Listings	4,127	4,278	3.66%
Pending Listings	3,578	4,237	18.42%
New Listings	6,238	6,339	1.62%
Average List Price	167,904	176,926	5.37%
Average Sale Price	162,002	170,617	5.32%
Average Percent of List Price to Selling Price	96.43%	96.74%	0.33%
Average Days on Market to Sale	77.55	72.92	-5.97%
End of Month Inventory	24,485	22,141	-9.57%
Months Supply of Inventory	7.43	6.18	-16.89%

Market Activity



Monthly Inventory Analysis

Report Produced on: Sep 16, 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 August 2013 decreased **9.57%** to 22,141 existing homes available for sale. Over the last 12 months this area has had an average of 3,585 closed sales per month. This represents an unsold inventory index of **6.18** 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 **5.32%** in August 2013 to \$170,617 versus the previous year at \$162,002.

Average Days on Market Shortens

The average number of **72.92** days that homes spent on the market before selling decreased by 4.63 days or **5.97%** in August 2013 compared to last year's same month at **77.55** DOM.

Sales Success for August 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 6,339 New Listings in August 2013, up **1.62%** from last year at 6,238. Furthermore, there were 4,278 Closed Listings this month versus last year at 4,127, a **3.66%** increase.

Closed versus Listed trends yielded a **67.5%** ratio, up from last year's August 2013 at **66.2%**, a **2.01%** 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®**

August 2013

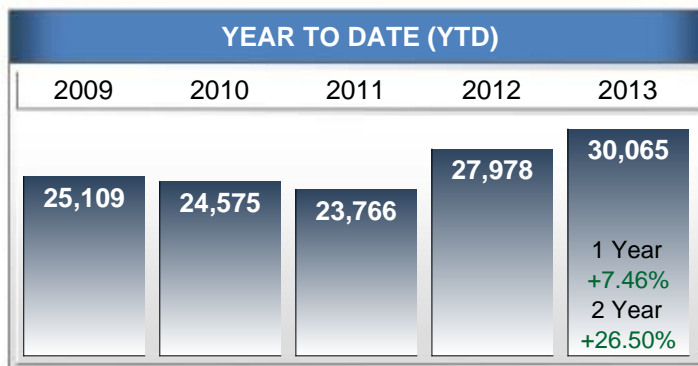
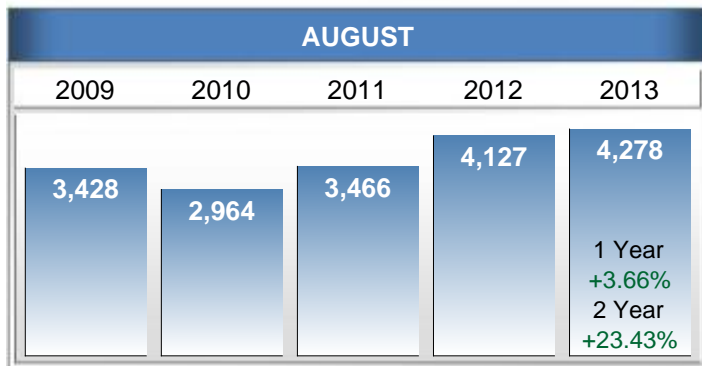
Closed Sales as of Sep 14, 2013



Closed Listings

Report Produced on: Sep 16, 2013

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Closed Listings
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5yr AUG AVG = 3,653 **3 MONTHS**

High
Jul 2013 = 4,605

Low
Jan 2010 = 1,718

Closed Listing this month at **4,278**, above the 5 yr AUG average of **3,653**

JUN	4,091
JUL	4,605
AUG	4,278
12.56%	
-7.10%	

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	411	9.61%	79.4	185	198	24	4	
\$50,001 - \$75,000	353	8.25%	88.7	108	213	30	2	
\$75,001 - \$100,000	452	10.57%	79.1	106	297	46	3	
\$100,001 - \$150,000	1,062	24.82%	64.8	172	742	140	8	
\$150,001 - \$200,000	850	19.87%	66.5	116	497	226	11	
\$200,001 - \$275,000	631	14.75%	69.0	90	254	270	17	
\$275,001 and up	519	12.13%	83.7	42	136	279	62	
Total Closed Units: 4,278				72.9	819	2337	1015	107
Total Closed Volume: 729,899,704					101.59M	339.69M	243.32M	45.30M
Average Closed Price: \$170,617					\$124,046	\$145,352	\$239,720	\$423,390



Monthly Inventory Analysis

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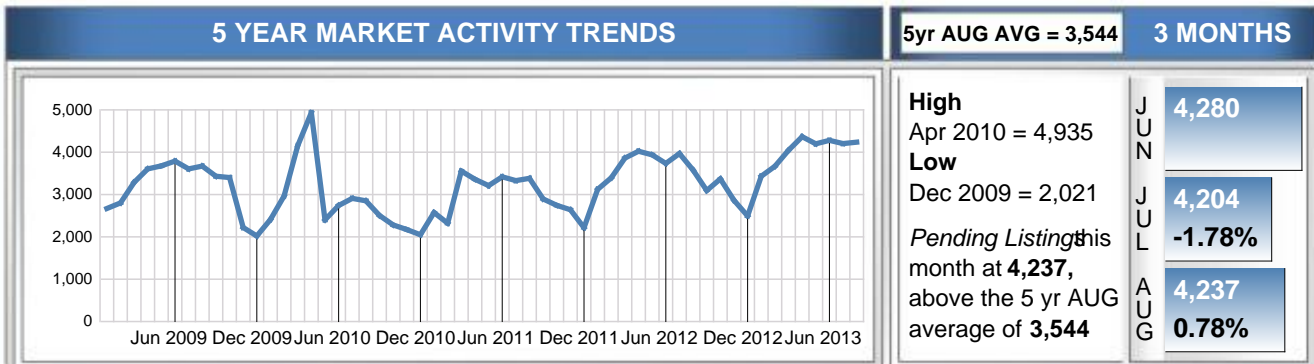
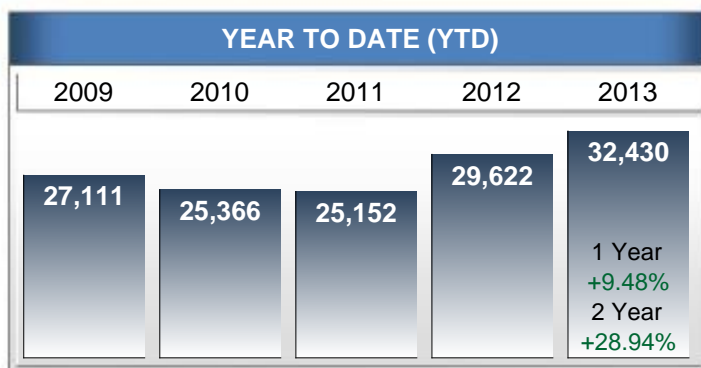
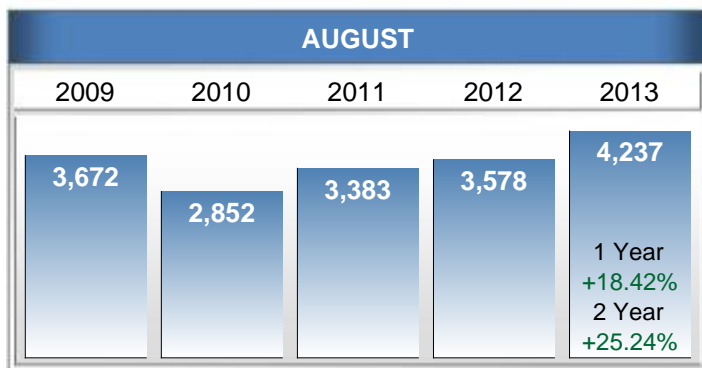
Pending Listings as of Sep 14, 2013



Pending Listings

Report Produced on: Sep 16, 2013

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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+	
\$25,000 and less	148	3.49%	81.8	72	65	8	3	
\$25,001 - \$75,000	711	16.78%	80.3	267	395	41	8	
\$75,001 - \$100,000	471	11.12%	75.9	116	318	36	1	
\$100,001 - \$150,000	1,040	24.55%	62.5	181	731	120	8	
\$150,001 - \$200,000	823	19.42%	63.3	112	491	210	10	
\$200,001 - \$275,000	525	12.39%	69.4	69	192	241	23	
\$275,001 and up	519	12.25%	75.2	50	131	274	64	
Total Pending Units: 4,237				82.2	867	2323	930	117
Total Pending Volume: 705,434,472					105.34M	326.34M	226.17M	47.58M
Average Listing Price: \$167,792					\$121,500	\$140,483	\$243,191	\$406,704



Monthly Inventory Analysis

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August 2013

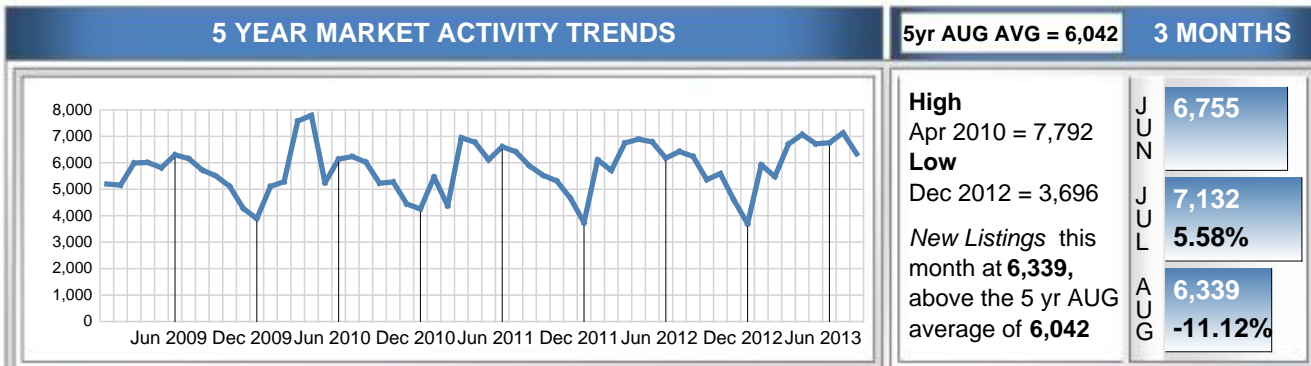
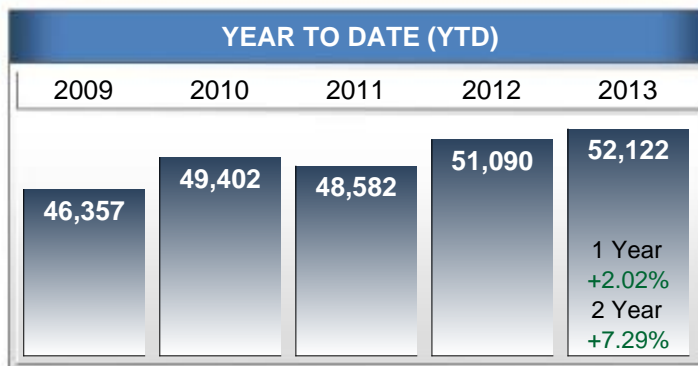
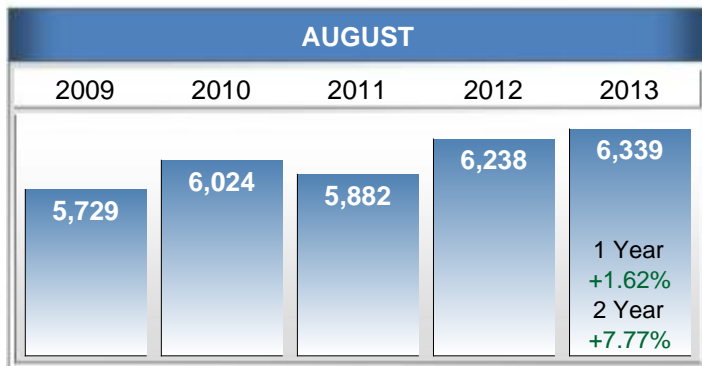
New Listings as of Sep 14, 2013



New Listings

Report Produced on: Sep 16, 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	612	9.65%	280	279	50	3
\$50,001 - \$75,000	592	9.34%	219	329	42	2
\$75,001 - \$100,000	750	11.83%	195	488	59	8
\$100,001 - \$150,000	1,497	23.62%	270	1,027	186	14
\$150,001 - \$225,000	1,427	22.51%	218	776	408	25
\$225,001 - \$300,000	766	12.08%	92	302	332	40
\$300,001 and up	695	10.96%	49	163	361	122
Total New Listed Units:			1323	3364	1438	214
Total New Listed Volume:			162.19M	504.09M	372.18M	106.19M
Average New Listed Listing Price:			\$122,592	\$149,847	\$258,818	\$496,208

New Listings

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Monthly Inventory Analysis

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

August 2013

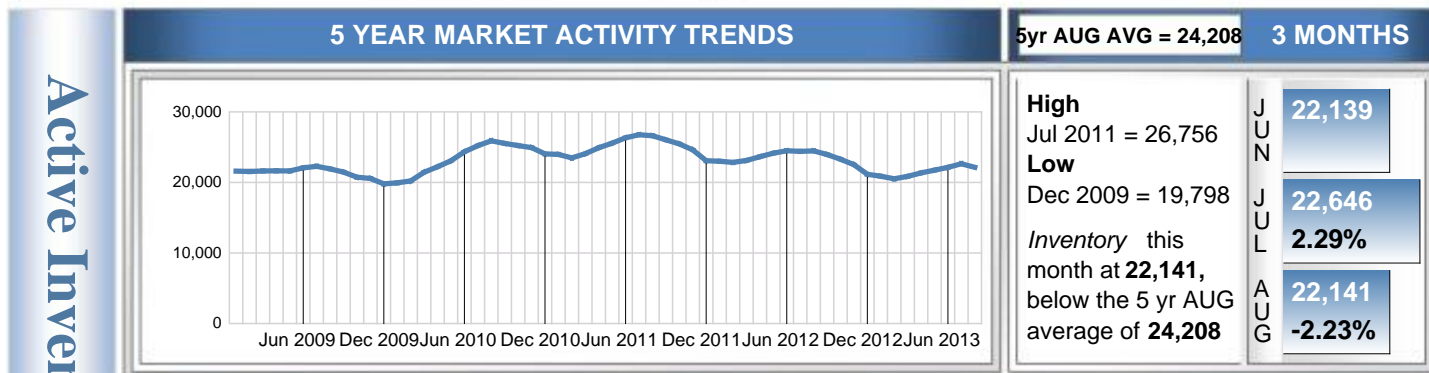
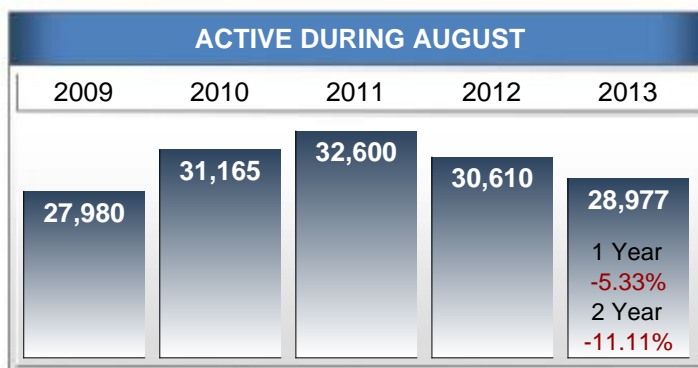
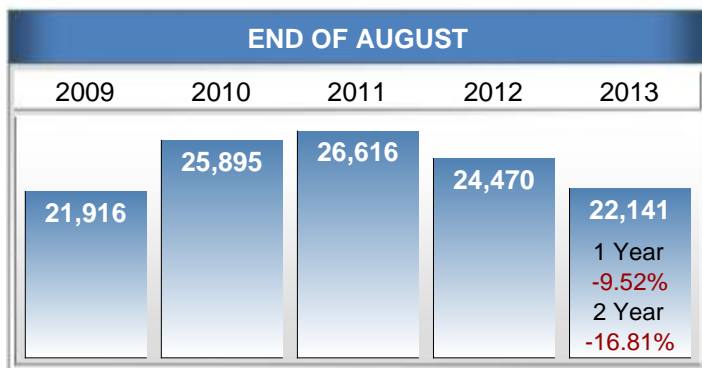
Active Inventory as of Sep 14, 2013



Active Inventory

Report Produced on: Sep 16, 2013

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



Active Inventory

Ready to Buy or Sell Real Estate?
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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	2,001	9.04%	115.0	1,021	845	125	10		
\$50,001 - \$75,000	2,230	10.07%	115.5	873	1,200	137	20		
\$75,001 - \$100,000	2,730	12.33%	108.0	754	1,730	218	28		
\$100,001 - \$175,000	6,751	30.49%	97.9	1,269	4,281	1,100	101		
\$175,001 - \$225,000	2,713	12.25%	99.2	447	1,308	889	69		
\$225,001 - \$350,000	3,264	14.74%	105.4	465	1,112	1,438	249		
\$350,001 and up	2,452	11.07%	119.8	241	501	1,142	568		
Total Active Inventory by Units:				22,141	106.1	5,070	10,977	5,049	1,045
Total Active Inventory by Volume:				4,411,609,803		701.68M	1.71B	1.44B	557.77M
Average Active Inventory Listing Price:				\$199,251		\$138,398	\$155,545	\$286,144	\$533,752



Monthly Inventory Analysis

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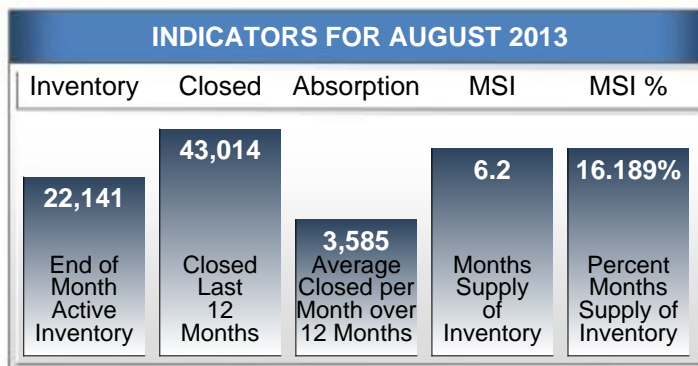
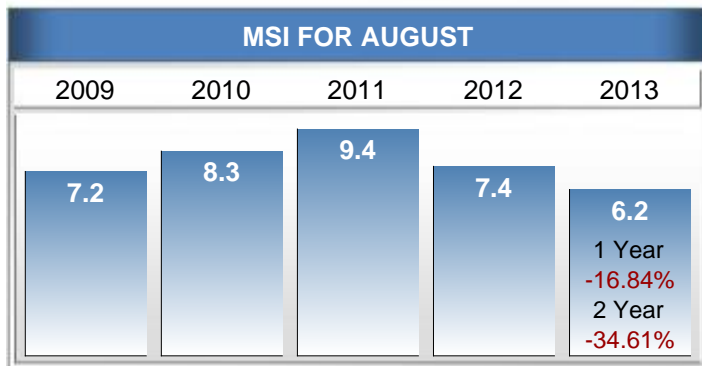
Active Inventory as of Sep 14, 2013



Months Supply of Inventory

Report Produced on: Sep 16, 2013

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Months Supply

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5yr AUG AVG = 7.7 **3 MONTHS**

High
Jun 2011 = 9.7

Low
Feb 2013 = 6.0

Months Supply this month at **6.2**, below the 5 yr AUG average of **7.7**

JUN	6.3
JUL	6.3
AUG	6.2
0.76%	
-2.57%	

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	2,001	9.04%	4.7	5.6	4.1	4.6	3.2
\$50,001 - \$80,000	2,848	12.86%	7.3	9.1	6.6	5.4	8.2
\$80,001 - \$110,000	2,903	13.11%	6.4	7.0	6.2	6.5	11.2
\$110,001 - \$170,000	5,589	25.24%	5.2	5.9	4.8	5.4	12.6
\$170,001 - \$240,000	3,659	16.53%	5.7	7.0	5.4	5.4	6.5
\$240,001 - \$370,000	2,906	13.12%	7.1	8.7	7.4	6.2	9.3
\$370,001 and up	2,235	10.09%	12.7	16.3	13.2	10.8	16.4
MSI:	6.2			7.0	5.6	6.3	11.5
Total Active Inventory:	22,141			5,070	10,977	5,049	1,045



Monthly Inventory Analysis

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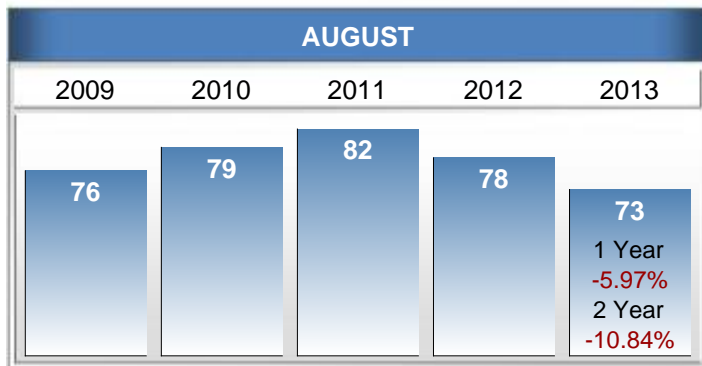
Closed Sales as of Sep 14, 2013



Average Days on Market to Sale

Report Produced on: Sep 16, 2013

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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	411	9.61%	79.4	88.2	72.6	71.0	59.0
\$50,001 - \$75,000	353	8.25%	88.7	99.8	79.2	98.3	367.5
\$75,001 - \$100,000	452	10.57%	79.1	91.2	75.4	77.2	44.7
\$100,001 - \$150,000	1,062	24.82%	64.8	80.2	62.0	61.6	43.6
\$150,001 - \$200,000	850	19.87%	66.5	79.6	62.3	68.2	80.9
\$200,001 - \$275,000	631	14.75%	69.0	80.3	65.8	68.5	65.8
\$275,001 and up	519	12.13%	83.7	160.4	74.3	79.5	71.0
Average Closed DOM: 72.9				90.0	67.4	71.8	73.5
Total Closed Units: 4,278				819	2337	1015	107
Total Closed Volume: 729,899,704				101.59M	339.69M	243.32M	45.30M



Monthly Inventory Analysis

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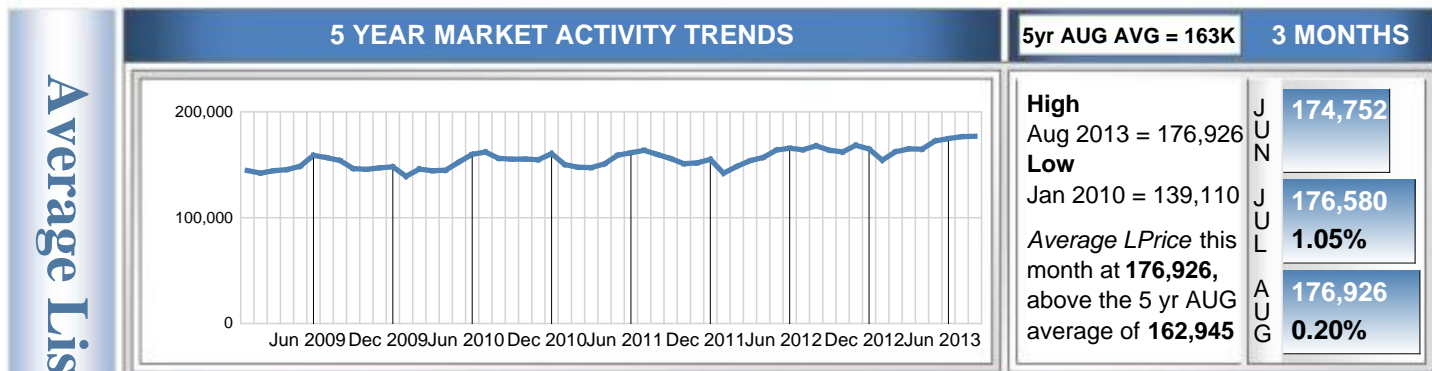
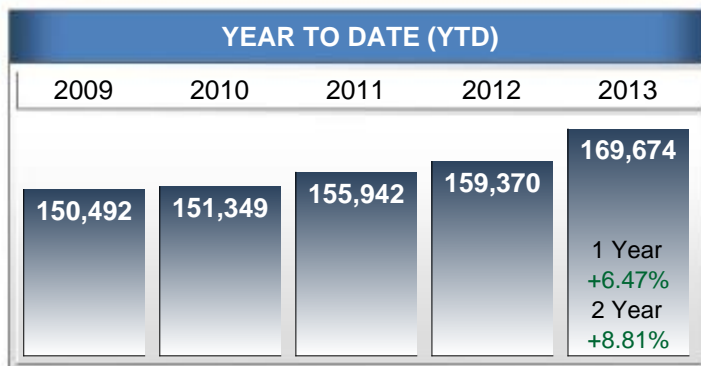
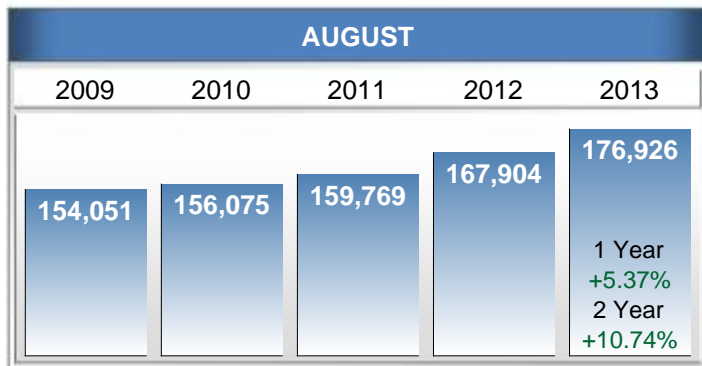
Closed Sales as of Sep 14, 2013



Average List Price at Closing

Report Produced on: Sep 16, 2013

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



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	378	8.84%	32,819	32,318	37,160	36,473	50,725
\$50,001 - \$75,000	344	8.04%	64,982	68,207	67,704	68,260	78,500
\$75,001 - \$100,000	438	10.24%	88,816	92,108	91,905	91,702	95,500
\$100,001 - \$150,000	1,059	24.75%	128,588	131,837	130,087	135,388	130,588
\$150,001 - \$200,000	871	20.36%	174,363	179,213	175,894	179,141	182,782
\$200,001 - \$275,000	633	14.80%	234,779	240,955	235,993	241,371	238,841
\$275,001 and up	555	12.97%	444,269	425,071	414,931	423,360	705,739
Average List Price:	\$176,926			\$129,563	\$149,504	\$246,176	\$481,475
Total Closed Units:	4,278			819	2337	1015	107
Total List Volume:	756,890,463			106.11M	349.39M	249.87M	51.52M



Monthly Inventory Analysis

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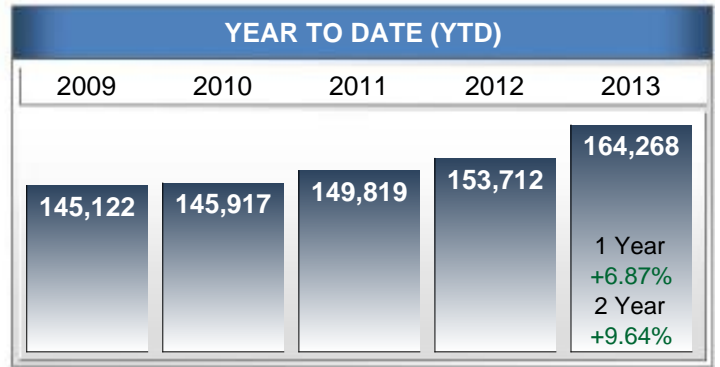
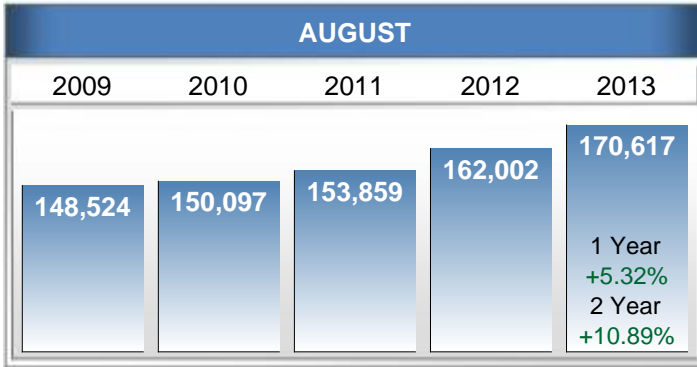
Closed Sales as of Sep 14, 2013



Average Sold Price at Closing

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Average Sold Price

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Contact an experienced REALTOR

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	411	9.61%	31,281	28,701	33,230	33,534	40,647
\$50,001 - \$75,000	353	8.25%	64,300	64,220	64,374	63,622	71,000
\$75,001 - \$100,000	452	10.57%	88,048	87,563	88,142	88,501	88,967
\$100,001 - \$150,000	1,062	24.82%	127,757	127,604	127,013	131,892	127,675
\$150,001 - \$200,000	850	19.87%	173,617	173,760	172,776	175,095	179,705
\$200,001 - \$275,000	631	14.75%	234,108	234,801	231,395	236,605	231,335
\$275,001 and up	519	12.13%	430,777	400,714	399,491	410,796	609,684
Average Closed Price: \$170,617				\$124,046	\$145,352	\$239,720	\$423,390
Total Closed Units: 4,278				819	2337	1015	107
Total Closed Volume: 729,899,704				101.59M	339.69M	243.32M	45.30M



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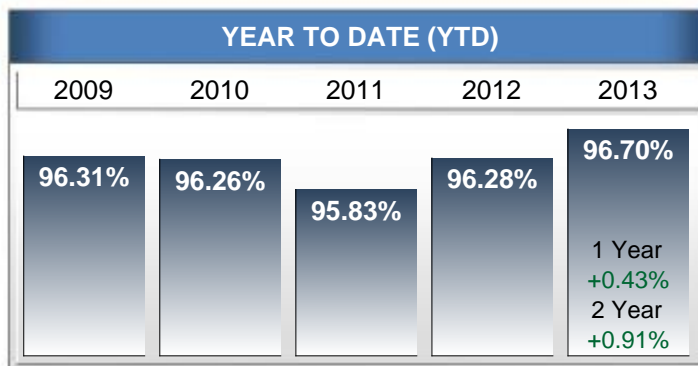
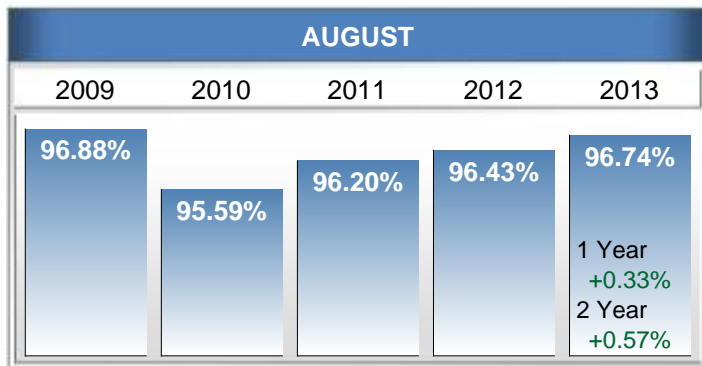
Closed Sales as of Sep 14, 2013



Average Percent of List Price to Selling Price

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Average List/Sell Price

Ready to Buy or Sell Real Estate?
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5yr AUG AVG=96.37%		3 MONTHS	
High	Jun 2013 = 96.99%	JUN	96.99%
Low	Jan 2011 = 95.22%	JUL	96.96%
Average List/Sell this month at 96.74% , above the 5 yr AUG average of 96.37%		AUG	96.74%
			-0.02%
			-0.23%

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+	
\$50,000 and less	411	9.61%	91.22%	89.86%	92.40%	93.42%	82.41%	
\$50,001 - \$75,000	353	8.25%	95.25%	94.73%	95.71%	94.20%	90.63%	
\$75,001 - \$100,000	452	10.57%	96.31%	95.71%	96.38%	97.39%	94.15%	
\$100,001 - \$150,000	1,062	24.82%	97.68%	96.97%	97.85%	97.63%	98.07%	
\$150,001 - \$200,000	850	19.87%	98.05%	97.17%	98.33%	97.86%	98.32%	
\$200,001 - \$275,000	631	14.75%	98.02%	97.53%	98.14%	98.12%	97.00%	
\$275,001 and up	519	12.13%	96.92%	94.93%	97.48%	97.62%	93.91%	
Average List/Sell Ratio:				96.70%	94.89%	97.12%	97.60%	94.68%
Total Closed Units:				4,278	819	2,337	1,015	107
Total Closed Volume:				729,899,704	101.59M	339.69M	243.32M	45.30M



Monthly Inventory Analysis

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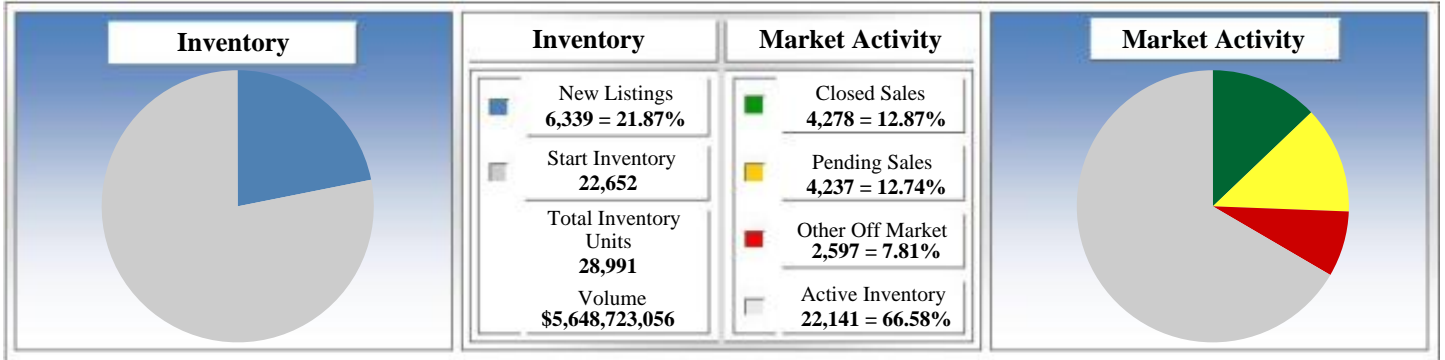
Inventory as of Sep 14, 2013



Market Summary

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



Absorption: Last 12 months, an Average of **3,585** Sales/Month

Active Inventory as of August 31, 2013 = **22,141**

	AUGUST			Year To Date		
	2012	2013	+/- %	2012	2013	+/- %
Closed Sales	4,127	4,278	3.66%	27,978	30,065	7.46%
Pending Sales	3,578	4,237	18.42%	29,622	32,430	9.48%
New Listings	6,238	6,339	1.62%	51,090	52,122	2.02%
Average List Price	167,904	176,926	5.37%	159,370	169,674	6.47%
Average Sale Price	162,002	170,617	5.32%	153,712	164,268	6.87%
Average Percent of List Price to Selling Price	96.43%	96.74%	0.33%	96.28%	96.70%	0.43%
Average Days on Market to Sale	77.55	72.92	-5.97%	83.30	75.56	-9.30%
Monthly Inventory	24,485	22,141	-9.57%	24,485	22,141	-9.57%
Months Supply of Inventory	7.43	6.18	-16.89%	7.43	6.18	-16.89%

