



December 2013

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

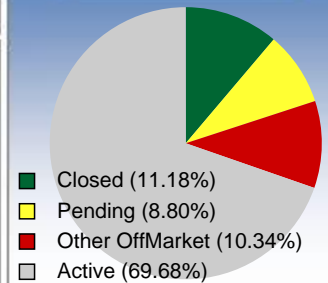


Absorption: Last 12 months, an Average of **3,639** Sales/Month

Active Inventory as of December 31, 2013 = **19,329**

	DECEMBER		
	2012	2013	+/- %
Closed Listings	3,109	3,102	-0.23%
Pending Listings	2,488	2,441	-1.89%
New Listings	3,697	3,451	-6.65%
Average List Price	164,857	165,392	0.32%
Average Sale Price	159,232	160,014	0.49%
Average Percent of List Price to Selling Price	96.39%	97.69%	1.34%
Average Days on Market to Sale	81.17	81.71	0.67%
End of Month Inventory	21,242	19,329	-9.01%
Months Supply of Inventory	6.23	5.31	-14.70%

Market Activity



Monthly Inventory Analysis

Report Produced on: Jan 10, 2014

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 December 2013 decreased **9.01%** to 19,329 existing homes available for sale. Over the last 12 months this area has had an average of 3,639 closed sales per month. This represents an unsold inventory index of **5.31** 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 **0.49%** in December 2013 to \$160,014 versus the previous year at \$159,232.

Average Days on Market Lengthens

The average number of **81.71** days that homes spent on the market before selling increased by 0.55 days or **0.67%** in December 2013 compared to last year's same month at **81.17** DOM.

Sales Success for December 2013 is Positive

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

There were 3,451 New Listings in December 2013, down **6.65%** from last year at 3,697. Furthermore, there were 3,102 Closed Listings this month versus last year at 3,109, a **-0.23%** decrease.

Closed versus Listed trends yielded a **89.9%** ratio, up from last year's December 2013 at **84.1%**, a **6.89%** 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®**

December 2013

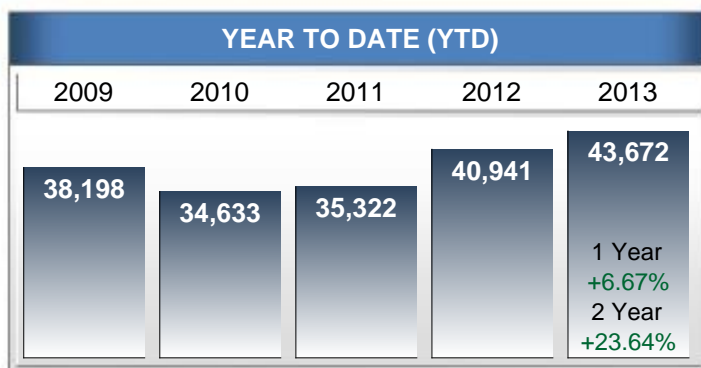
Closed Sales as of Jan 10, 2014



Report Produced on: Jan 10, 2014

Closed Listings

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Closed Listings

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5yr DEC AVG = 2,855 **3 MONTHS**

High
Jul 2013 = 4,625

Low
Jan 2010 = 1,719

Closed Listings this month at **3,102**, above the 5 yr DEC average of **2,855**

OCT	3,573
NOV	3,105
DEC	3,102
	-13.10%
	-0.10%

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	116	3.74%	79.6	64	43	8	1
\$25,001 - \$75,000	525	16.92%	80.5	174	304	43	4
\$75,001 - \$100,000	335	10.80%	79.6	78	225	29	3
\$100,001 - \$150,000	819	26.40%	78.1	137	573	100	9
\$150,001 - \$200,000	556	17.92%	86.6	71	311	161	13
\$200,001 - \$275,000	393	12.67%	84.8	42	145	184	22
\$275,001 and up	358	11.54%	83.5	27	85	194	52
Total Closed Units:	3,102		81.7	593	1686	719	104
Total Closed Volume:	496,363,340			66.70M	231.39M	164.51M	33.76M
Average Closed Price:	\$160,014			\$112,486	\$137,241	\$228,801	\$324,637



Monthly Inventory Analysis

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December 2013

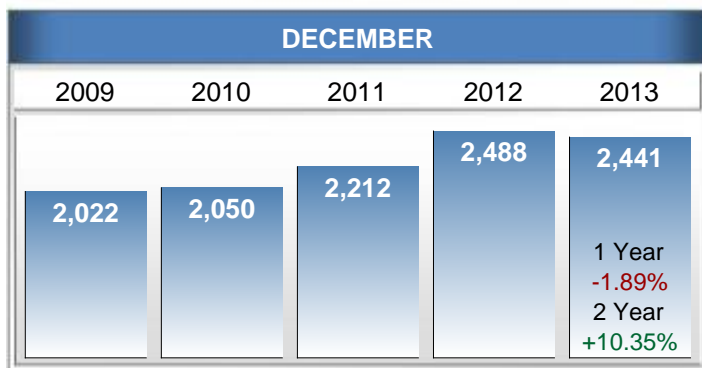
Pending Listings as of Jan 10, 2014



Pending Listings

Report Produced on: Jan 10, 2014

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



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	110	4.51%	73.0	57	47	6	0	
\$25,001 \$50,000	244	10.00%	65.4	84	141	15	4	
\$50,001 \$100,000	527	21.59%	81.4	120	355	50	2	
\$100,001 \$150,000	577	23.64%	79.5	85	403	86	3	
\$150,001 \$200,000	416	17.04%	83.6	60	229	111	16	
\$200,001 \$275,000	302	12.37%	79.3	34	126	133	9	
\$275,001 and up	265	10.86%	93.6	18	58	147	42	
Total Pending Units: 2,441				93.6	458	1359	548	76
Total Pending Volume: 389,245,301					49.24M	177.81M	128.73M	33.46M
Average Listing Price: \$158,467					\$107,515	\$130,838	\$234,911	\$440,308



Monthly Inventory Analysis

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New Listings as of Jan 10, 2014



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+	
\$25,000 and less	111		3.22%	47	57	6	1	
\$25,001 - \$75,000	676		19.59%	247	376	47	6	
\$75,001 - \$100,000	403		11.68%	97	265	37	4	
\$100,001 - \$150,000	769		22.28%	107	551	99	12	
\$150,001 - \$225,000	706		20.46%	85	414	190	17	
\$225,001 - \$325,000	422		12.23%	50	139	208	25	
\$325,001 and up	364		10.55%	31	75	187	71	
Total New Listed Units:				3,451	664	1877	774	136
Total New Listed Volume:				621,591,908	81.67M	265.47M	210.44M	64.00M
Average New Listed Listing Price:				\$159,692	\$122,999	\$141,435	\$271,890	\$470,615

New Listings

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Monthly Inventory Analysis

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

December 2013

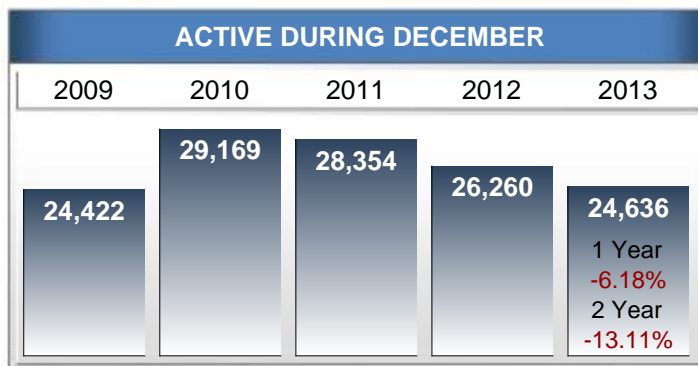
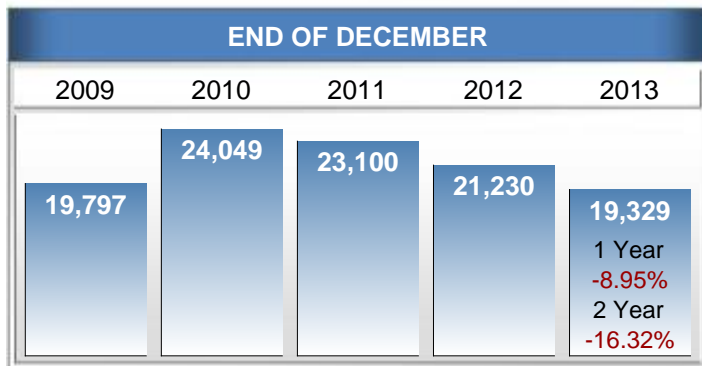
Active Inventory as of Jan 10, 2014



Active Inventory

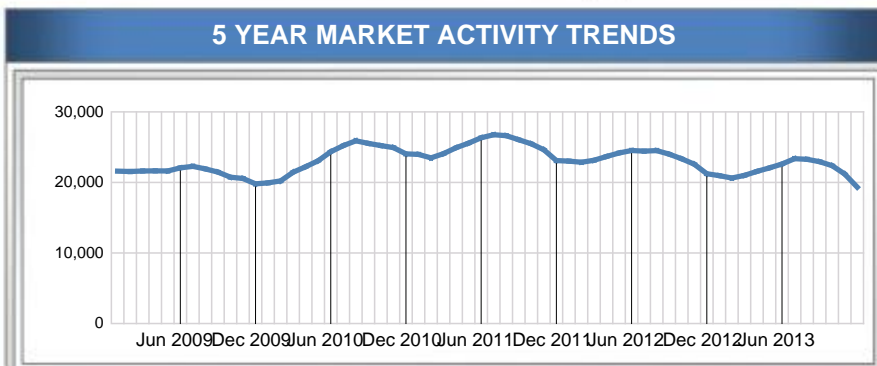
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Area Delimited by Entire OK State MLS - Single-Family Property Type



Active Inventory

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5yr DEC AVG = 21,501 **3 MONTHS**

High
Jul 2011 = 26,762

Low
Dec 2013 = 19,329

Inventory this month at **19,329**, below the 5 yr DEC average of **21,501**

OCT	22,371
NOV	21,189
DEC	19,329
	-5.28%
	-8.78%

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$50,000 and less	1,998	10.34%	127.7	1,017	858	110	13		
\$50,001 - \$75,000	2,078	10.75%	136.7	817	1,106	138	17		
\$75,001 - \$100,000	2,312	11.96%	125.6	646	1,429	212	25		
\$100,001 - \$175,000	5,524	28.58%	116.9	977	3,544	922	81		
\$175,001 - \$225,000	2,385	12.34%	118.0	375	1,219	732	59		
\$225,001 - \$350,000	2,901	15.01%	127.1	404	1,011	1,278	208		
\$350,001 and up	2,131	11.02%	136.7	229	449	1,000	453		
Total Active Inventory by Units:				19,329	125.0	4,465	9,616	4,392	856
Total Active Inventory by Volume:				3,844,830,405		615.83M	1.50B	1.28B	451.04M
Average Active Inventory Listing Price:				\$198,915		\$137,924	\$156,234	\$290,441	\$526,918



Monthly Inventory Analysis

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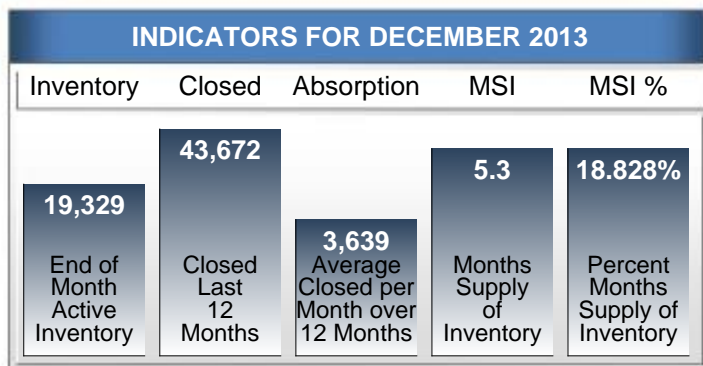
Active Inventory as of Jan 10, 2014



Months Supply of Inventory

Report Produced on: Jan 10, 2014

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Months Supply
 Ready to Buy or Sell Real Estate?
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5yr DEC AVG = 6.8 **3 MONTHS**

High
Jun 2011 = 9.7

Low
Dec 2013 = 5.3

Months Supply this month at **5.3**, below the 5 yr DEC average of **6.8**

OCT	6.1
NOV	5.8
DEC	5.3

-5.19%
-8.76%

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	1,998		10.34%	4.7	5.5	4.2	4.2	3.7
\$50,001 - \$70,000	1,656		8.57%	6.7	8.6	5.8	6.1	5.0
\$70,001 - \$110,000	3,345		17.31%	5.5	6.6	5.0	5.8	8.2
\$110,001 - \$170,000	4,550		23.54%	4.2	4.5	4.0	4.4	7.8
\$170,001 - \$240,000	3,271		16.92%	4.9	5.7	4.9	4.5	5.3
\$240,001 - \$370,000	2,566		13.28%	6.2	8.1	6.5	5.5	7.4
\$370,001 and up	1,943		10.05%	10.8	15.4	11.6	9.3	12.5
MSI:		5.3			6.1	4.8	5.4	8.7
Total Active Inventory:		19,329			4,465	9,616	4,392	856



Monthly Inventory Analysis

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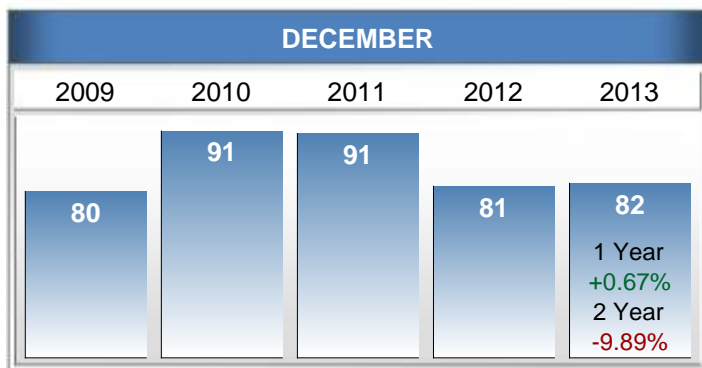
Closed Sales as of Jan 10, 2014



Average Days on Market to Sale

Report Produced on: Jan 10, 2014

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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+
\$25,000 and less	116	3.74%	79.6	89.4	63.1	89.4	84.0
\$25,001 - \$75,000	525	16.92%	80.5	80.1	80.6	85.9	34.3
\$75,001 - \$100,000	335	10.80%	79.6	86.1	77.7	70.1	146.7
\$100,001 - \$150,000	819	26.40%	78.1	83.8	77.9	72.7	67.8
\$150,001 - \$200,000	556	17.92%	86.6	121.1	83.7	77.9	74.3
\$200,001 - \$275,000	393	12.67%	84.8	114.3	72.1	85.2	108.0
\$275,001 and up	358	11.54%	83.5	99.3	69.1	86.1	89.3
Average Closed DOM: 81.7				90.9	78.1	81.5	89.0
Total Closed Units: 3,102				593	1686	719	104
Total Closed Volume: 496,363,340				66.70M	231.39M	164.51M	33.76M



Monthly Inventory Analysis

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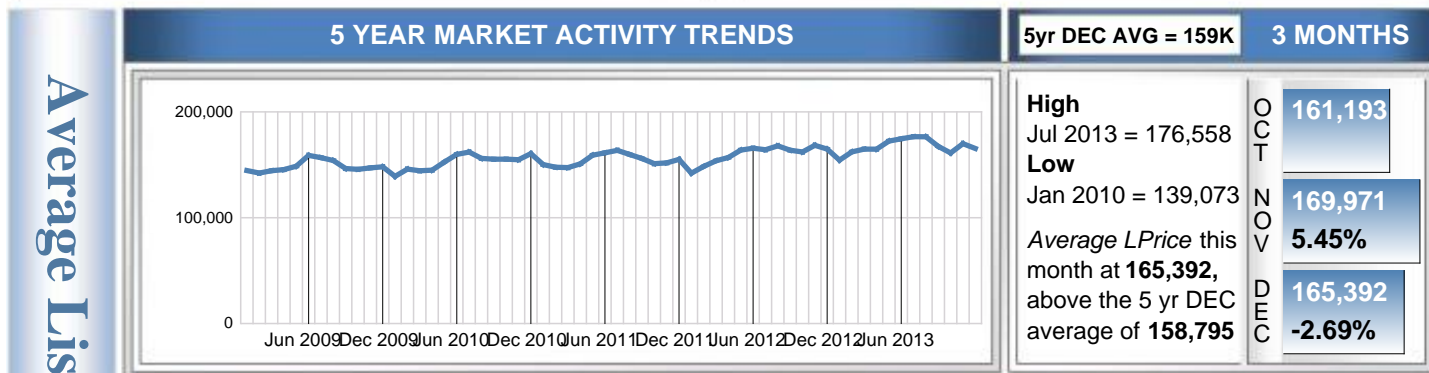
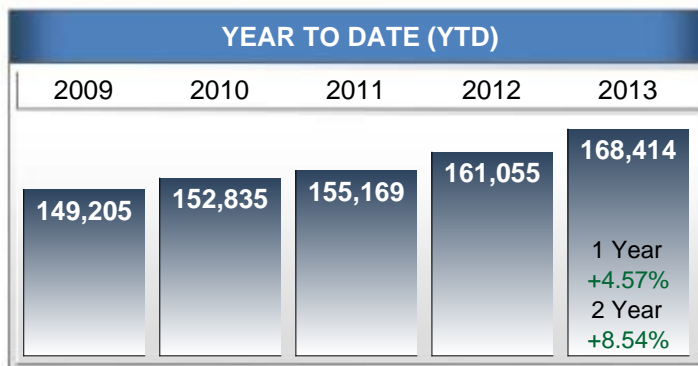
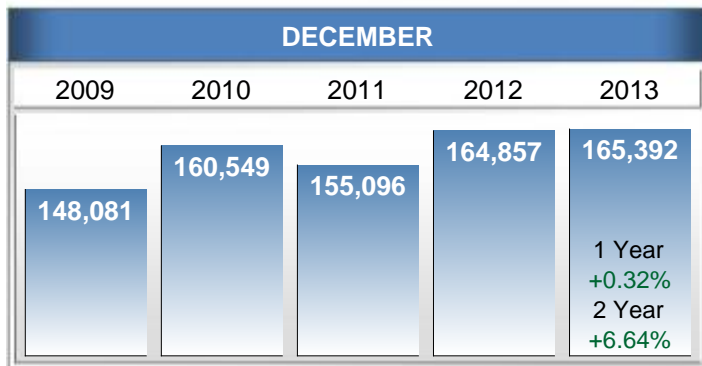
Closed Sales as of Jan 10, 2014



Average List Price at Closing

Report Produced on: Jan 10, 2014

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+
\$25,000 and less	111	3.58%	16,805	18,579	20,330	19,063	9,500
\$25,001 - \$75,000	486	15.67%	53,499	51,936	59,726	53,877	56,125
\$75,001 - \$100,000	344	11.09%	89,332	90,686	92,292	91,766	96,633
\$100,001 - \$150,000	791	25.50%	128,322	132,052	130,520	134,773	130,199
\$150,001 - \$200,000	591	19.05%	175,512	185,911	177,787	181,282	178,215
\$200,001 - \$275,000	394	12.70%	235,338	238,411	235,256	243,235	255,619
\$275,001 and up	385	12.41%	406,484	415,035	417,385	393,722	484,661
Average List Price: \$165,392				\$117,723	\$142,032	\$234,953	\$334,986
Total Closed Units: 3,102				593	1686	719	104
Total List Volume: 513,045,492				69.81M	239.47M	168.93M	34.84M



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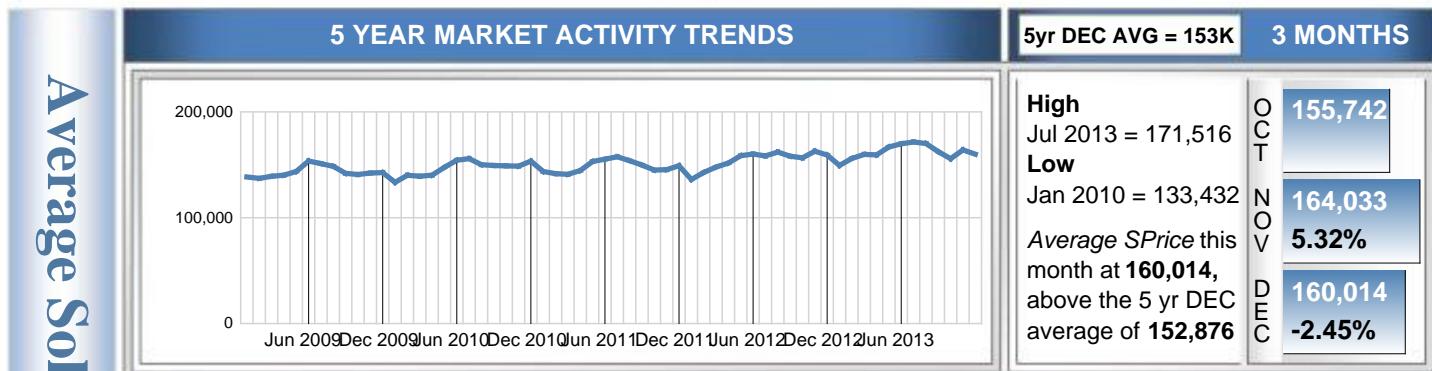
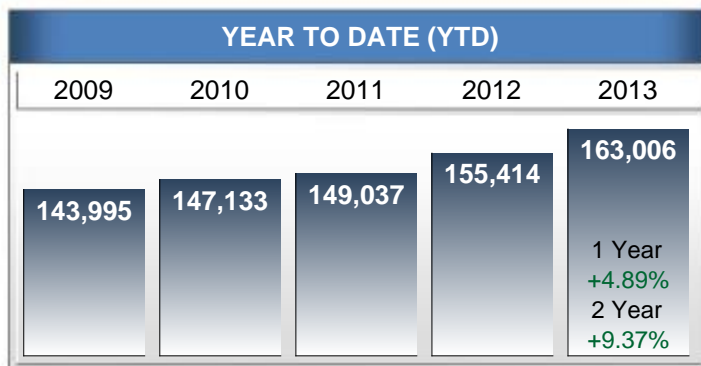
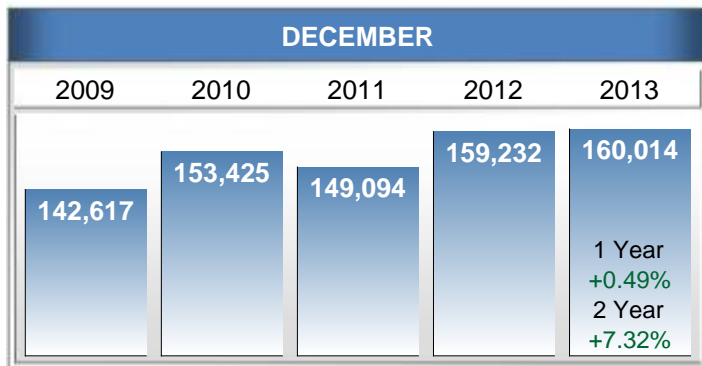
Closed Sales as of Jan 10, 2014



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+
\$25,000 and less	116	3.74%	16,276	15,598	17,551	15,697	9,500
\$25,001 - \$75,000	525	16.92%	52,131	48,387	54,563	49,848	54,683
\$75,001 - \$100,000	335	10.80%	88,478	87,741	88,555	89,845	88,667
\$100,001 - \$150,000	819	26.40%	127,233	128,180	126,514	130,117	126,533
\$150,001 - \$200,000	556	17.92%	175,467	176,010	174,497	177,296	173,069
\$200,001 - \$275,000	393	12.67%	234,620	233,500	230,096	237,142	245,486
\$275,001 and up	358	11.54%	400,830	391,801	399,965	383,726	470,743
Average Closed Price: \$160,014				\$112,486	\$137,241	\$228,801	\$324,637
Total Closed Units: 3,102				593	1686	719	104
Total Closed Volume: 496,363,340				66.70M	231.39M	164.51M	33.76M



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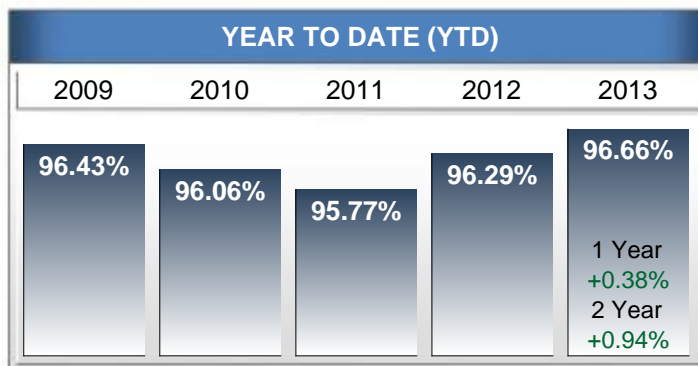
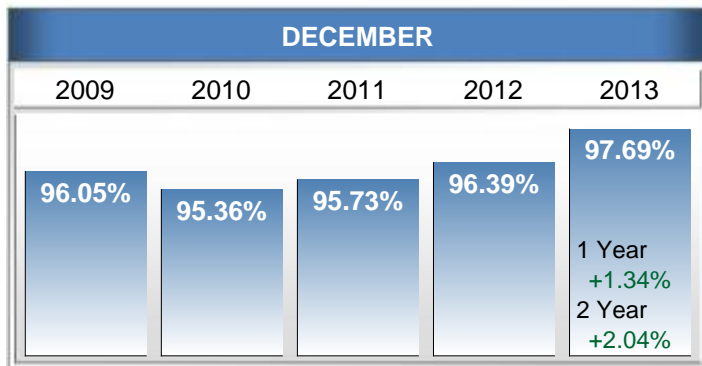
Closed Sales as of Jan 10, 2014



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 \$avgmed L/S % by Price Range		%	AVL/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$25,000 and less	116	3.74%	90.56%	91.51%	90.71%	80.99%	100.00%
\$25,001 - \$75,000	525	16.92%	99.77%	95.76%	102.54%	96.54%	97.91%
\$75,001 - \$100,000	335	10.80%	96.67%	96.96%	96.33%	99.10%	91.72%
\$100,001 - \$150,000	819	26.40%	97.02%	97.19%	97.03%	96.66%	97.27%
\$150,001 - \$200,000	556	17.92%	97.81%	95.79%	98.26%	97.87%	97.27%
\$200,001 - \$275,000	393	12.67%	97.71%	98.10%	97.96%	97.61%	96.26%
\$275,001 and up	358	11.54%	99.20%	95.66%	96.97%	97.99%	109.23%
Average List/Sell Ratio: 97.70%				95.95%	98.07%	97.45%	102.93%
Total Closed Units: 3,102				593	1686	719	104
Total Closed Volume: 496,363,340				66.70M	231.39M	164.51M	33.76M



Monthly Inventory Analysis

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December 2013

Inventory as of Jan 10, 2014



Market Summary

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Absorption: Last 12 months, an Average of **3,639** Sales/Month

Active Inventory as of December 31, 2013 = **19,329**

	DECEMBER			Year To Date		
	2012	2013	+/- %	2012	2013	+/- %
Closed Sales	3,109	3,102	-0.23%	40,941	43,672	6.67%
Pending Sales	2,488	2,441	-1.89%	41,408	44,414	7.26%
New Listings	3,697	3,451	-6.65%	70,336	71,262	1.32%
Average List Price	164,857	165,392	0.32%	161,055	168,414	4.57%
Average Sale Price	159,232	160,014	0.49%	155,414	163,006	4.89%
Average Percent of List Price to Selling Price	96.39%	97.69%	1.34%	96.29%	96.66%	0.38%
Average Days on Market to Sale	81.17	81.71	0.67%	82.50	76.07	-7.79%
Monthly Inventory	21,242	19,329	-9.01%	21,242	19,329	-9.01%
Months Supply of Inventory	6.23	5.31	-14.70%	6.23	5.31	-14.70%

