



# February 2013

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

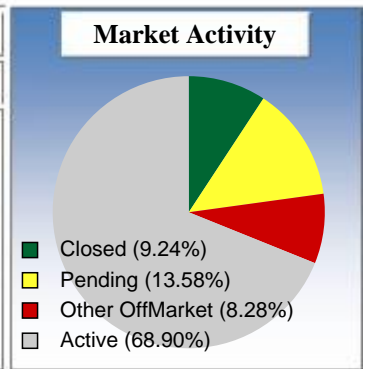


**Absorption:** Last 12 months, an Average of **3,446** Sales/Month

**Active Inventory** as of February 28, 2013 = **19,840**

Closed Listings	
Pending Listings	
New Listings	
Average List Price	
Average Sale Price	
Average Percent of List Price to Selling Price	
Average Days on Market to Sale	
End of Month Inventory	
Months Supply of Inventory	

FEBRUARY		
2012	2013	+/- %
2,418	2,661	10.05%
3,252	3,910	20.23%
5,496	5,476	-0.36%
148,077	163,695	10.55%
142,386	157,337	10.50%
95.62%	95.88%	0.27%
94.23	86.89	-7.80%
23,800	19,840	-16.64%
7.85	5.76	-26.63%



## Monthly Inventory Analysis

Report Produced on: Mar 14, 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 February 2013 decreased **16.64%** to 19,840 existing homes available for sale. Over the last 12 months this area has had an average of 3,446 closed sales per month. This represents an unsold inventory index of **5.76** 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 **10.50%** in February 2013 to \$157,337 versus the previous year at \$142,386.

#### Average Days on Market Shortens

The average number of **86.89** days that homes spent on the market before selling decreased by 7.35 days or **7.80%** in February 2013 compared to last year's same month at **94.23** DOM.

#### Sales Success for February 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 5,476 New Listings in February 2013, down **0.36%** from last year at 5,496. Furthermore, there were 2,661 Closed Listings this month versus last year at 2,418, a **10.05%** increase.

Closed versus Listed trends yielded a **48.6%** ratio, up from last year's February 2013 at **44.0%**, a **10.45%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the following months to come.

### What's in this Issue

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
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<b>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
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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

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## February 2013

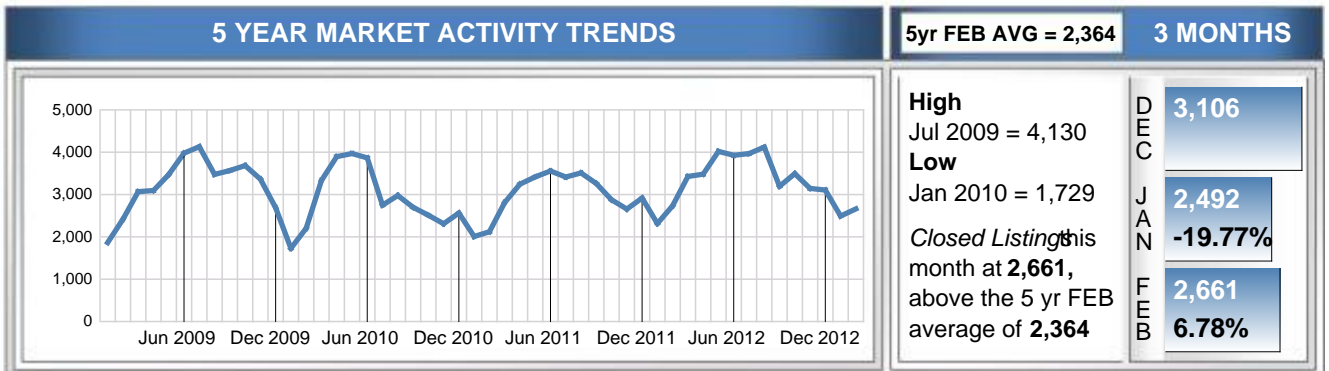
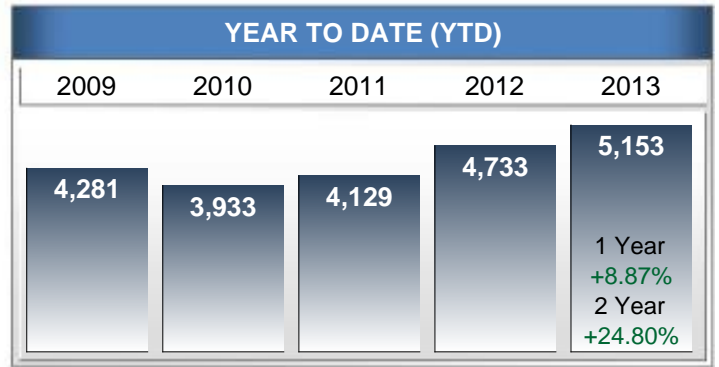
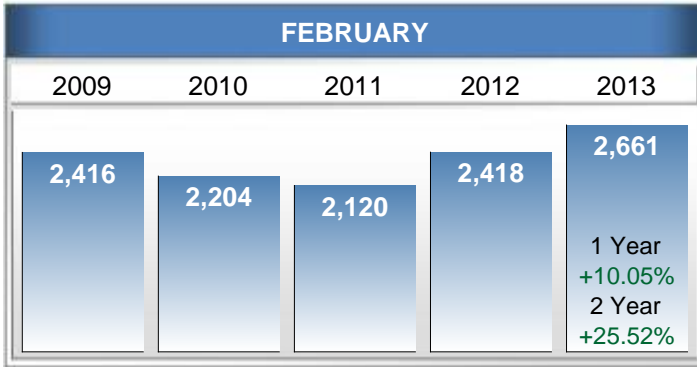
Closed Sales as of Mar 12, 2013



### Closed Listings

Report Produced on: Mar 14, 2013

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



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+	
\$25,000 and less	126	4.74%	70.1	73	50	3	0	
\$25,001 \$50,000	252	9.47%	75.6	90	137	23	2	
\$50,001 \$100,000	563	21.16%	86.1	137	372	49	5	
\$100,001 \$150,000	660	24.80%	85.0	102	474	79	5	
\$150,001 \$200,000	451	16.95%	92.6	73	249	125	4	
\$200,001 \$275,000	333	12.51%	90.5	35	121	163	14	
\$275,001 and up	276	10.37%	97.4	23	67	137	49	
Total Closed Units: 2,661				86.9	533	1470	579	79
Total Closed Volume: 418,673,086					57.48M	194.90M	135.23M	31.07M
Average Closed Price: \$157,337					\$107,843	\$132,582	\$233,550	\$393,320



# Monthly Inventory Analysis

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

## February 2013

Pending Listings as of Mar 12, 2013



### Pending Listings

Report Produced on: Mar 14, 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+	
\$25,000 and less	<b>135</b>		3.45%	61.3	73	53	9	0	
\$25,001 - \$75,000	<b>640</b>		16.37%	74.6	210	373	53	4	
\$75,001 - \$100,000	<b>507</b>		12.97%	78.6	116	348	37	6	
\$100,001 - \$150,000	<b>977</b>		24.99%	76.2	171	682	118	6	
\$150,001 - \$200,000	<b>746</b>		19.08%	77.1	112	410	211	13	
\$200,001 - \$275,000	<b>451</b>		11.53%	70.7	53	189	187	22	
\$275,001 and up	<b>454</b>		11.61%	87.9	40	103	261	50	
Total Pending Units: 3,910					90.7	775	2158	876	101
Total Pending Volume: 646,388,539						92.01M	299.45M	217.06M	37.87M
Average Listing Price: \$179,658						\$118,718	\$138,764	\$247,790	\$374,907

Pending Listings

Ready to Buy or Sell Real Estate?  
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# Monthly Inventory Analysis

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## February 2013

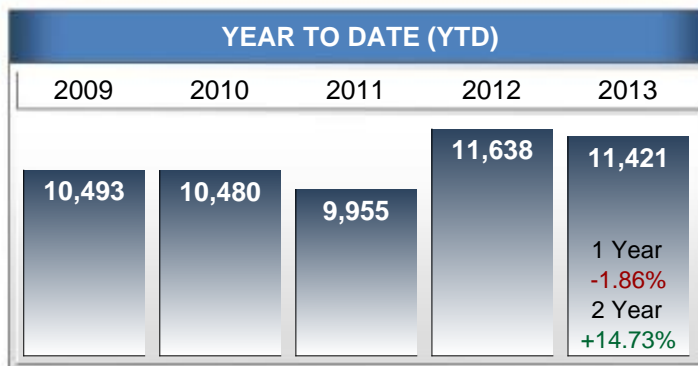
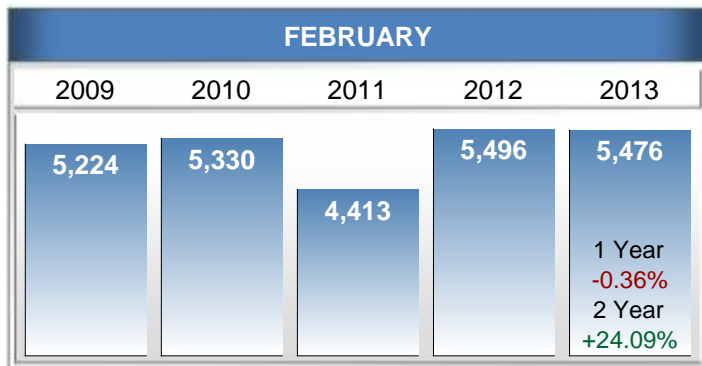
New Listings as of Mar 12, 2013



### New Listings

Report Produced on: Mar 14, 2013

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



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	517	9.44%	251	232	32	2
\$50,001 - \$75,000	491	8.97%	154	297	37	3
\$75,001 - \$100,000	634	11.58%	163	399	68	4
\$100,001 - \$150,000	1,305	23.83%	232	905	156	12
\$150,001 - \$225,000	1,266	23.12%	183	708	342	33
\$225,001 - \$325,000	702	12.82%	93	235	335	39
\$325,001 and up	561	10.24%	49	123	289	100
Total New Listed Units:			1,125	2,899	1,259	193
Total New Listed Volume:			148.95M	430.87M	338.61M	105.13M
Average New Listed Listing Price:			\$132,396	\$148,627	\$268,955	\$544,706



# Monthly Inventory Analysis

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## February 2013

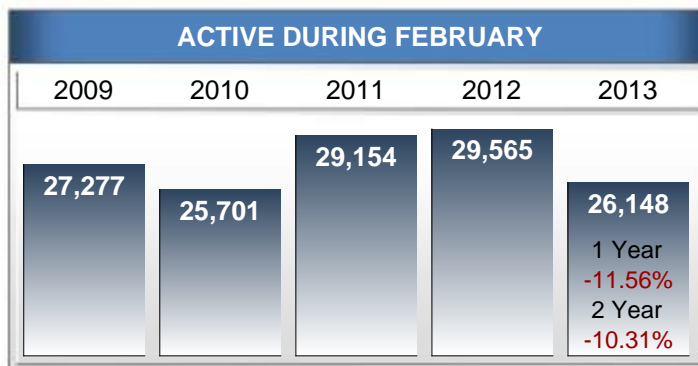
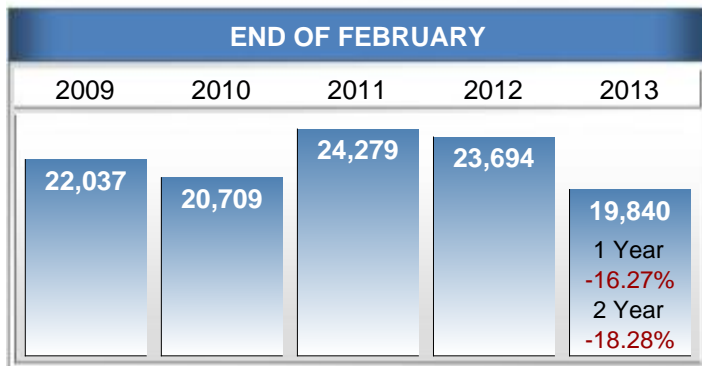
Active Inventory as of Mar 12, 2013



### Active Inventory

Report Produced on: Mar 14, 2013

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



Active Inventory

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5yr FEB AVG = 22,112		3 MONTHS	
<b>High</b>	Jul 2011 = 27,580	<b>DEC</b>	21,819
<b>Low</b>	Feb 2013 = 19,840	<b>JAN</b>	20,681
Inventory this month at <b>19,840</b> , below the 5 yr FEB average of <b>22,112</b>		<b>FEB</b>	19,840
			<b>-5.22%</b>
			<b>-4.07%</b>

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$50,000 and less	1,892	9.54%	165.8	1,011	747	120	14	
\$50,001 - \$75,000	2,091	10.54%	163.1	780	1,141	148	22	
\$75,001 - \$100,000	2,459	12.39%	164.5	676	1,515	250	18	
\$100,001 - \$150,000	4,380	22.08%	136.4	862	2,910	553	55	
\$150,001 - \$225,000	4,126	20.80%	124.9	691	2,187	1,149	99	
\$225,001 - \$350,000	2,829	14.26%	116.4	418	968	1,247	196	
\$350,001 and up	2,063	10.40%	135.1	193	450	974	446	
Total Active Inventory by Units:			19,840	140.1	4,631	9,918	4,441	850
Total Active Inventory by Volume:			3,901,878,199		609.28M	1.55B	1.25B	492.19M
Average Active Inventory Listing Price:			\$196,667		\$131,566	\$156,064	\$282,047	\$579,044



# Monthly Inventory Analysis

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

## February 2013

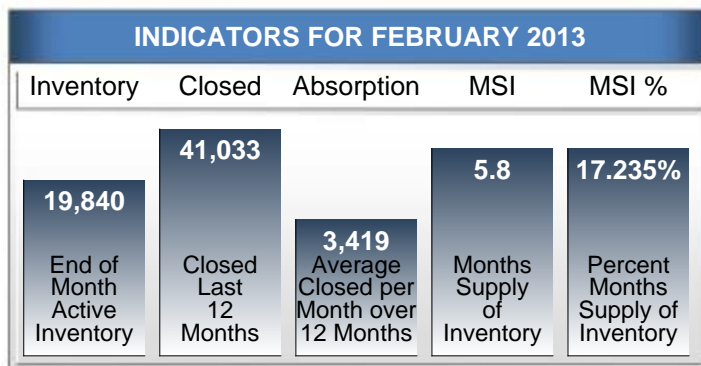
Active Inventory as of Mar 12, 2013



### Months Supply of Inventory

Report Produced on: Mar 14, 2013

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**Months Supply**  
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**5yr FEB AVG = 7.0**      **3 MONTHS**

**High**  
Jun 2011 = 9.9

**Low**  
Feb 2013 = 5.8

Months Supply this month at **5.8**, below the 5 yr FEB average of **7.0**

D E C	6.4
J A N	6.0
F E B	5.8

**-5.62%** (Jan vs Feb)  
**-3.89%** (Feb vs 5yr Avg)

#### 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	1,892	9.54%	4.3	5.4	3.4	4.2	3.8
\$50,001 - \$70,000	1,669	8.41%	6.6	7.6	6.1	6.7	9.6
\$70,001 - \$110,000	3,624	18.27%	6.0	6.9	5.5	6.6	8.6
\$110,001 - \$170,000	5,082	25.61%	4.9	5.7	4.8	4.6	8.6
\$170,001 - \$230,000	2,902	14.63%	5.7	6.7	5.8	5.2	6.5
\$230,001 - \$360,000	2,699	13.60%	6.6	8.9	7.0	5.6	8.0
\$360,001 and up	1,972	9.94%	11.4	16.2	13.1	9.9	12.7
MSI:			5.8	6.5	5.3	5.9	9.5
Total Active Inventory:			19,840	4,631	9,918	4,441	850



# Monthly Inventory Analysis

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## February 2013

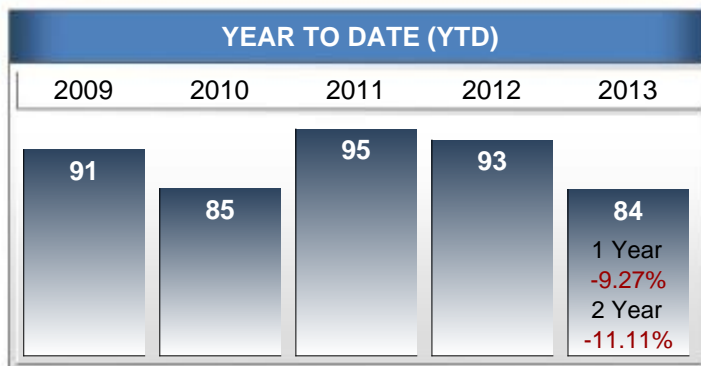
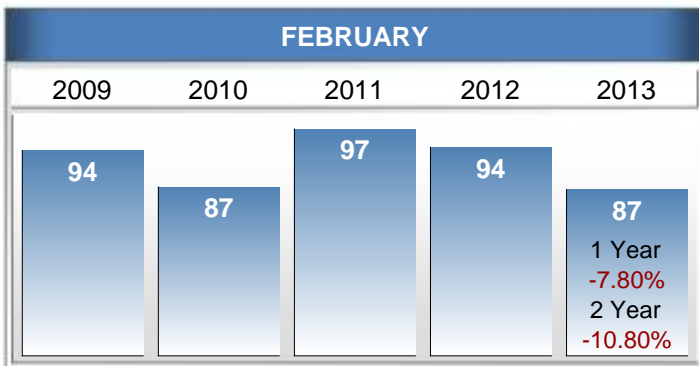
Closed Sales as of Mar 12, 2013



### Average Days on Market to Sale

Report Produced on: Mar 14, 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	126	4.74%	70.1	66.3	77.0	47.0	0.0
\$25,001 \$50,000	252	9.47%	75.6	79.4	69.7	86.0	186.0
\$50,001 \$100,000	563	21.16%	86.1	98.4	79.2	105.2	67.2
\$100,001 \$150,000	660	24.80%	85.0	99.8	81.1	87.8	109.0
\$150,001 \$200,000	451	16.95%	92.6	115.2	89.2	83.8	169.8
\$200,001 \$275,000	333	12.51%	90.5	118.6	92.5	80.8	116.1
\$275,001 and up	276	10.37%	97.4	124.0	82.6	96.6	107.2
Average Closed DOM: 86.9				95.8	81.8	88.2	111.5
Total Closed Units: 2,661				533	1470	579	79
Total Closed Volume: 418,673,086				57.48M	194.90M	135.23M	31.07M



# Monthly Inventory Analysis

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## February 2013

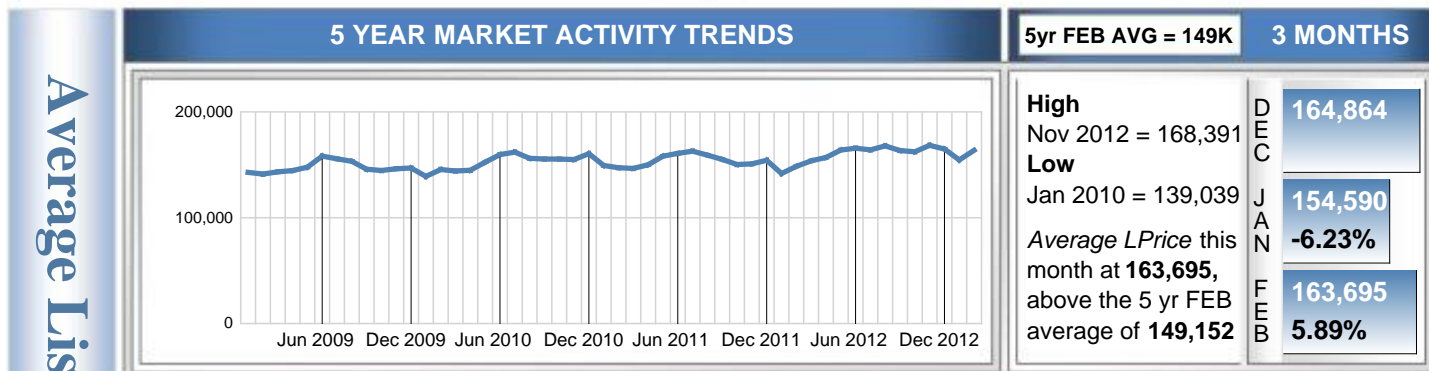
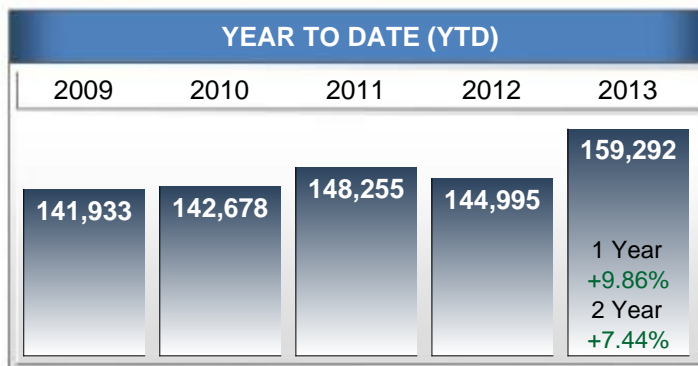
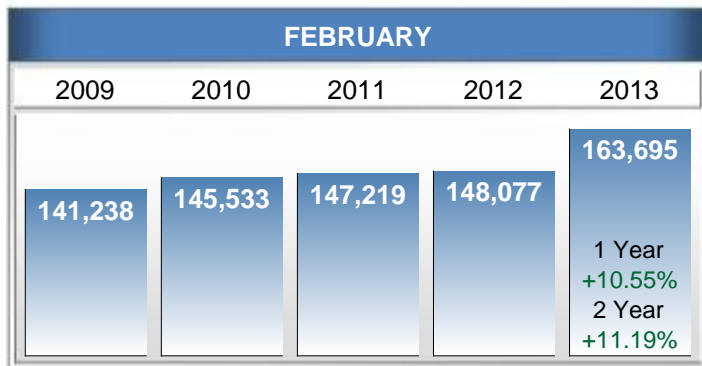
Closed Sales as of Mar 12, 2013



### Average List Price at Closing

Report Produced on: Mar 14, 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	<b>104</b>	3.91%	18,544	21,171	21,020	16,317	0
\$25,001 \$50,000	<b>239</b>	8.98%	38,527	40,786	42,390	44,813	46,500
\$50,001 \$100,000	<b>538</b>	20.22%	77,582	79,725	82,731	83,213	96,260
\$100,001 \$150,000	<b>677</b>	25.44%	127,516	130,767	130,717	133,303	150,080
\$150,001 \$200,000	<b>479</b>	18.00%	174,529	178,762	176,878	176,756	177,225
\$200,001 \$275,000	<b>326</b>	12.25%	236,543	236,368	238,871	243,276	240,399
\$275,001 and up	<b>298</b>	11.20%	455,289	401,315	445,476	458,882	560,686
Average List Price: \$163,695				\$112,626	\$137,678	\$242,320	\$416,111
Total Closed Units: 2,661				533	1470	579	79
Total List Volume: 435,592,678				60.03M	202.39M	140.30M	32.87M





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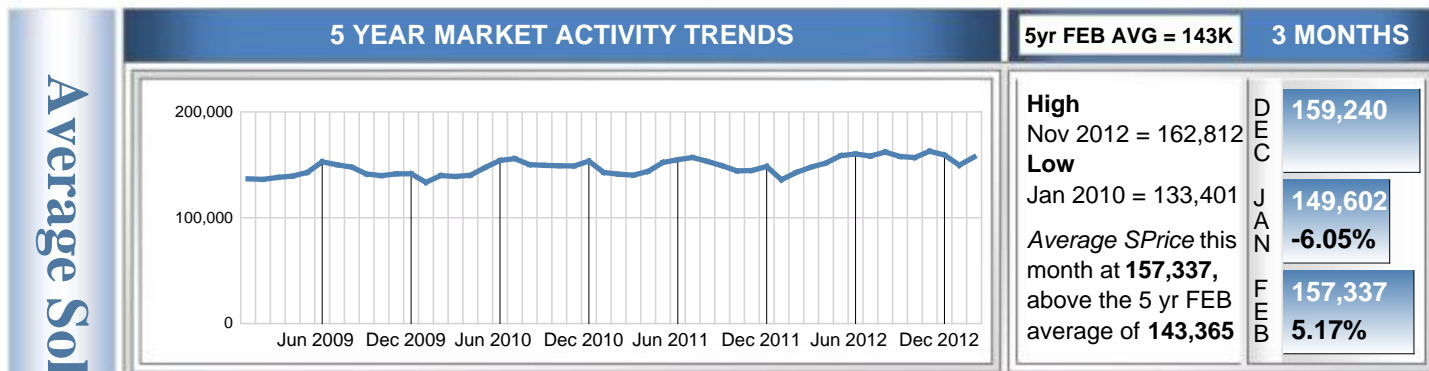
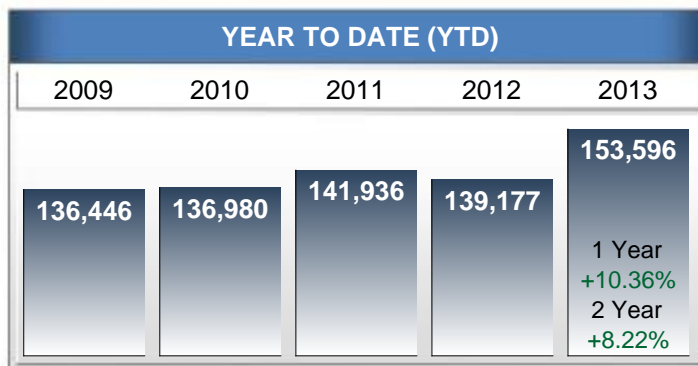
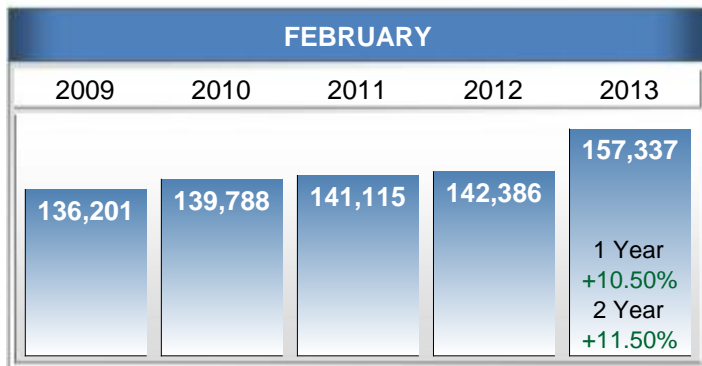
Closed Sales as of Mar 12, 2013



### 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	126	4.74%	17,784	17,534	18,310	15,100	0
\$25,001 \$50,000	252	9.47%	38,344	37,426	38,827	38,612	43,500
\$50,001 \$100,000	563	21.16%	77,205	74,553	77,956	78,242	83,780
\$100,001 \$150,000	660	24.80%	127,248	126,573	126,966	129,010	139,880
\$150,001 \$200,000	451	16.95%	173,143	173,788	173,127	172,865	171,000
\$200,001 \$275,000	333	12.51%	235,173	231,712	232,510	237,881	235,299
\$275,001 and up	276	10.37%	445,363	387,443	421,440	437,107	528,343
Average Closed Price:				\$107,843	\$132,582	\$233,550	\$393,320
Total Closed Units:				533	1470	579	79
Total Closed Volume:				57.48M	194.90M	135.23M	31.07M



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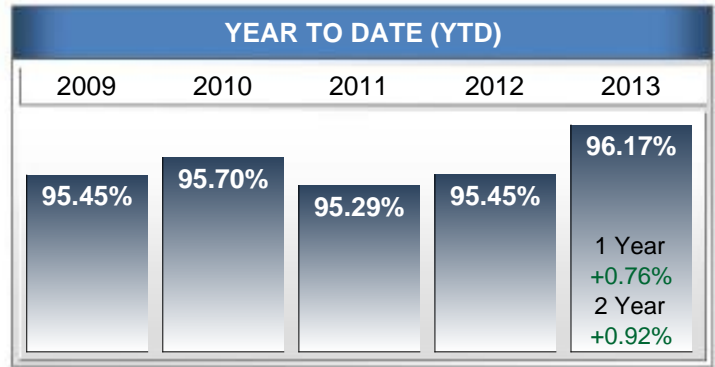
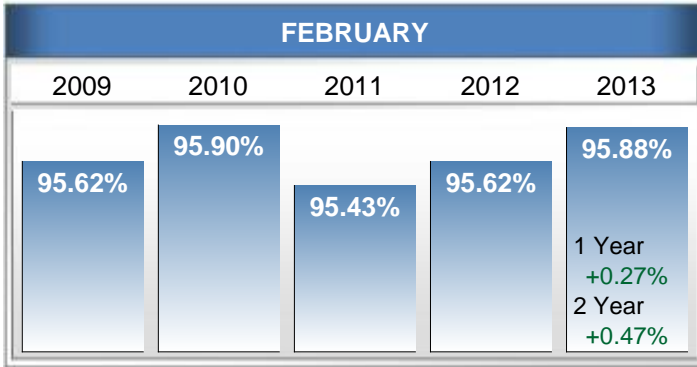
Closed Sales as of Mar 12, 2013



### Average Percent of List Price to Selling Price

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Average List/Sell Price

Ready to Buy or Sell Real Estate?  
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5yr FEB AVG=95.69%		3 MONTHS	
<b>High</b>	Nov 2009 = 96.95%	<b>DEC</b>	96.40%
<b>Low</b>	Jan 2011 = 95.15%	<b>JAN</b>	96.49%
Average List/Sell this month at <b>95.88%</b> , above the 5 yr FEB average of <b>95.69%</b>		<b>FEB</b>	-0.63%

#### 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	126	4.74%	87.12%	85.23%	89.64%	91.18%	0.00%
\$25,001 \$50,000	252	9.47%	92.98%	93.33%	93.37%	89.32%	93.19%
\$50,001 \$100,000	563	21.16%	94.44%	94.00%	94.65%	94.71%	87.79%
\$100,001 \$150,000	660	24.80%	97.48%	99.30%	97.22%	96.91%	93.29%
\$150,001 \$200,000	451	16.95%	97.84%	97.23%	98.02%	97.87%	96.45%
\$200,001 \$275,000	333	12.51%	97.77%	98.17%	97.53%	97.84%	97.98%
\$275,001 and up	276	10.37%	96.17%	96.79%	95.96%	96.48%	95.28%
Average List/Sell Ratio: 95.90%				94.54%	96.06%	96.76%	95.16%
Total Closed Units: 2,661				533	1470	579	79
Total Closed Volume: 418,673,086				57.48M	194.90M	135.23M	31.07M



# Monthly Inventory Analysis

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## February 2013

Inventory as of Mar 12, 2013



### Market Summary

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**Absorption:** Last 12 months, an Average of **3,446** Sales/Month

**Active Inventory** as of February 28, 2013 = **19,840**

	FEBRUARY			Year To Date		
	2012	2013	+/-%	2012	2013	+/-%
Closed Sales	2,418	2,661	10.05%	4,733	5,153	8.87%
Pending Sales	3,252	3,910	20.23%	6,381	7,456	16.85%
New Listings	5,496	5,476	-0.36%	11,638	11,421	-1.86%
Average List Price	148,077	163,695	10.55%	144,995	159,292	9.86%
Average Sale Price	142,386	157,337	10.50%	139,177	153,596	10.36%
Average Percent of List Price to Selling Price	95.62%	95.88%	0.27%	95.45%	96.17%	0.76%
Average Days on Market to Sale	94.23	86.89	-7.80%	93.13	84.50	-9.27%
Monthly Inventory	23,800	19,840	-16.64%	23,800	19,840	-16.64%
Months Supply of Inventory	7.85	5.76	-26.63%	7.85	5.76	-26.63%

