



# January 2013

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

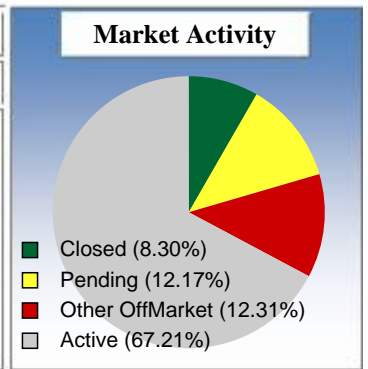


**Absorption:** Last 12 months, an Average of **3,422** Sales/Month

**Active Inventory** as of January 31, 2013 = **19,885**

Closed Listings	2,315	2,457	6.13%
Pending Listings	3,130	3,602	15.08%
New Listings	6,159	5,919	-3.90%
Average List Price	141,777	155,126	9.42%
Average Sale Price	135,826	150,114	10.52%
Average Percent of List Price to Selling Price	95.28%	96.49%	1.27%
Average Days on Market to Sale	91.98	81.69	-11.19%
End of Month Inventory	23,649	19,885	-15.92%
Months Supply of Inventory	7.86	5.81	-26.08%

JANUARY		
2012	2013	+/- %
2,315	2,457	6.13%
3,130	3,602	15.08%
6,159	5,919	-3.90%
141,777	155,126	9.42%
135,826	150,114	10.52%
95.28%	96.49%	1.27%
91.98	81.69	-11.19%
23,649	19,885	-15.92%
7.86	5.81	-26.08%



## Monthly Inventory Analysis

Report Produced on: Feb 19, 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 January 2013 decreased **15.92%** to 19,885 existing homes available for sale. Over the last 12 months this area has had an average of 3,422 closed sales per month. This represents an unsold inventory index of **5.81** 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 **10.52%** in January 2013 to \$150,114 versus the previous year at \$135,826.

#### Average Days on Market Shortens

The average number of **81.69** days that homes spent on the market before selling decreased by 10.29 days or **11.19%** in January 2013 compared to last year's same month at **91.98** DOM.

#### Sales Success for January 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 5,919 New Listings in January 2013, down **3.90%** from last year at 6,159. Furthermore, there were 2,457 Closed Listings this month versus last year at 2,315, a **6.13%** increase.

Closed versus Listed trends yielded a **41.5%** ratio, up from last year's January 2013 at **37.6%**, a **10.44%** 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

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<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</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

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

## January 2013

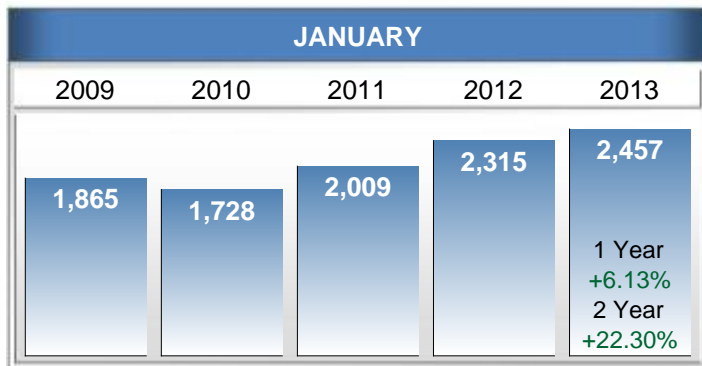
Closed Sales as of Feb 11, 2013



### Closed Listings

Report Produced on: Feb 19, 2013

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	118	4.80%	48.6	71	41	4	2	
\$25,001 \$50,000	243	9.89%	80.5	98	133	12	0	
\$50,001 \$100,000	511	20.80%	84.4	124	348	33	6	
\$100,001 \$150,000	631	25.68%	87.3	103	431	92	5	
\$150,001 \$175,000	257	10.46%	80.2	47	146	62	2	
\$175,001 \$275,000	449	18.27%	83.8	59	205	166	19	
\$275,001 and up	248	10.09%	76.5	25	54	130	39	
Total Closed Units: 2,457				81.7	527	1358	499	73
Total Closed Volume: 368,830,087					57.43M	174.97M	113.70M	22.74M
Average Closed Price: \$150,114					\$108,975	\$128,842	\$227,850	\$311,459

Closed Listings

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Contact an experienced REALTOR



# Monthly Inventory Analysis

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

## January 2013

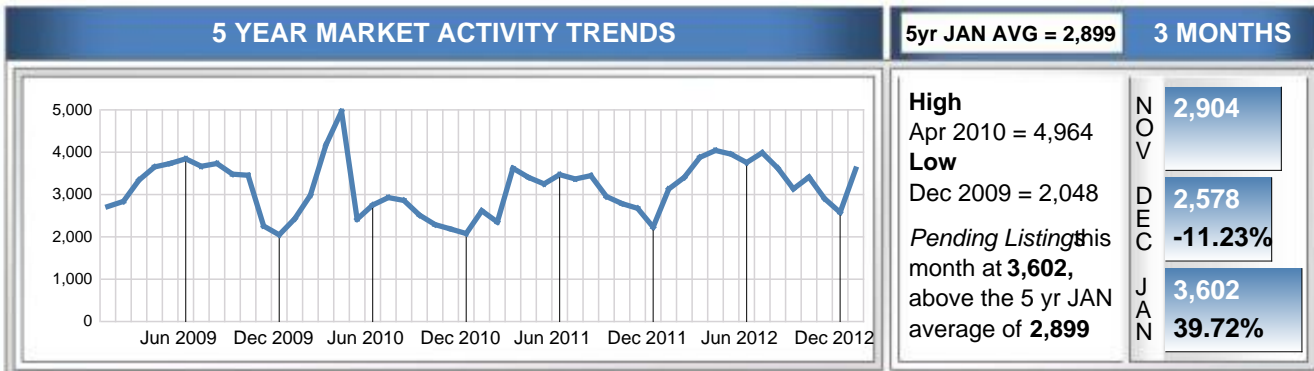
Pending Listings as of Feb 11, 2013



### Pending Listings

Report Produced on: Feb 19, 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+	
\$40,000 and less	335	9.30%	70.6	147	167	21	0	
\$40,001 - \$70,000	436	12.10%	77.9	127	273	30	6	
\$70,001 - \$110,000	584	16.21%	83.7	145	381	52	6	
\$110,001 - \$150,000	794	22.04%	84.5	132	561	95	6	
\$150,001 - \$200,000	615	17.07%	88.4	105	333	169	8	
\$200,001 - \$280,000	474	13.16%	88.1	60	182	216	16	
\$280,001 and up	364	10.11%	86.5	28	95	183	58	
Total Pending Units: 3,602				91.5	744	1992	766	100
Total Pending Volume: 578,272,190					84.68M	267.73M	183.58M	42.29M
Average Listing Price: \$140,169					\$113,816	\$134,401	\$239,661	\$422,870



# Monthly Inventory Analysis

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

## January 2013

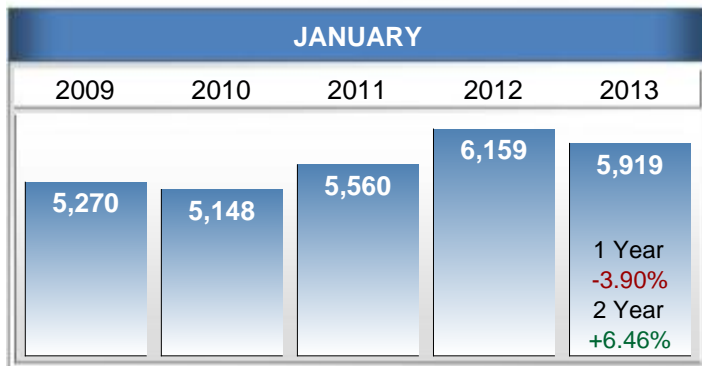
New Listings as of Feb 11, 2013



### New Listings

Report Produced on: Feb 19, 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	571	9.65%	280	251	38	2
\$50,001 - \$75,000	564	9.53%	195	319	43	7
\$75,001 - \$100,000	729	12.32%	175	476	74	4
\$100,001 - \$150,000	1,337	22.59%	224	930	171	12
\$150,001 - \$225,000	1,326	22.40%	196	712	395	23
\$225,001 - \$325,000	742	12.54%	91	256	353	42
\$325,001 and up	650	10.98%	51	150	335	114

Total New Listed Units:	5,919	1212	3094	1409	204
Total New Listed Volume:	1,086,975,378	149.76M	456.79M	377.35M	103.07M
Average New Listed Listing Price:	\$170,538	\$123,567	\$147,638	\$267,815	\$505,245



# Monthly Inventory Analysis

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## January 2013

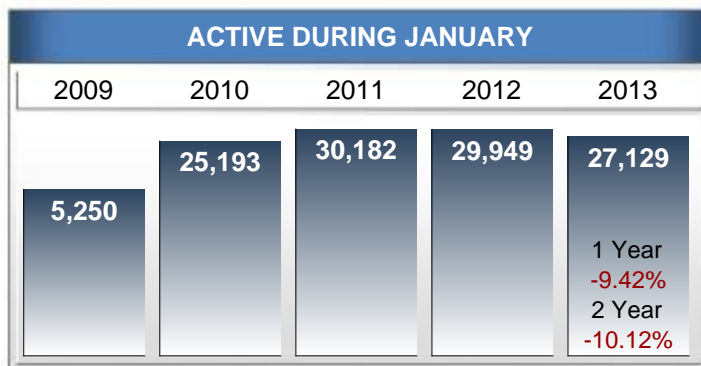
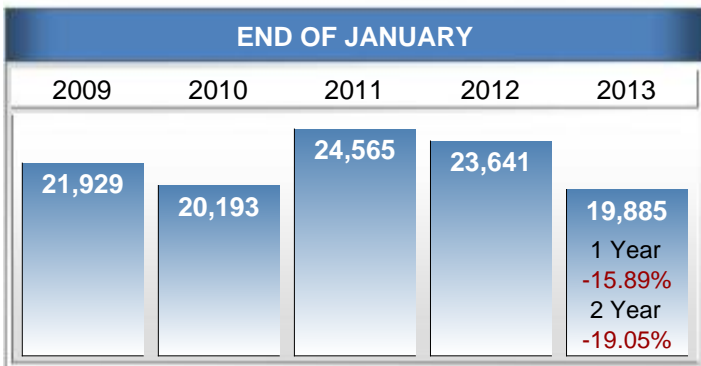
Active Inventory as of Feb 11, 2013



### Active Inventory

Report Produced on: Feb 19, 2013

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



Active Inventory

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5yr JAN AVG = 22,043		3 MONTHS	
<b>High</b>	Jul 2011 = 27,617	<b>N O V</b>	22,748
<b>Low</b>	Jan 2013 = 19,885	<b>D E C</b>	21,224
<i>Inventory</i> this month at <b>19,885</b> , below the 5 yr JAN average of <b>22,043</b>		<b>J A N</b>	19,885
			-6.70%
			-6.31%

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$50,000 and less	1,908	9.60%	134.0	1,019	763	112	14	
\$50,001 - \$75,000	2,048	10.30%	126.4	760	1,104	167	17	
\$75,001 - \$100,000	2,554	12.84%	119.9	716	1,581	233	24	
\$100,001 - \$150,000	4,353	21.89%	111.7	858	2,905	544	46	
\$150,001 - \$225,000	4,157	20.91%	115.1	692	2,202	1,167	96	
\$225,001 - \$350,000	2,789	14.03%	112.9	399	986	1,216	188	
\$350,001 and up	2,076	10.44%	133.7	195	449	988	444	
Total Active Inventory by Units:			19,885	119.6	4,639	9,990	4,427	829
Total Active Inventory by Volume:			3,897,141,163		602.83M	1.55B	1.27B	481.18M
Average Active Inventory Listing Price:			\$195,984		\$129,948	\$154,809	\$286,107	\$580,433



# Monthly Inventory Analysis

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

## January 2013

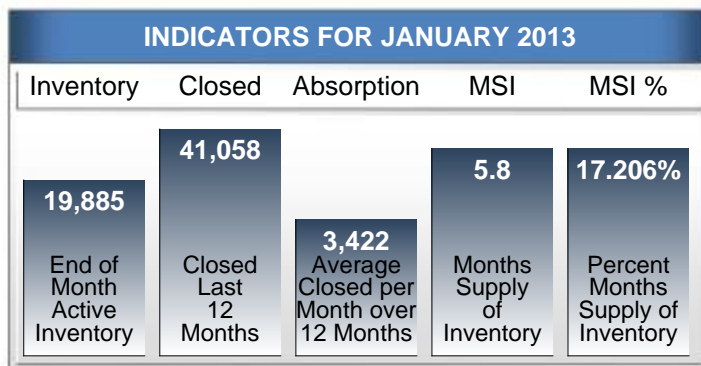
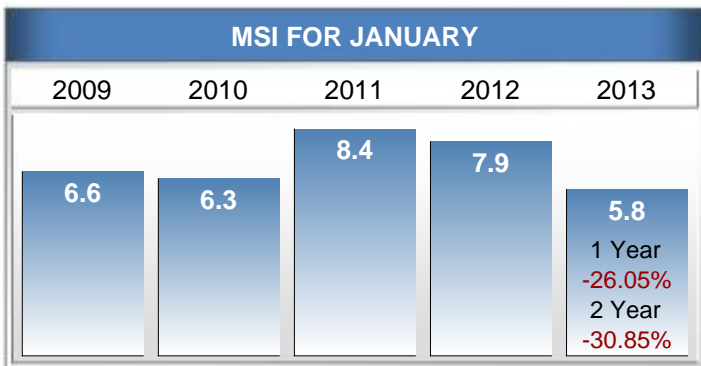
Active Inventory as of Feb 11, 2013



### Months Supply of Inventory

Report Produced on: Feb 19, 2013

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



**Months Supply**  
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#### 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	1,908		9.60%	4.3	5.4	3.4	3.8	3.9
\$50,001 - \$80,000	2,629		13.22%	6.5	7.5	6.0	6.7	8.5
\$80,001 - \$110,000	2,678		13.47%	5.8	6.7	5.4	6.3	8.0
\$110,001 - \$170,000	5,127		25.78%	5.0	5.7	4.8	4.7	7.2
\$170,001 - \$230,000	2,890		14.53%	5.7	6.9	5.9	5.1	6.3
\$230,001 - \$360,000	2,674		13.45%	6.6	8.5	7.3	5.6	7.6
\$360,001 and up	1,979		9.95%	11.7	16.8	13.1	10.1	13.0
MSI:	5.8				6.6	5.4	5.8	9.3
Total Active Inventory:	19,885				4,639	9,990	4,427	829



# Monthly Inventory Analysis

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## January 2013

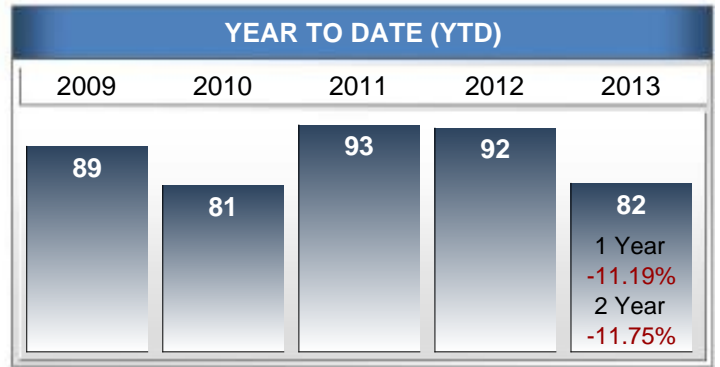
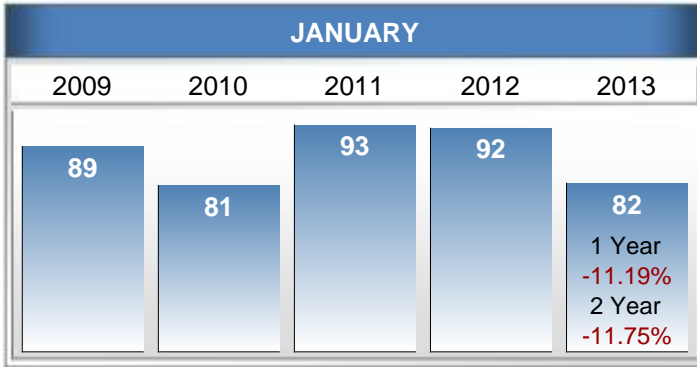
Closed Sales as of Feb 11, 2013



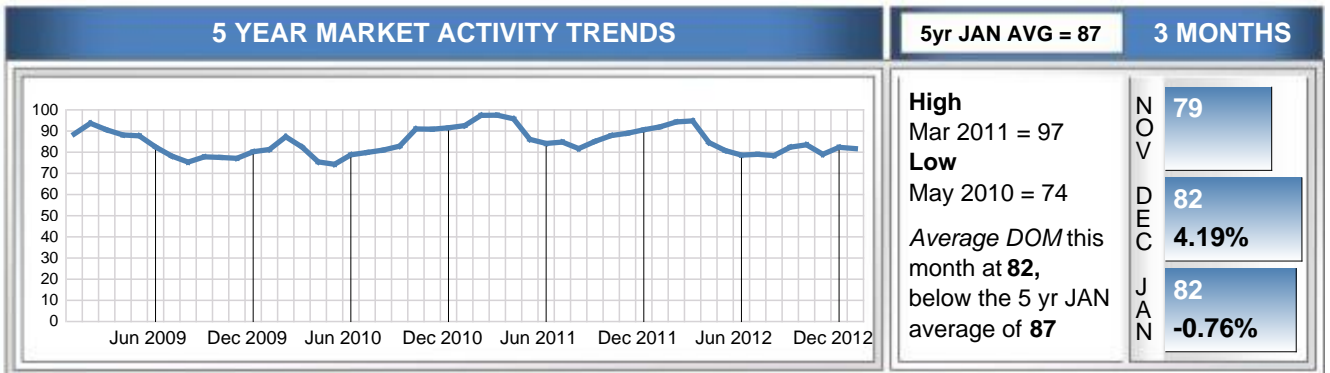
### Average Days on Market to Sale

Report Produced on: Feb 19, 2013

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



Average Days on Market



#### 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	<b>118</b>			4.80%	48.6	40.6	51.3	92.8	186.0
\$25,001 \$50,000	<b>243</b>			9.89%	80.5	81.4	81.8	59.8	0.0
\$50,001 \$100,000	<b>511</b>			20.80%	84.4	88.8	83.1	83.6	74.2
\$100,001 \$150,000	<b>631</b>			25.68%	87.3	113.4	78.7	95.3	146.4
\$150,001 \$175,000	<b>257</b>			10.46%	80.2	105.5	73.5	77.2	66.0
\$175,001 \$275,000	<b>449</b>			18.27%	83.8	111.3	79.8	77.5	95.9
\$275,001 and up	<b>248</b>			10.09%	76.5	96.6	59.2	80.0	76.0
Average Closed DOM: 81.7						90.1	78.1	81.5	88.6
Total Closed Units: 2,457						527	1358	499	73
Total Closed Volume: 368,830,087						57.43M	174.97M	113.70M	22.74M

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# Monthly Inventory Analysis

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## January 2013

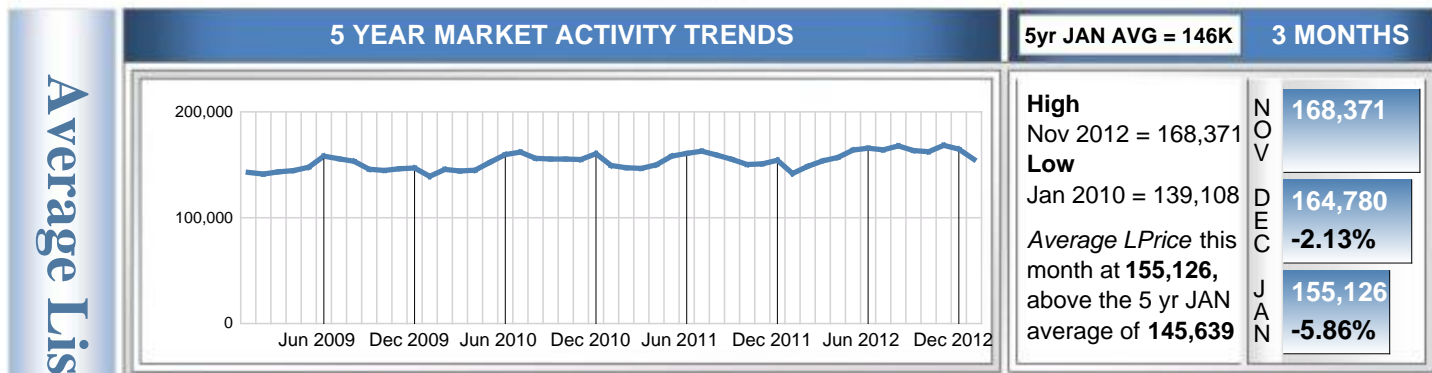
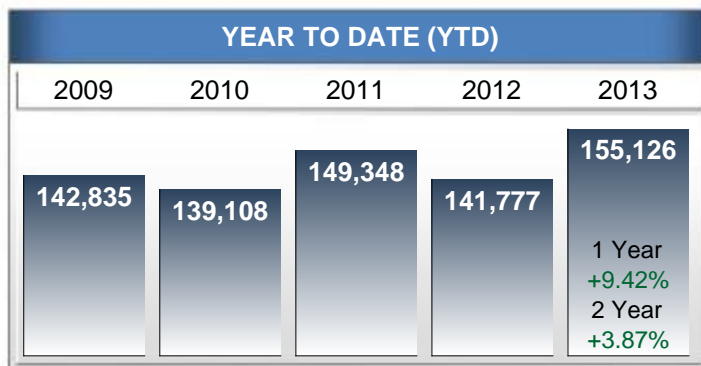
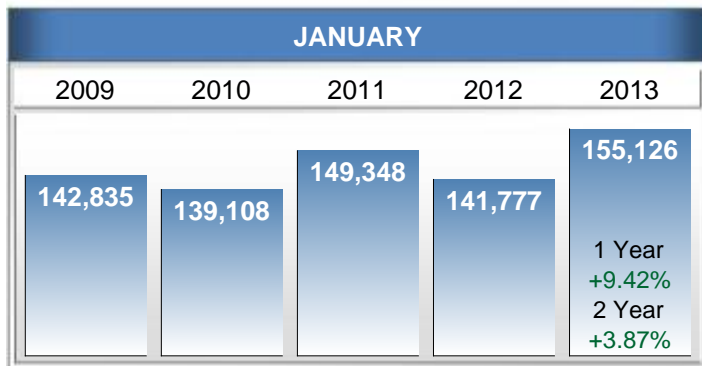
Closed Sales as of Feb 11, 2013



### Average List Price at Closing

Report Produced on: Feb 19, 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+
\$25,000 and less	102	4.15%	17,891	19,783	21,107	20,450	27,500
\$25,001 \$50,000	233	9.48%	39,887	42,542	42,960	44,779	0
\$50,001 \$100,000	510	20.76%	77,487	76,971	81,487	77,523	85,917
\$100,001 \$150,000	631	25.68%	128,721	129,887	129,538	136,563	131,740
\$150,001 \$175,000	240	9.77%	163,334	167,685	166,161	167,682	167,250
\$175,001 \$275,000	477	19.41%	217,032	226,350	217,434	226,566	241,118
\$275,001 and up	264	10.74%	403,640	399,952	386,433	412,706	446,191
Average List Price:	\$155,126			\$113,342	\$132,893	\$235,269	\$322,553
Total Closed Units:	2,457			527	1358	499	73
Total List Volume:	381,144,973			59.73M	180.47M	117.40M	23.55M





# Monthly Inventory Analysis

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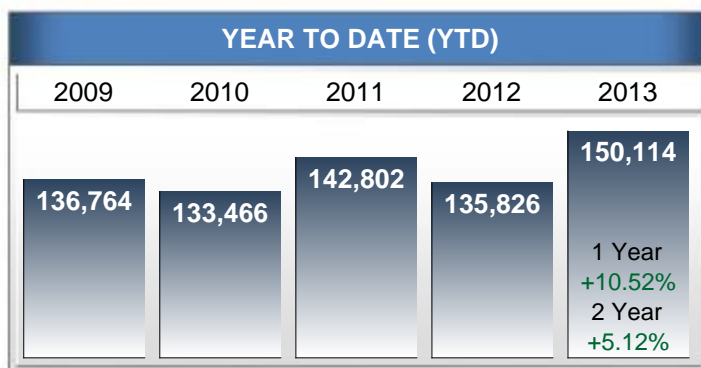
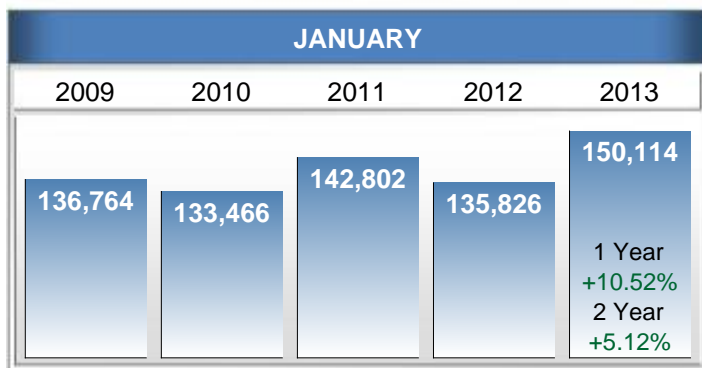
Closed Sales as of Feb 11, 2013



### Average Sold Price at Closing

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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	118	4.80%	17,476	17,321	17,756	15,088	22,000
\$25,001 \$50,000	243	9.89%	38,733	38,348	39,106	37,753	0
\$50,001 \$100,000	511	20.80%	76,721	73,848	77,938	74,611	77,150
\$100,001 \$150,000	631	25.68%	127,039	125,734	126,317	132,061	123,780
\$150,001 \$175,000	257	10.46%	162,691	162,663	162,429	163,244	165,250
\$175,001 \$275,000	449	18.27%	217,660	221,875	212,218	221,095	233,266
\$275,001 and up	248	10.09%	396,970	383,936	375,059	398,068	432,004
Average Closed Price: \$150,114				\$108,975	\$128,842	\$227,850	\$311,459
Total Closed Units: 2,457				527	1358	499	73
Total Closed Volume: 368,830,087				57.43M	174.97M	113.70M	22.74M



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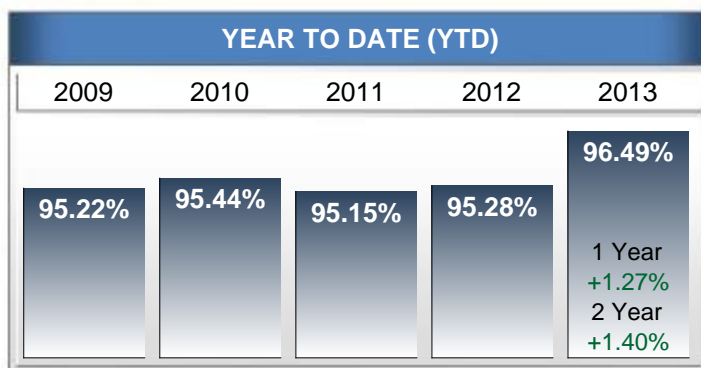
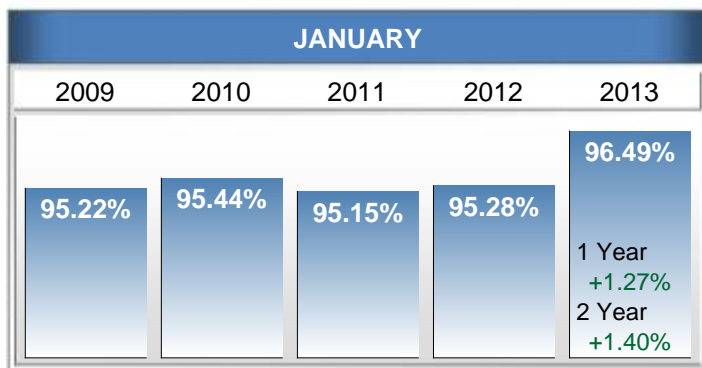
Closed Sales as of Feb 11, 2013



### Average Percent of List Price to Selling Price

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Average List/Sell Price

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5yr JAN AVG=95.52%	3 MONTHS
<b>High</b> Nov 2009 = 96.95% <b>Low</b> Jan 2011 = 95.15% Average List/Sell this month at <b>96.49%</b> , above the 5 yr JAN average of <b>95.52%</b>	NOV <b>96.49%</b> DEC <b>96.40%</b> <b>-0.09%</b> JAN <b>96.49%</b> <b>0.08%</b>

### 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	118	4.80%	90.12%	92.68%	87.05%	81.33%	79.89%
\$25,001 \$50,000	243	9.89%	91.99%	91.89%	92.41%	88.06%	0.00%
\$50,001 \$100,000	511	20.80%	96.45%	96.19%	96.51%	97.84%	90.56%
\$100,001 \$150,000	631	25.68%	97.88%	97.09%	98.33%	96.84%	94.23%
\$150,001 \$175,000	257	10.46%	97.66%	97.23%	97.87%	97.45%	98.80%
\$175,001 \$275,000	449	18.27%	97.78%	98.25%	97.83%	97.64%	97.09%
\$275,001 and up	248	10.09%	96.89%	95.94%	97.35%	96.92%	96.78%
Average List/Sell Ratio: 96.50%				95.40%	96.78%	96.93%	95.77%
Total Closed Units: 2,457				527	1358	499	73
Total Closed Volume: 368,830,087				57.43M	174.97M	113.70M	22.74M



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## January 2013

Inventory as of Feb 11, 2013



### Market Summary

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**Absorption:** Last 12 months, an Average of **3,422** Sales/Month

**Active Inventory** as of January 31, 2013 = **19,885**

	JANUARY			Year To Date		
	2012	2013	+/- %	2012	2013	+/- %
Closed Sales	2,315	2,457	6.13%	2,315	2,457	6.13%
Pending Sales	3,130	3,602	15.08%	3,130	3,602	15.08%
New Listings	6,159	5,919	-3.90%	6,159	5,919	-3.90%
Average List Price	141,777	155,126	9.42%	141,777	155,126	9.42%
Average Sale Price	135,826	150,114	10.52%	135,826	150,114	10.52%
Average Percent of List Price to Selling Price	95.28%	96.49%	1.27%	95.28%	96.49%	1.27%
Average Days on Market to Sale	91.98	81.69	-11.19%	91.98	81.69	-11.19%
Monthly Inventory	23,649	19,885	-15.92%	23,649	19,885	-15.92%
Months Supply of Inventory	7.86	5.81	-26.08%	7.86	5.81	-26.08%

