



# July 2013

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

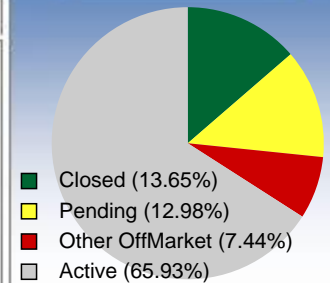


**Absorption:** Last 12 months, an Average of **3,564** Sales/Month

**Active Inventory** as of July 31, 2013 = **22,040**

	JULY		
	2012	2013	+/- %
Closed Listings	3,958	4,562	15.26%
Pending Listings	3,961	4,339	9.54%
New Listings	6,423	7,095	10.46%
Average List Price	164,201	176,784	7.66%
Average Sale Price	158,371	171,742	8.44%
Average Percent of List Price to Selling Price	96.76%	97.07%	0.32%
Average Days on Market to Sale	77.13	68.32	-11.42%
End of Month Inventory	24,374	22,040	-9.58%
Months Supply of Inventory	7.53	6.18	-17.87%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Aug 21, 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 July 2013 decreased **9.58%** to 22,040 existing homes available for sale. Over the last 12 months this area has had an average of 3,564 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 **8.44%** in July 2013 to \$171,742 versus the previous year at \$158,371.

### Average Days on Market Shortens

The average number of **68.32** days that homes spent on the market before selling decreased by 8.81 days or **11.42%** in July 2013 compared to last year's same month at **77.13** DOM.

### Sales Success for July 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 7,095 New Listings in July 2013, up **10.46%** from last year at 6,423. Furthermore, there were 4,562 Closed Listings this month versus last year at 3,958, a **15.26%** increase.

Closed versus Listed trends yielded a **64.3%** ratio, up from last year's July 2013 at **61.6%**, a **4.34%** 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>
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<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®**

## July 2013

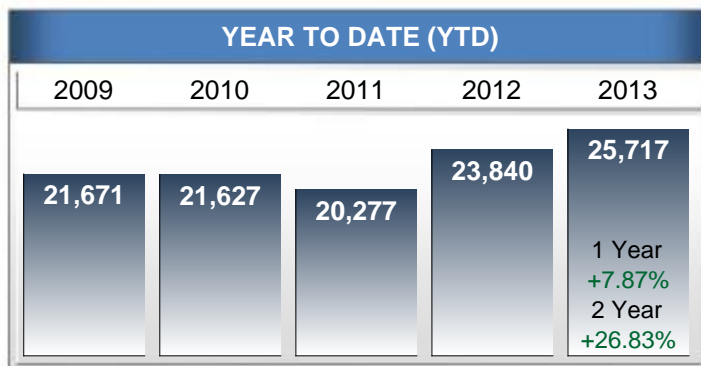
Closed Sales as of Aug 13, 2013



Report Produced on: Aug 21, 2013

### Closed Listings

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



**Closed Listings**  
  
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**5yr JUL AVG = 3,736**    **3 MONTHS**

**High**  
Jul 2013 = 4,562

**Low**  
Jan 2010 = 1,720

Closed Listing this month at **4,562**, above the 5 yr JUL average of **3,736**

MAY	4,180
JUN	4,080
JUL	4,562
-2.39%	
JUL	11.81%

#### 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	442	9.69%	77.6	194	220	25	3	
\$50,001 - \$75,000	348	7.63%	82.3	127	192	24	5	
\$75,001 - \$100,000	435	9.54%	72.1	115	282	37	1	
\$100,001 - \$150,000	1,166	25.56%	63.4	200	830	133	3	
\$150,001 - \$200,000	953	20.89%	59.4	152	564	230	7	
\$200,001 - \$275,000	648	14.20%	68.8	81	264	279	24	
\$275,001 and up	570	12.49%	74.1	49	120	325	76	
Total Closed Units: 4,562				68.3	918	2472	1053	119
Total Closed Volume: 783,489,032					112.73M	355.27M	258.79M	56.70M
Average Closed Price: \$171,742					\$122,796	\$143,717	\$245,764	\$476,507



# Monthly Inventory Analysis

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

## July 2013

Pending Listings as of Aug 13, 2013



### Pending Listings

Report Produced on: Aug 21, 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	160	3.69%	63.0	83	67	7	3	
\$25,001 - \$75,000	693	15.97%	83.1	239	385	61	8	
\$75,001 - \$100,000	464	10.69%	64.1	111	302	44	7	
\$100,001 - \$150,000	1,050	24.20%	64.6	167	752	128	3	
\$150,001 - \$200,000	826	19.04%	69.3	108	492	215	11	
\$200,001 - \$275,000	623	14.36%	69.1	90	248	265	20	
\$275,001 and up	523	12.05%	76.0	45	128	290	60	
Total Pending Units: 4,339				74.6	843	2374	1010	112
Total Pending Volume: 739,773,690					101.25M	338.13M	245.13M	55.27M
Average Listing Price: \$171,287					\$120,101	\$142,431	\$242,699	\$493,494

Pending Listings

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# Monthly Inventory Analysis

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

## July 2013

New Listings as of Aug 13, 2013



### New Listings

Report Produced on: Aug 21, 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	<b>632</b>		8.91%	273	305	45	9	
\$50,001 - \$75,000	<b>629</b>		8.87%	234	362	26	7	
\$75,001 - \$100,000	<b>845</b>		11.91%	246	525	64	10	
\$100,001 - \$150,000	<b>1,755</b>		24.74%	282	1,233	228	12	
\$150,001 - \$225,000	<b>1,641</b>		23.13%	197	930	481	33	
\$225,001 - \$325,000	<b>855</b>		12.05%	90	311	397	57	
\$325,001 and up	<b>738</b>		10.40%	64	158	371	145	
Total New Listed Units:				7,095	1386	3824	1612	273
Total New Listed Volume:				1,316,600,919	177.95M	567.77M	428.43M	142.46M
Average New Listed Listing Price:				\$175,968	\$128,388	\$148,476	\$265,772	\$521,825

New Listings

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# Monthly Inventory Analysis

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## July 2013

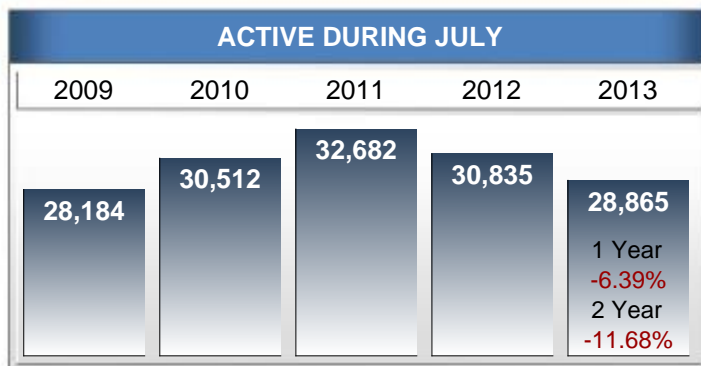
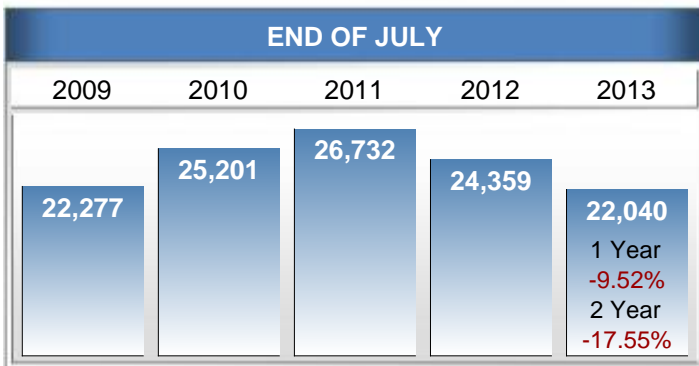
Active Inventory as of Aug 13, 2013



### Active Inventory

Report Produced on: Aug 21, 2013

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



Active Inventory

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<b>5yr JUL AVG = 24,122</b>	<b>3 MONTHS</b>
<b>High</b> Jul 2011 = 26,732	<b>MAY</b> 21,495
<b>Low</b> Dec 2009 = 19,797	<b>JUN</b> 21,792
<i>Inventory</i> this month at <b>22,040</b> , below the 5 yr JUL average of <b>24,122</b>	<b>JUL</b> 22,040
	<b>1.38%</b>
	<b>1.14%</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	<b>1,937</b>	8.79%	115.6	1,016	812	96	13		
\$50,001 - \$75,000	<b>2,263</b>	10.27%	117.9	871	1,244	126	22		
\$75,001 - \$100,000	<b>2,665</b>	12.09%	104.8	744	1,672	224	25		
\$100,001 - \$175,000	<b>6,709</b>	30.44%	93.3	1,250	4,295	1,068	96		
\$175,001 - \$225,000	<b>2,727</b>	12.37%	95.1	410	1,352	888	77		
\$225,001 - \$375,000	<b>3,551</b>	16.11%	104.1	532	1,142	1,589	288		
\$375,001 and up	<b>2,188</b>	9.93%	117.7	198	432	1,010	548		
Total Active Inventory by Units:				22,040	103.6	5,021	10,949	5,001	1,069
Total Active Inventory by Volume:				4,438,517,616		703.06M	1.71B	1.45B	576.81M
Average Active Inventory Listing Price:				\$201,385		\$140,023	\$155,854	\$290,383	\$539,576



# Monthly Inventory Analysis

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

## July 2013

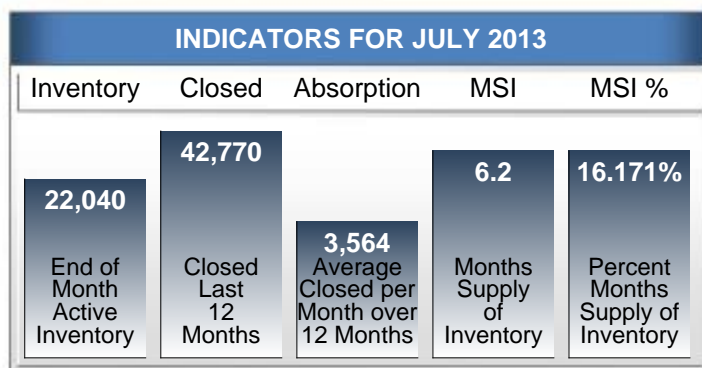
Active Inventory as of Aug 13, 2013



### Months Supply of Inventory

Report Produced on: Aug 21, 2013

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



**Months Supply**  
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**5yr JUL 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 JUL average of **7.7**

Month	MSI	Change
MAY	6.1	
JUN	6.2	<b>1.01%</b>
JUL	6.2	<b>-0.29%</b>

#### 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	1,937	8.79%	4.6	5.5	3.9	3.6	4.1
\$50,001 - \$80,000	2,845	12.91%	7.2	8.8	6.8	5.1	7.7
\$80,001 - \$110,000	2,850	12.93%	6.3	7.0	6.0	6.5	11.2
\$110,001 - \$170,000	5,584	25.34%	5.2	6.0	4.9	5.3	12.3
\$170,001 - \$240,000	3,664	16.62%	5.8	6.8	5.6	5.5	7.5
\$240,001 - \$370,000	2,884	13.09%	7.0	9.3	7.4	6.1	9.1
\$370,001 and up	2,276	10.33%	13.1	17.0	13.7	11.2	16.6
<b>MSI:</b>			<b>6.2</b>	6.9	5.6	6.3	11.7
<b>Total Active Inventory:</b>			<b>22,040</b>	5,021	10,949	5,001	1,069



# Monthly Inventory Analysis

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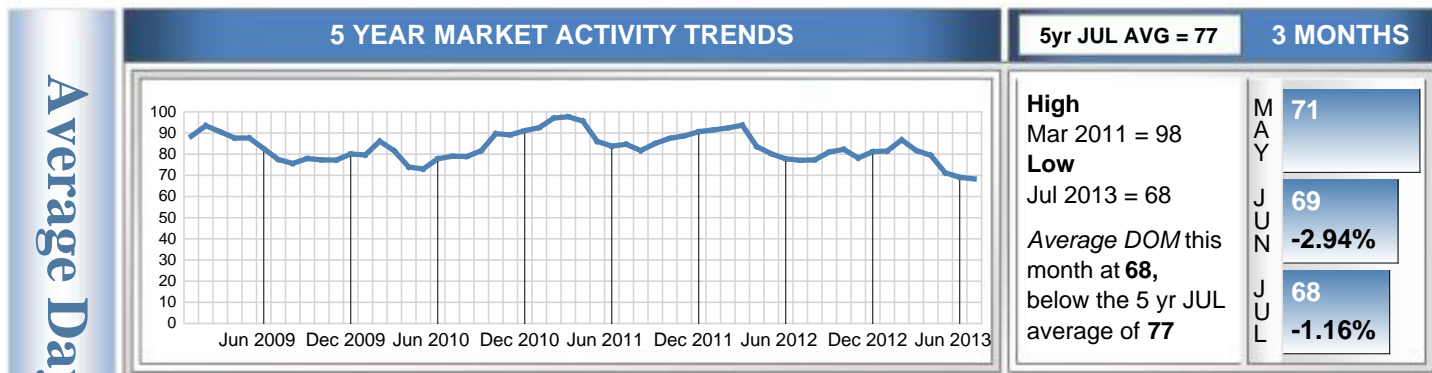
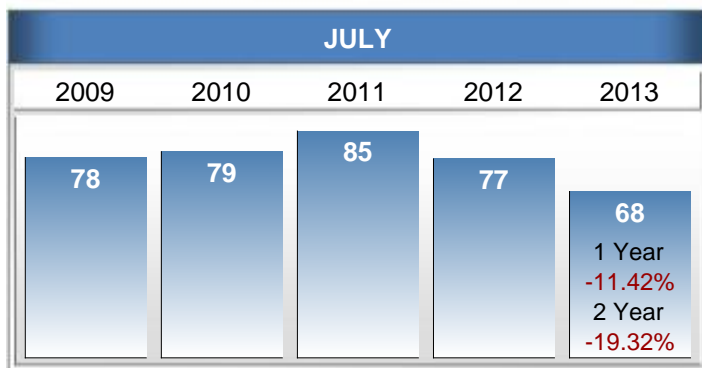
Closed Sales as of Aug 13, 2013



### Average Days on Market to Sale

Report Produced on: Aug 21, 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+
\$50,000 and less	442	9.69%	77.6	95.9	60.5	88.2	51.0
\$50,001 - \$75,000	348	7.63%	82.3	96.5	75.0	66.7	73.2
\$75,001 - \$100,000	435	9.54%	72.1	91.0	66.4	56.0	112.0
\$100,001 - \$150,000	1,166	25.56%	63.4	75.2	59.4	71.3	49.7
\$150,001 - \$200,000	953	20.89%	59.4	57.5	57.4	65.1	72.6
\$200,001 - \$275,000	648	14.20%	68.8	85.0	62.9	68.0	90.0
\$275,001 and up	570	12.49%	74.1	61.9	70.8	72.6	93.8
Average Closed DOM: 68.3				81.7	62.0	69.2	88.9
Total Closed Units: 4,562				918	2472	1053	119
Total Closed Volume: 783,489,032				112.73M	355.27M	258.79M	56.70M



# Monthly Inventory Analysis

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## July 2013

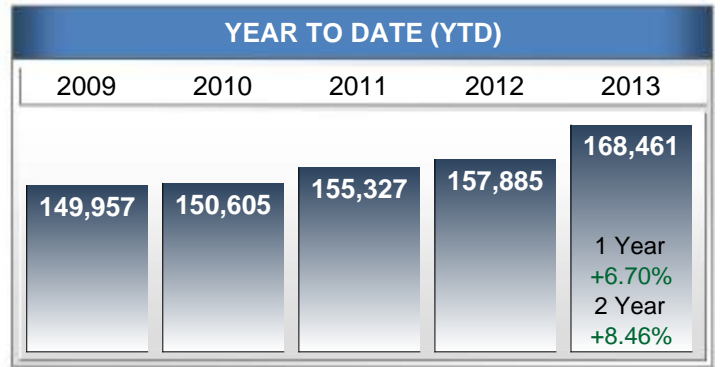
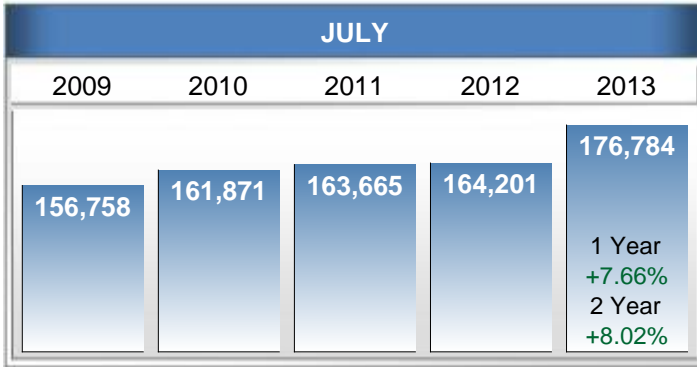
Closed Sales as of Aug 13, 2013



### Average List Price at Closing

Report Produced on: Aug 21, 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	408	8.94%	33,332	32,645	38,419	33,832	27,300
\$50,001 - \$75,000	325	7.12%	64,823	67,100	68,675	68,858	63,120
\$75,001 - \$100,000	450	9.86%	88,957	90,904	92,723	93,441	119,000
\$100,001 - \$150,000	1,163	25.49%	128,169	128,933	129,338	134,247	135,967
\$150,001 - \$200,000	958	21.00%	175,831	178,674	176,608	181,537	184,300
\$200,001 - \$275,000	655	14.36%	235,487	236,952	236,603	242,126	247,348
\$275,001 and up	603	13.22%	431,241	392,963	391,418	406,413	687,587
Average List Price:	\$176,784			\$127,127	\$147,320	\$251,853	\$507,625
Total Closed Units:	4,562			918	2,472	1,053	119
Total List Volume:	806,487,009			116.70M	364.18M	265.20M	60.41M





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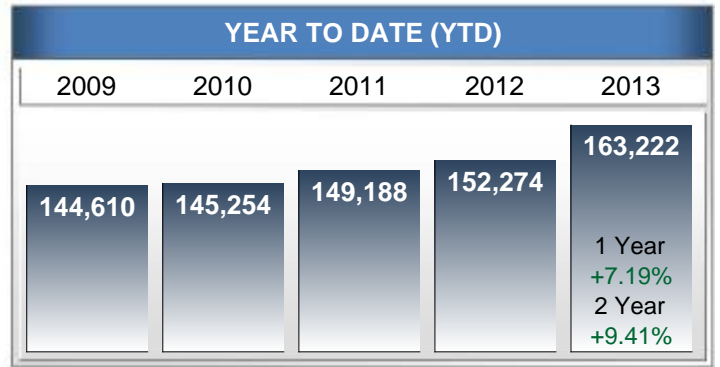
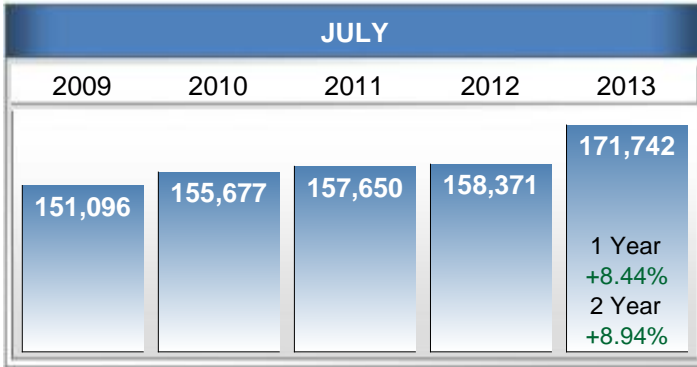
Closed Sales as of Aug 13, 2013



### 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+
\$50,000 and less	442	9.69%	31,778	28,845	34,722	28,892	29,600
\$50,001 - \$75,000	348	7.63%	64,517	63,609	64,997	66,044	61,796
\$75,001 - \$100,000	435	9.54%	89,024	87,351	89,611	89,717	90,000
\$100,001 - \$150,000	1,166	25.56%	126,786	124,990	126,686	129,911	135,800
\$150,001 - \$200,000	953	20.89%	175,075	175,491	173,590	178,258	181,186
\$200,001 - \$275,000	648	14.20%	234,492	232,116	231,819	237,141	241,106
\$275,001 and up	570	12.49%	423,922	378,234	380,211	396,070	641,504
Average Closed Price: \$171,742				\$122,796	\$143,717	\$245,764	\$476,507
Total Closed Units: 4,562				918	2,472	1,053	119
Total Closed Volume: 783,489,032				112.73M	355.27M	258.79M	56.70M



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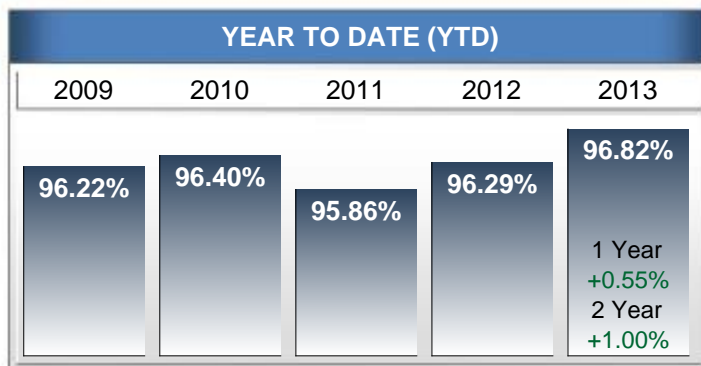
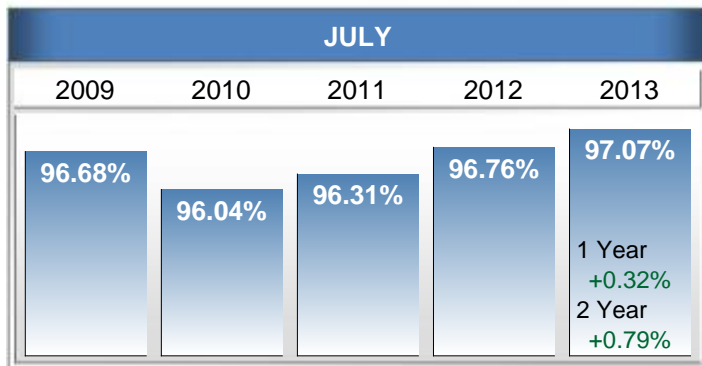
Closed Sales as of Aug 13, 2013



### Average Percent of List Price to Selling 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+	
\$50,000 and less	442	9.69%	91.25%	89.81%	92.36%	85.51%	151.28%	
\$50,001 - \$75,000	348	7.63%	95.35%	95.14%	95.27%	96.58%	97.74%	
\$75,001 - \$100,000	435	9.54%	96.94%	96.39%	97.22%	97.07%	75.63%	
\$100,001 - \$150,000	1,166	25.56%	98.06%	97.02%	98.49%	96.91%	99.73%	
\$150,001 - \$200,000	953	20.89%	98.39%	98.25%	98.46%	98.30%	98.28%	
\$200,001 - \$275,000	648	14.20%	98.04%	98.06%	98.07%	98.06%	97.46%	
\$275,001 and up	570	12.49%	97.37%	96.74%	97.48%	97.84%	95.57%	
Average List/Sell Ratio:				97.10%	95.44%	97.45%	97.53%	97.54%
Total Closed Units:				4,562	918	2,472	1,053	119
Total Closed Volume:				783,489,032	112.73M	355.27M	258.79M	56.70M



# Monthly Inventory Analysis

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

## July 2013

Inventory as of Aug 13, 2013



### Market Summary

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**Absorption:** Last 12 months, an Average of **3,564** Sales/Month

**Active Inventory** as of July 31, 2013 = **22,040**

	JULY			Year To Date		
	2012	2013	+/-%	2012	2013	+/-%
Closed Sales	3,958	4,562	15.26%	23,840	25,717	7.87%
Pending Sales	3,961	4,339	9.54%	26,034	28,422	9.17%
New Listings	6,423	7,095	10.46%	44,831	45,697	1.93%
Average List Price	164,201	176,784	7.66%	157,885	168,461	6.70%
Average Sale Price	158,371	171,742	8.44%	152,274	163,222	7.19%
Average Percent of List Price to Selling Price	96.76%	97.07%	0.32%	96.29%	96.82%	0.55%
Average Days on Market to Sale	77.13	68.32	-11.42%	84.22	75.81	-9.99%
Monthly Inventory	24,374	22,040	-9.58%	24,374	22,040	-9.58%
Months Supply of Inventory	7.53	6.18	-17.87%	7.53	6.18	-17.87%

