



June 2013

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

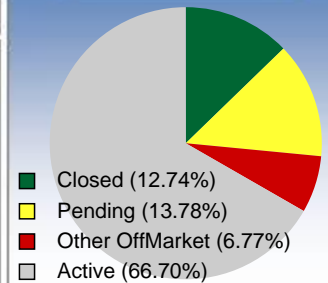


Absorption: Last 12 months, an Average of **3,475** Sales/Month

Active Inventory as of June 30, 2013 = **21,085**

	JUNE		
	2012	2013	+/- %
Closed Listings	3,892	4,028	3.49%
Pending Listings	3,704	4,357	17.63%
New Listings	6,098	6,654	9.12%
Average List Price	166,005	175,304	5.60%
Average Sale Price	160,494	170,606	6.30%
Average Percent of List Price to Selling Price	96.91%	97.05%	0.14%
Average Days on Market to Sale	77.24	68.00	-11.96%
End of Month Inventory	23,975	21,085	-12.05%
Months Supply of Inventory	7.59	6.07	-20.11%

Market Activity



Report Produced on: Jul 29, 2013

Monthly Inventory Analysis

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 June 2013 decreased **12.05%** to 21,085 existing homes available for sale. Over the last 12 months this area has had an average of 3,475 closed sales per month. This represents an unsold inventory index of **6.07** 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 **6.30%** in June 2013 to \$170,606 versus the previous year at \$160,494.

Average Days on Market Shortens

The average number of **68.00** days that homes spent on the market before selling decreased by 9.24 days or **11.96%** in June 2013 compared to last year's same month at **77.24** DOM.

Sales Success for June 2013 is Positive

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

There were 6,654 New Listings in June 2013, up **9.12%** from last year at 6,098. Furthermore, there were 4,028 Closed Listings this month versus last year at 3,892, a **3.49%** increase.

Closed versus Listed trends yielded a **60.5%** ratio, down from last year's June 2013 at **63.8%**, a **5.15%** downswing. 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®**

June 2013

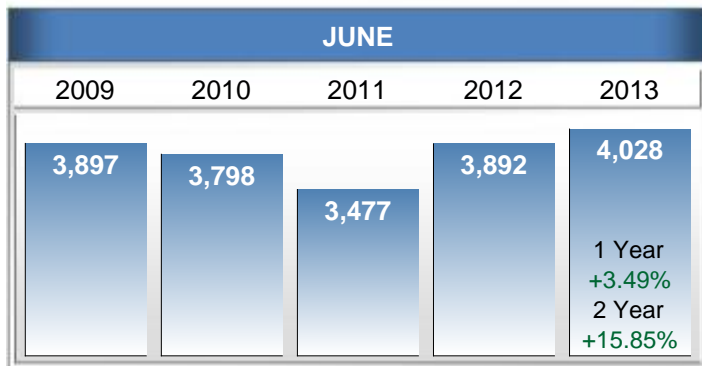
Closed Sales as of Jul 24, 2013



Closed Listings

Report Produced on: Jul 29, 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+	
\$50,000 and less	373	9.26%	72.4	169	179	24	1	
\$50,001 - \$75,000	297	7.37%	72.5	97	172	26	2	
\$75,001 - \$100,000	405	10.05%	74.9	102	266	37	0	
\$100,001 - \$150,000	1,066	26.46%	61.5	202	747	112	5	
\$150,001 - \$200,000	822	20.41%	66.0	113	492	209	8	
\$200,001 - \$275,000	582	14.45%	71.1	67	229	267	19	
\$275,001 and up	483	11.99%	70.1	32	115	256	80	
Total Closed Units: 4,028				68.0	782	2200	931	115
Total Closed Volume: 687,202,792					93.30M	320.07M	228.95M	44.88M
Average Closed Price: \$170,606					\$119,310	\$145,484	\$245,921	\$390,297

Closed Listings

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Contact an experienced REALTOR



Monthly Inventory Analysis

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June 2013

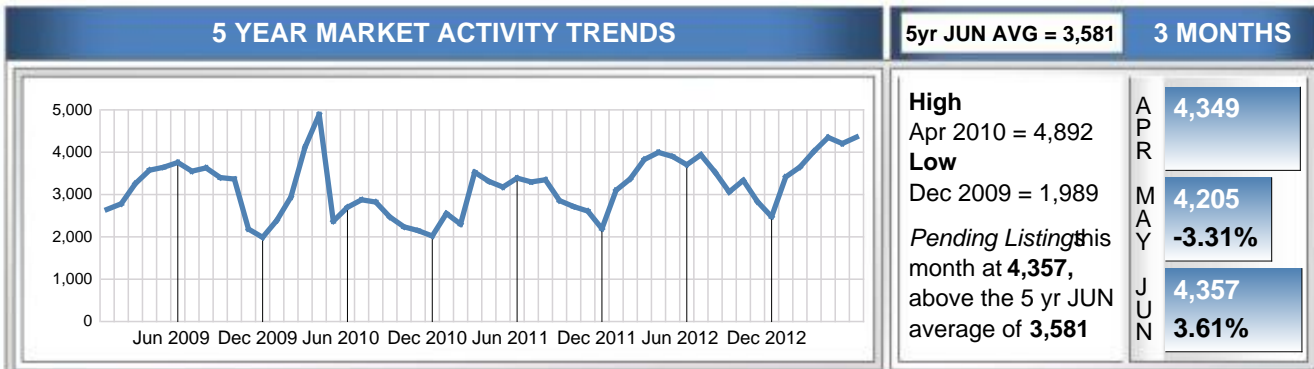
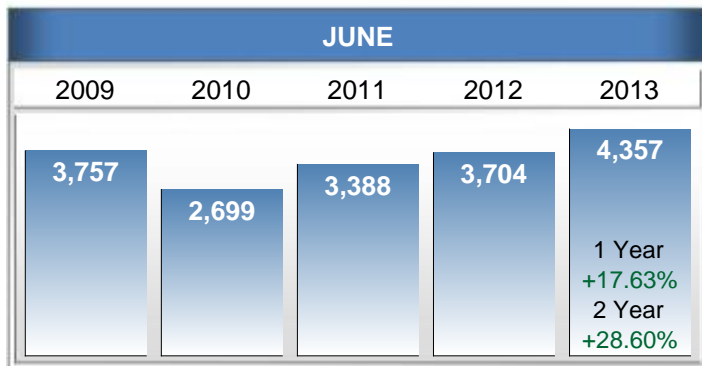
Pending Listings as of Jul 24, 2013



Pending Listings

Report Produced on: Jul 29, 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+	
\$50,000 and less	372	8.54%	65.3	147	196	28	1	
\$50,001 - \$75,000	319	7.32%	72.0	117	182	17	3	
\$75,001 - \$125,000	925	21.23%	65.7	200	652	68	5	
\$125,001 - \$175,000	1,129	25.91%	59.8	172	753	195	9	
\$175,001 - \$200,000	440	10.10%	61.3	74	235	128	3	
\$200,001 - \$275,000	640	14.69%	61.1	74	274	274	18	
\$275,001 and up	532	12.21%	77.0	50	125	303	54	
Total Pending Units: 4,357				68.6	834	2417	1013	93
Total Pending Volume: 755,878,864					108.37M	356.23M	253.32M	37.95M
Average Listing Price: \$172,886					\$129,941	\$147,387	\$250,072	\$408,073

Pending Listings

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Contact an experienced REALTOR



Monthly Inventory Analysis

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June 2013

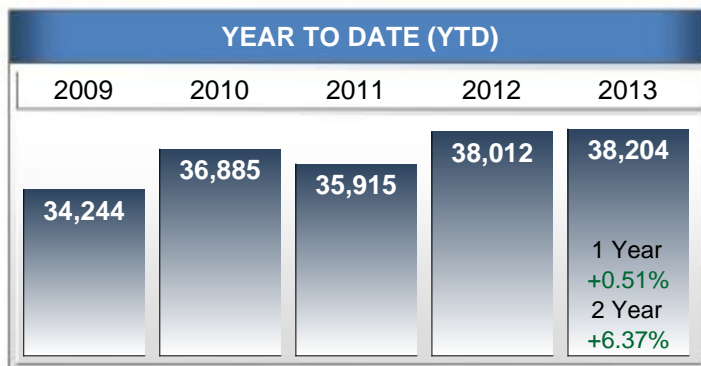
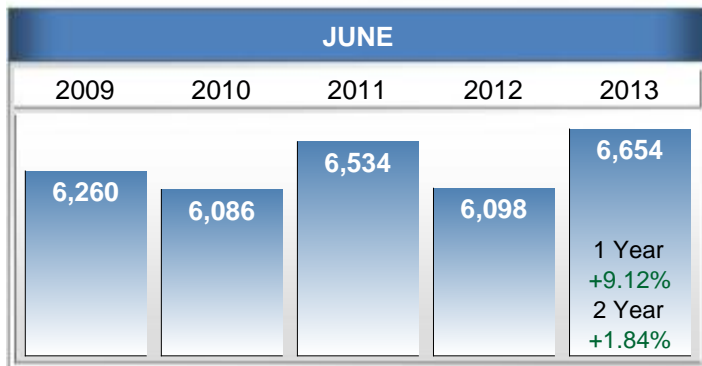
New Listings as of Jul 24, 2013



New Listings

Report Produced on: Jul 29, 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	547	8.22%	255	254	33	5	
\$50,001 - \$75,000	545	8.19%	200	309	32	4	
\$75,001 - \$125,000	1,432	21.52%	312	984	125	11	
\$125,001 - \$175,000	1,565	23.52%	242	1,030	266	27	
\$175,001 - \$225,000	945	14.20%	144	488	298	15	
\$225,001 - \$325,000	895	13.45%	110	317	426	42	
\$325,001 and up	725	10.90%	73	147	364	141	
Total New Listed Units:			6,654	1336	3529	1544	245
Total New Listed Volume:			1,247,851,920	189.90M	534.54M	410.86M	112.54M
Average New Listed Listing Price:			\$203,553	\$142,142	\$151,472	\$266,104	\$459,356



Monthly Inventory Analysis

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June 2013

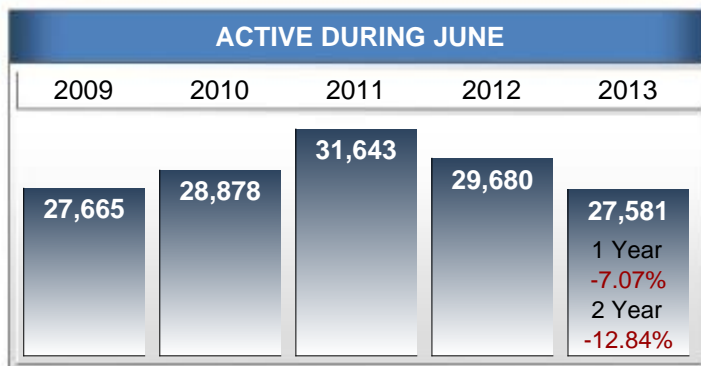
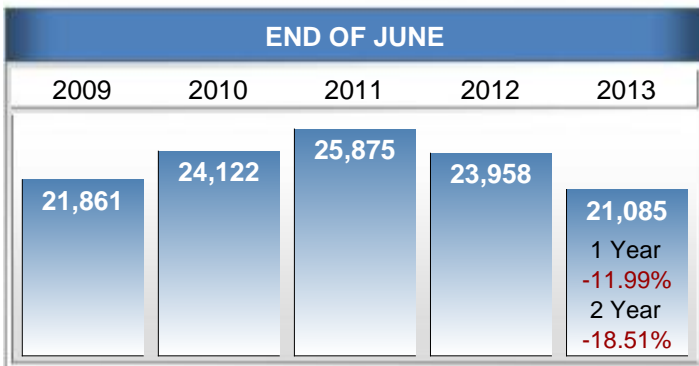
Active Inventory as of Jul 24, 2013



Active Inventory

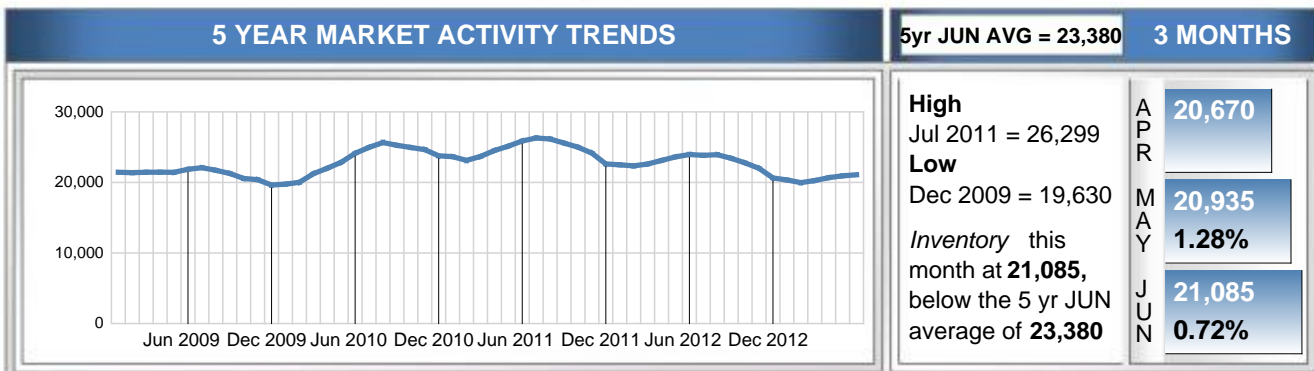
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Area Delimited by Entire OK State MLS - Single-Family Property Type



Active Inventory

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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	1,864	8.84%	115.2	1,005	759	88	12		
\$50,001 - \$75,000	2,230	10.58%	121.0	844	1,209	157	20		
\$75,001 - \$100,000	2,547	12.08%	103.9	692	1,596	236	23		
\$100,001 - \$175,000	6,228	29.54%	94.4	1,209	3,945	989	85		
\$175,001 - \$225,000	2,628	12.46%	94.3	410	1,318	830	70		
\$225,001 - \$375,000	3,469	16.45%	101.4	552	1,109	1,538	270		
\$375,001 and up	2,119	10.05%	114.8	190	408	1,010	511		
Total Active Inventory by Units:				21,085	103.4	4,902	10,344	4,848	991
Total Active Inventory by Volume:				4,267,008,837		694.63M	1.62B	1.41B	546.21M
Average Active Inventory Listing Price:				\$202,372		\$141,703	\$156,312	\$290,693	\$551,171



Monthly Inventory Analysis

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

June 2013

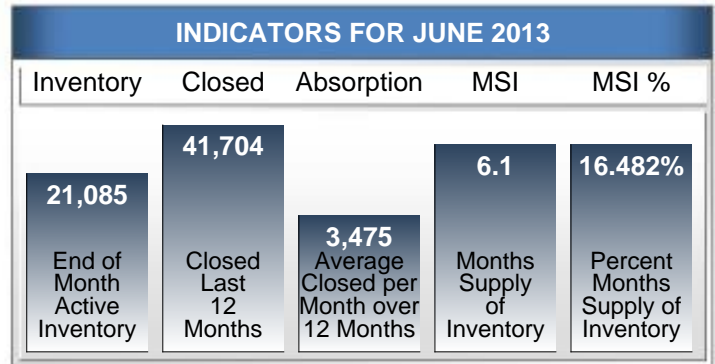
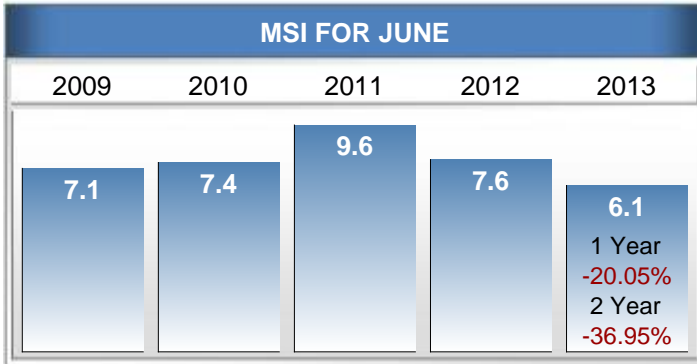
Active Inventory as of Jul 24, 2013



Months Supply of Inventory

Report Produced on: Jul 29, 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	1,864		8.84%	4.5	5.6	3.7	3.4	3.6
\$50,001 - \$80,000	2,772		13.15%	7.1	8.6	6.5	6.2	7.3
\$80,001 - \$110,000	2,711		12.86%	6.1	6.8	5.8	7.2	10.7
\$110,001 - \$170,000	5,171		24.52%	4.9	5.7	4.6	5.0	9.9
\$170,001 - \$240,000	3,614		17.14%	5.9	7.4	5.9	5.4	7.3
\$240,001 - \$370,000	2,762		13.10%	7.0	9.8	7.2	6.1	8.6
\$370,001 and up	2,191		10.39%	13.0	17.8	13.3	11.3	16.0
MSI:	6.1				7.0	5.4	6.2	11.0
Total Active Inventory:	21,085				4,902	10,344	4,848	991



Monthly Inventory Analysis

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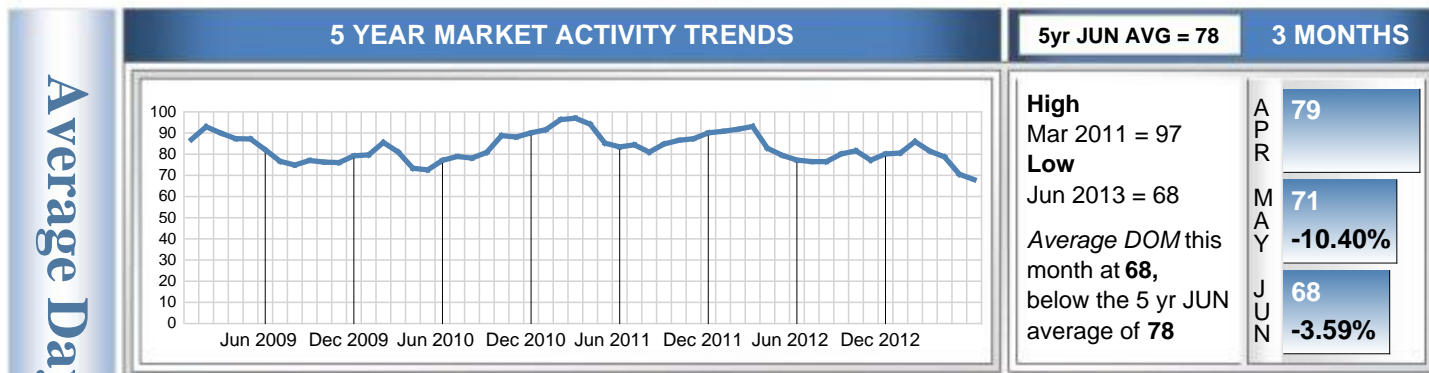
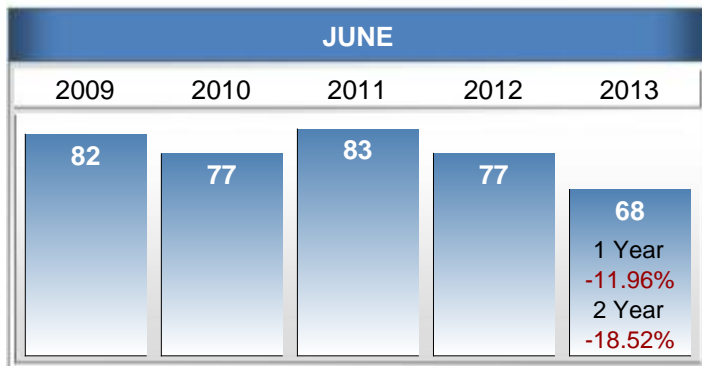
Closed Sales as of Jul 24, 2013



Average Days on Market to Sale

Report Produced on: Jul 29, 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	373	9.26%	72.4	76.7	69.8	62.1	52.0
\$50,001 - \$75,000	297	7.37%	72.5	88.6	64.8	67.8	8.5
\$75,001 - \$100,000	405	10.05%	74.9	79.5	71.8	84.4	0.0
\$100,001 - \$150,000	1,066	26.46%	61.5	75.5	56.7	64.6	138.4
\$150,001 - \$200,000	822	20.41%	66.0	86.1	62.9	61.1	103.6
\$200,001 - \$275,000	582	14.45%	71.1	80.4	70.3	68.9	78.4
\$275,001 and up	483	11.99%	70.1	80.6	77.5	59.2	89.9
Average Closed DOM: 68.0				80.0	64.1	64.4	89.3
Total Closed Units: 4,028				782	2200	931	115
Total Closed Volume: 687,202,792				93.30M	320.07M	228.95M	44.88M



Monthly Inventory Analysis

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June 2013

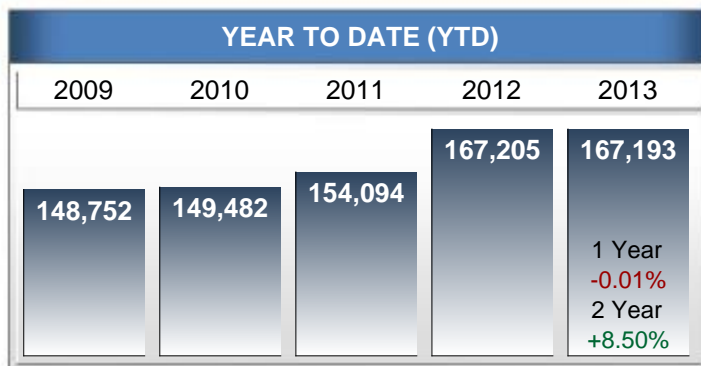
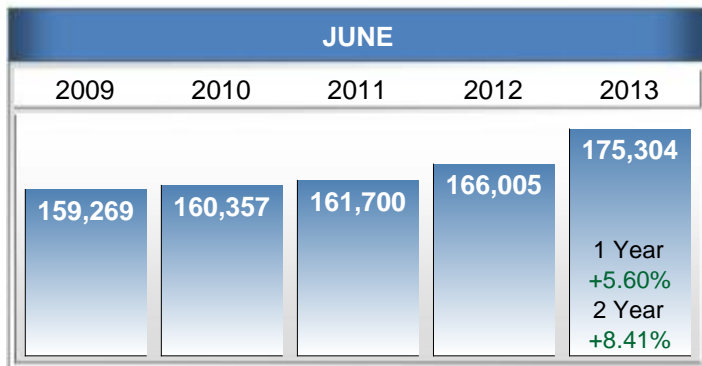
Closed Sales as of Jul 24, 2013



Average List Price at Closing

Report Produced on: Jul 29, 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	348	8.64%	33,808	35,268	36,622	34,688	34,900
\$50,001 - \$75,000	280	6.95%	64,221	66,893	67,064	66,503	61,500
\$75,001 - \$100,000	425	10.55%	89,408	92,587	90,937	91,570	0
\$100,001 - \$150,000	1,042	25.87%	128,398	129,464	129,728	132,677	131,760
\$150,001 - \$200,000	842	20.90%	174,385	177,201	175,505	178,783	181,725
\$200,001 - \$275,000	579	14.37%	236,987	246,682	236,931	242,522	249,640
\$275,001 and up	512	12.71%	430,746	391,266	420,861	436,510	489,108
Average List Price: \$175,304				\$124,190	\$149,178	\$252,068	\$401,237
Total Closed Units: 4,028				782	2200	931	115
Total List Volume: 706,125,088				97.12M	328.19M	234.68M	46.14M



Monthly Inventory Analysis

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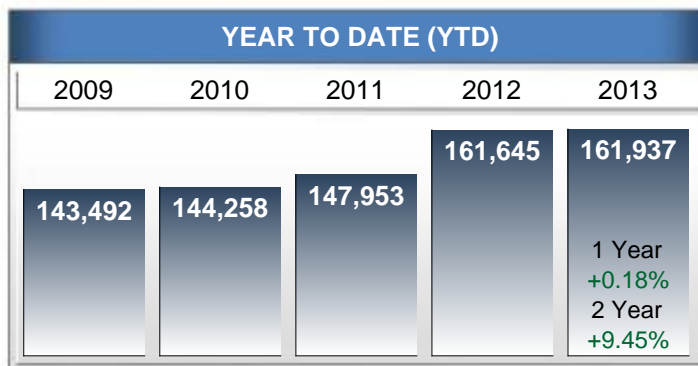
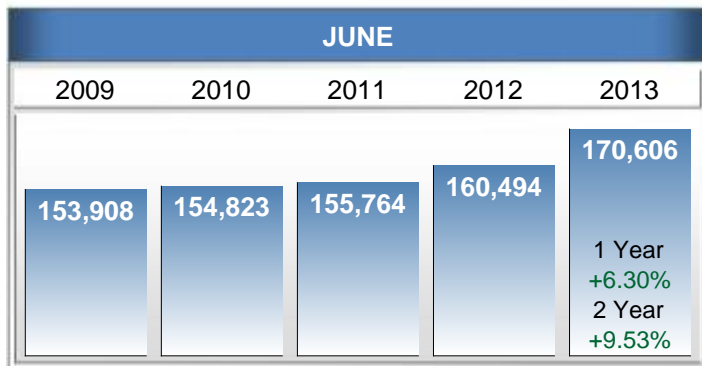
Closed Sales as of Jul 24, 2013



Average Sold Price at Closing

Report Produced on: Jul 29, 2013

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	373	9.26%	32,365	31,118	33,882	29,977	29,000
\$50,001 - \$75,000	297	7.37%	63,384	63,169	63,487	63,750	60,126
\$75,001 - \$100,000	405	10.05%	88,395	89,040	88,171	88,227	0
\$100,001 - \$150,000	1,066	26.46%	126,826	125,978	126,588	129,961	126,400
\$150,001 - \$200,000	822	20.41%	172,969	171,579	172,254	174,984	183,938
\$200,001 - \$275,000	582	14.45%	235,910	234,432	233,060	238,139	244,147
\$275,001 and up	483	11.99%	426,147	384,045	408,230	424,221	474,907
Average Closed Price: \$170,606				\$119,310	\$145,484	\$245,921	\$390,297
Total Closed Units: 4,028				782	2200	931	115
Total Closed Volume: 687,202,792				93.30M	320.07M	228.95M	44.88M



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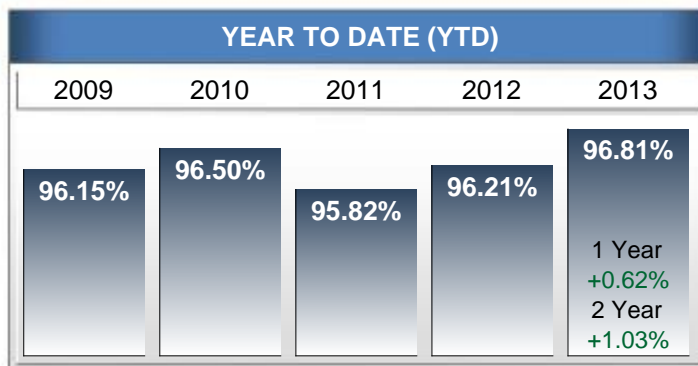
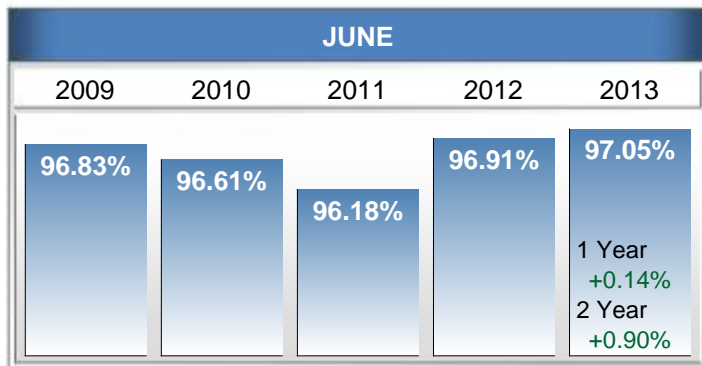
Closed Sales as of Jul 24, 2013



Average Percent of List Price to Selling Price

Report Produced on: Jul 29, 2013

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



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+	
\$50,000 and less	373	9.26%	91.83%	89.55%	94.00%	92.06%	83.09%	
\$50,001-\$75,000	297	7.37%	95.51%	95.02%	95.42%	97.70%	98.88%	
\$75,001-\$100,000	405	10.05%	96.97%	96.40%	97.24%	96.59%	0.00%	
\$100,001-\$150,000	1,066	26.46%	97.72%	97.46%	97.70%	98.39%	96.55%	
\$150,001-\$200,000	822	20.41%	98.02%	97.06%	98.22%	97.96%	101.33%	
\$200,001-\$275,000	582	14.45%	98.16%	96.37%	98.56%	98.29%	97.86%	
\$275,001 and up	483	11.99%	97.61%	98.51%	97.60%	97.57%	97.40%	
Average List/Sell Ratio:				97.10%	95.20%	97.37%	97.79%	97.61%
Total Closed Units:				4,028	782	2200	931	115
Total Closed Volume:				687,202,792	93.30M	320.07M	228.95M	44.88M



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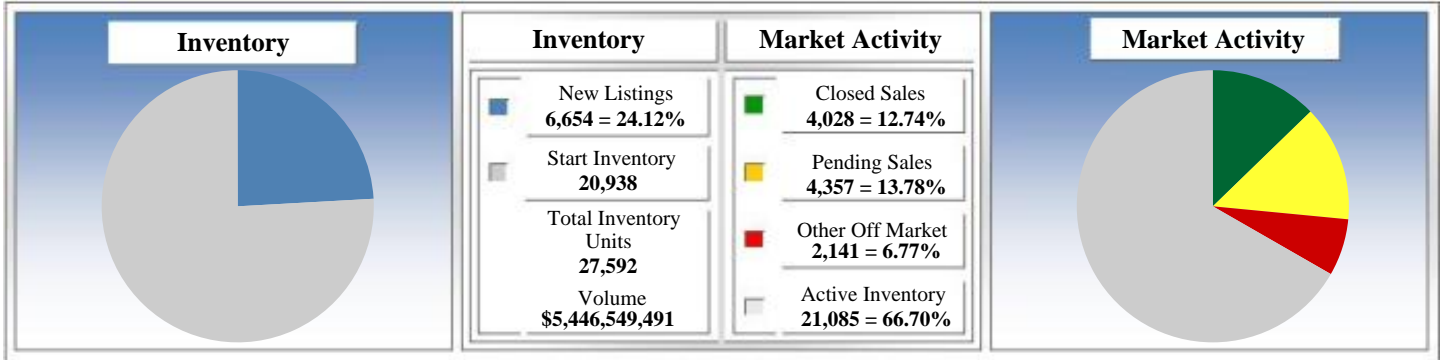
Inventory as of Jul 24, 2013



Market Summary

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Absorption: Last 12 months, an Average of **3,475** Sales/Month

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	JUNE			Year To Date		
	2012	2013	+/- %	2012	2013	+/- %
Closed Sales	3,892	4,028	3.49%	19,699	20,914	6.17%
Pending Sales	3,704	4,357	17.63%	21,896	23,998	9.60%
New Listings	6,098	6,654	9.12%	38,012	38,204	0.51%
Average List Price	166,005	175,304	5.60%	167,205	167,193	-0.01%
Average Sale Price	160,494	170,606	6.30%	161,645	161,937	0.18%
Average Percent of List Price to Selling Price	96.91%	97.05%	0.14%	96.21%	96.81%	0.62%
Average Days on Market to Sale	77.24	68.00	-11.96%	84.98	76.67	-9.78%
Monthly Inventory	23,975	21,085	-12.05%	23,975	21,085	-12.05%
Months Supply of Inventory	7.59	6.07	-20.11%	7.59	6.07	-20.11%

