



March 2013

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

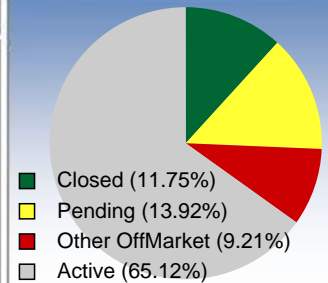


Absorption: Last 12 months, an Average of **3,440** Sales/Month

Active Inventory as of March 31, 2013 = **19,855**

	MARCH		
	2012	2013	+/- %
Closed Listings	3,429	3,584	4.52%
Pending Listings	3,876	4,243	9.47%
New Listings	6,788	6,584	-3.01%
Average List Price	153,724	165,357	7.57%
Average Sale Price	147,788	160,398	8.53%
Average Percent of List Price to Selling Price	95.65%	97.25%	1.67%
Average Days on Market to Sale	94.86	81.03	-14.58%
End of Month Inventory	24,013	19,855	-17.32%
Months Supply of Inventory	7.72	5.77	-25.22%

Market Activity



Monthly Inventory Analysis

Report Produced on: Apr 15, 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 March 2013 decreased **17.32%** to 19,855 existing homes available for sale. Over the last 12 months this area has had an average of 3,440 closed sales per month. This represents an unsold inventory index of **5.77** 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 **8.53%** in March 2013 to \$160,398 versus the previous year at \$147,788.

Average Days on Market Shortens

The average number of **81.03** days that homes spent on the market before selling decreased by 13.83 days or **14.58%** in March 2013 compared to last year's same month at **94.86** DOM.

Sales Success for March 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 6,584 New Listings in March 2013, down **3.01%** from last year at 6,788. Furthermore, there were 3,584 Closed Listings this month versus last year at 3,429, a **4.52%** increase.

Closed versus Listed trends yielded a **54.4%** ratio, up from last year's March 2013 at **50.5%**, a **7.76%** 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

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March 2013

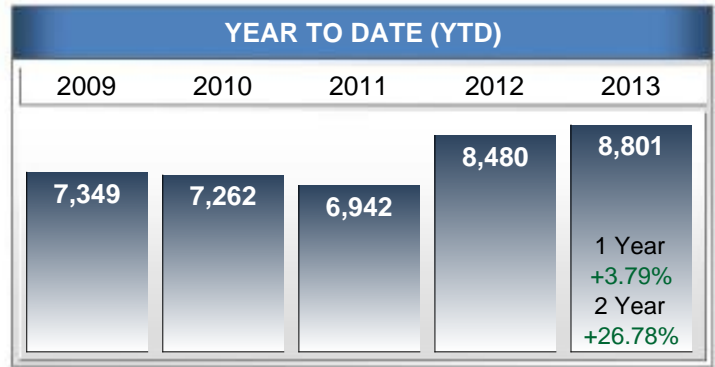
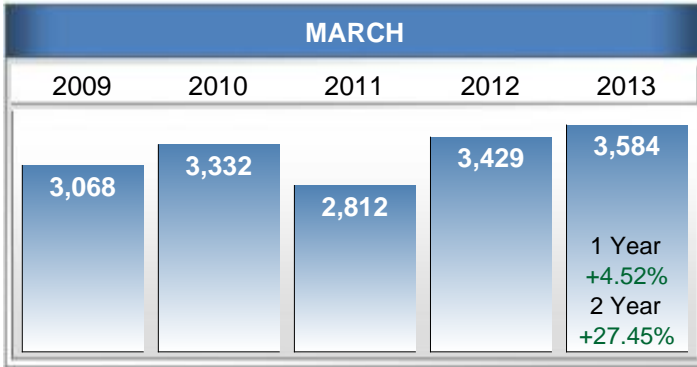
Closed Sales as of April 12, 2013



Closed Listings

Report Produced on: Apr 15, 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	149	4.16%	80.8	79	59	9	2
\$25,001 - \$75,000	636	17.75%	85.9	180	392	58	6
\$75,001 - \$100,000	396	11.05%	78.7	102	260	31	3
\$100,001 - \$150,000	902	25.17%	79.0	145	651	102	4
\$150,001 - \$200,000	660	18.42%	79.8	102	364	183	11
\$200,001 - \$275,000	460	12.83%	83.8	67	190	184	19
\$275,001 and up	381	10.63%	78.9	30	85	222	44
Total Closed Units:	3,584		81.0	705	2001	789	89
Total Closed Volume:	574,865,244			84.05M	269.09M	188.52M	33.21M
Average Closed Price:	\$160,398			\$119,216	\$134,478	\$238,930	\$373,157



Monthly Inventory Analysis

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

March 2013

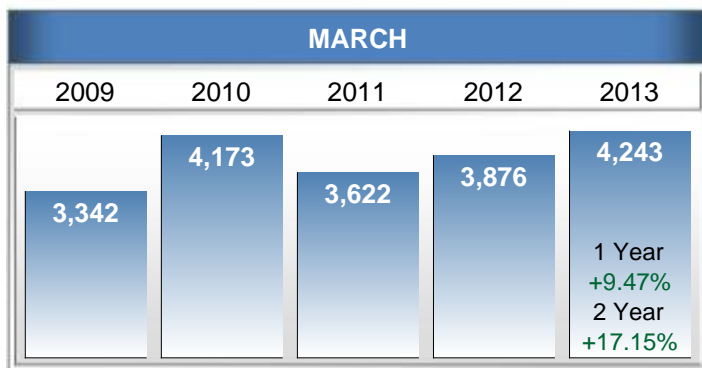
Pending Listings as of Apr 12, 2013



Pending Listings

Report Produced on: Apr 15, 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+	
\$25,000 and less	156	3.68%	60.9	64	78	11	3	
\$25,001 - \$75,000	663	15.63%	78.8	222	364	71	6	
\$75,001 - \$100,000	439	10.35%	88.6	98	297	43	1	
\$100,001 - \$150,000	1,147	27.03%	68.2	176	827	138	6	
\$150,001 - \$200,000	809	19.07%	79.7	116	491	191	11	
\$200,001 - \$275,000	566	13.34%	71.6	59	229	255	23	
\$275,001 and up	463	10.91%	72.9	40	127	231	65	
Total Pending Units: 4,243				81.7	775	2413	940	115
Total Pending Volume: 700,489,986					93.02M	340.58M	219.35M	47.54M
Average Listing Price: \$161,251					\$120,026	\$141,144	\$233,349	\$413,416



Monthly Inventory Analysis

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March 2013

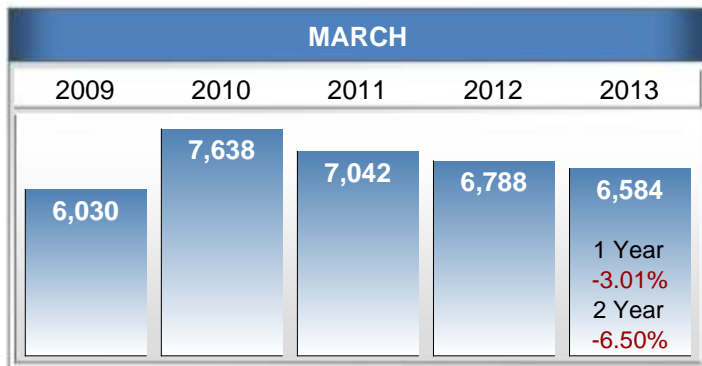
New Listings as of Apr 12, 2013



New Listings

Report Produced on: Apr 15, 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	574	8.72%	287	254	29	4
\$50,001 - \$75,000	607	9.22%	234	324	45	4
\$75,001 - \$100,000	715	10.86%	183	476	53	3
\$100,001 - \$175,000	2,223	33.76%	368	1,474	361	20
\$175,001 - \$225,000	886	13.46%	122	447	296	21
\$225,001 - \$325,000	887	13.47%	116	296	419	56
\$325,001 and up	692	10.51%	72	151	339	130

Total New Listed Units:	6,584	1382	3422	1542	238
Total New Listed Volume:	1,250,417,394	194.17M	514.33M	412.87M	129.05M
Average New Listed Listing Price:	\$186,389	\$140,502	\$150,300	\$267,748	\$542,232



Monthly Inventory Analysis

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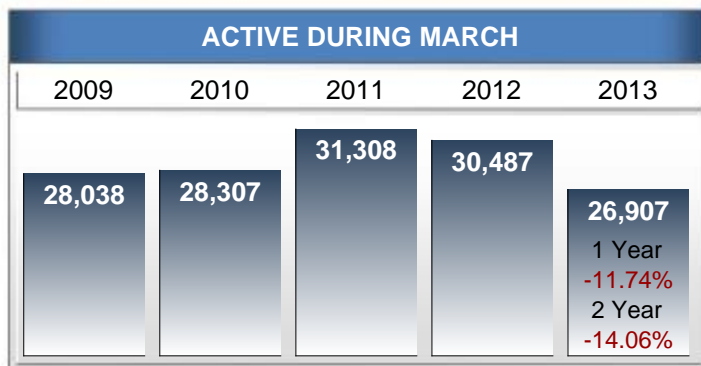
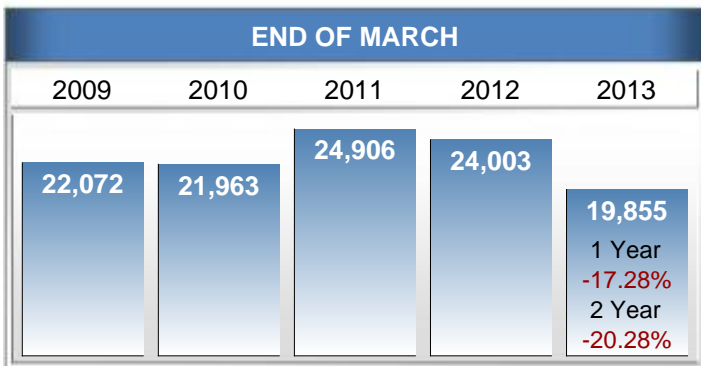
Active Inventory as of Apr 12, 2013



Active Inventory

Report Produced on: Apr 15, 2013

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Active Inventory

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5yr MAR AVG = 22,560 **3 MONTHS**

Month	Inventory	% Change
JAN	20,948	
FEB	20,336	-2.92%
MAR	19,855	-2.37%

High
 Jul 2011 = 27,596
Low
 Mar 2013 = 19,855
Inventory this month at **19,855**, below the 5 yr MAR average of **22,560**

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$50,000 and less	1,831	9.22%	132.6	1,005	721	96	9		
\$50,001 - \$75,000	2,080	10.48%	119.5	796	1,126	138	20		
\$75,001 - \$100,000	2,426	12.22%	114.9	677	1,492	239	18		
\$100,001 - \$175,000	6,037	30.41%	104.8	1,222	3,801	936	78		
\$175,001 - \$225,000	2,432	12.25%	104.6	382	1,167	818	65		
\$225,001 - \$350,000	2,873	14.47%	105.1	424	977	1,271	201		
\$350,001 and up	2,176	10.96%	124.0	216	460	1,025	475		
Total Active Inventory by Units:				19,855	112.3	4,722	9,744	4,523	866
Total Active Inventory by Volume:				3,973,907,483		641.80M	1.53B	1.29B	509.19M
Average Active Inventory Listing Price:				\$200,146		\$135,916	\$156,966	\$285,970	\$587,983



Monthly Inventory Analysis

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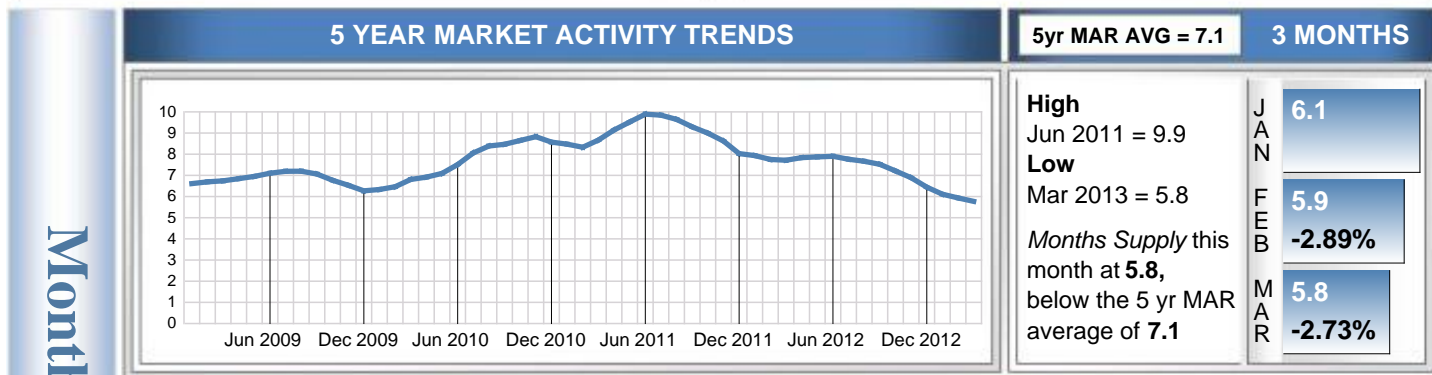
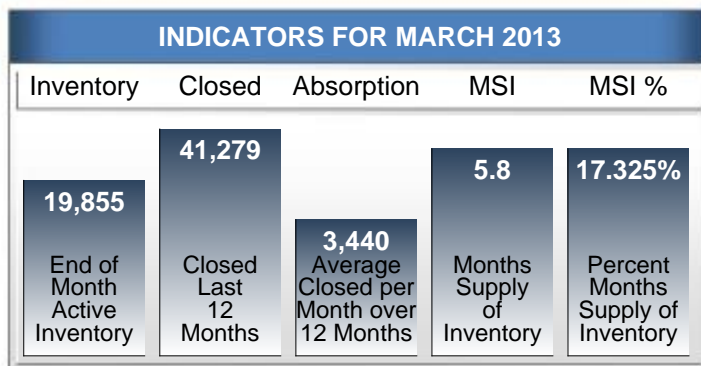
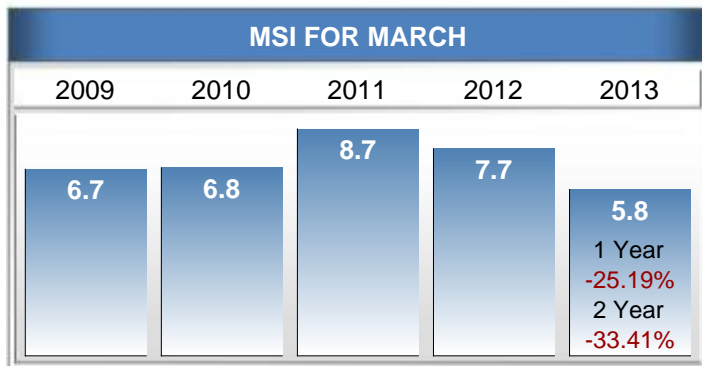
Active Inventory as of Apr 12, 2013



Months Supply of Inventory

Report Produced on: Apr 15, 2013

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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	1,831	9.22%	4.2	5.5	3.3	3.2	2.4
\$50,001 - \$80,000	2,645	13.32%	6.7	8.0	6.1	5.9	8.1
\$80,001 - \$110,000	2,576	12.97%	5.6	6.5	5.2	6.5	6.6
\$110,001 - \$170,000	5,039	25.38%	4.9	5.8	4.6	4.8	8.6
\$170,001 - \$240,000	3,272	16.48%	5.7	7.0	5.6	5.2	6.8
\$240,001 - \$370,000	2,504	12.61%	6.7	8.5	7.2	5.8	7.9
\$370,001 and up	1,988	10.01%	12.4	18.9	13.8	10.6	14.0
MSI:			5.8	6.7	5.2	5.9	9.7
Total Active Inventory:			19,855	4,722	9,744	4,523	866



Monthly Inventory Analysis

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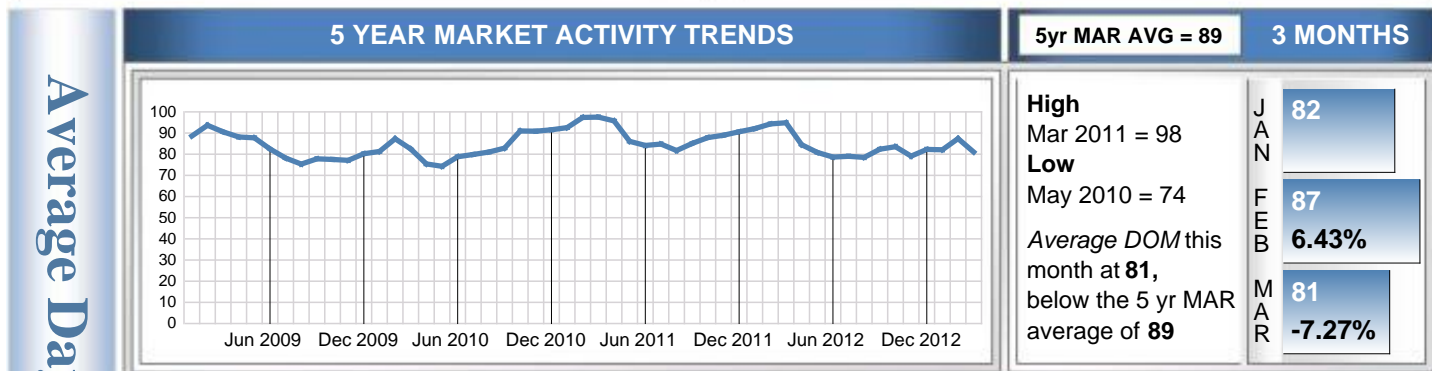
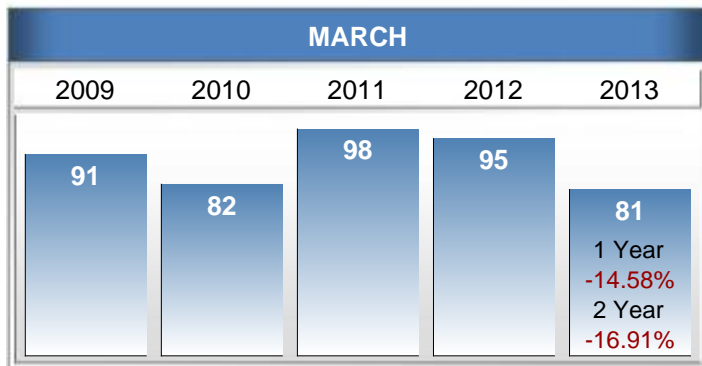
Closed Sales as of Apr 12, 2013



Average Days on Market to Sale

Report Produced on: Apr 15, 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	149	4.16%	80.8	101.8	54.2	81.1	36.0
\$25,001 - \$75,000	636	17.75%	85.9	84.2	80.2	123.7	139.2
\$75,001 - \$100,000	396	11.05%	78.7	95.4	74.6	57.0	97.7
\$100,001 - \$150,000	902	25.17%	79.0	89.1	76.4	81.1	97.5
\$150,001 - \$200,000	660	18.42%	79.8	115.3	70.6	72.0	183.8
\$200,001 - \$275,000	460	12.83%	83.8	114.7	81.0	70.8	129.9
\$275,001 and up	381	10.63%	78.9	107.9	81.7	72.2	88.2
Average Closed DOM: 81.0				97.2	75.8	76.3	111.9
Total Closed Units: 3,584				705	2001	789	89
Total Closed Volume: 574,865,244				84.05M	269.09M	188.52M	33.21M



Monthly Inventory Analysis

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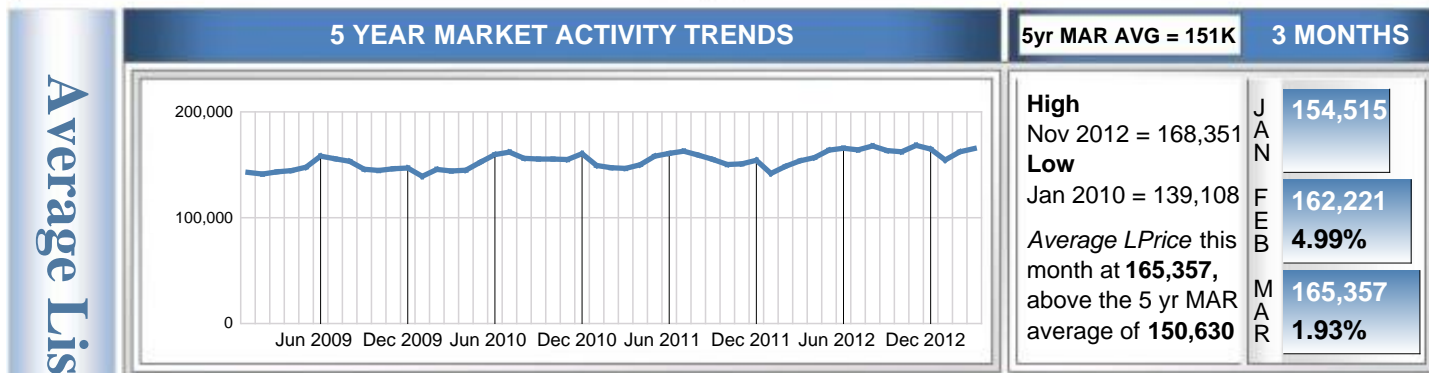
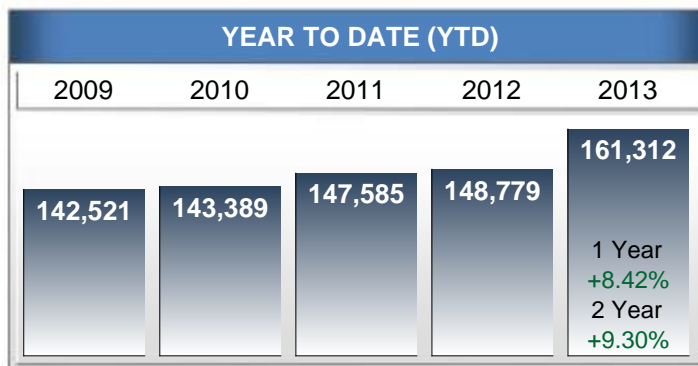
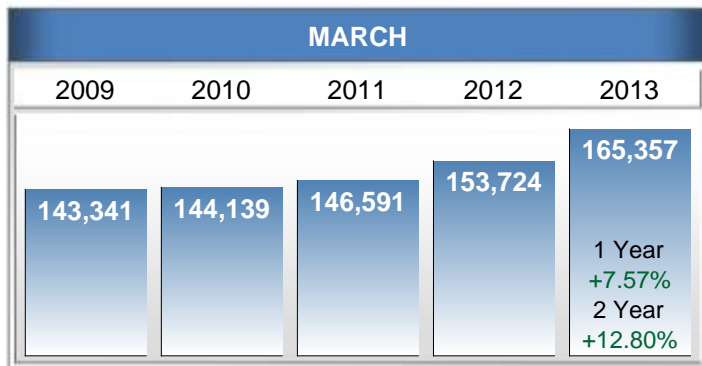
Closed Sales as of Apr 12, 2013



Average List Price at Closing

Report Produced on: Apr 15, 2013

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



Average List Price

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR

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	136	3.79%	17,389	18,636	21,002	19,228	18,950
\$25,001 - \$75,000	610	17.02%	52,173	51,946	55,561	54,546	59,383
\$75,001 - \$100,000	401	11.19%	89,296	92,562	91,109	93,465	90,800
\$100,001 - \$150,000	901	25.14%	128,311	130,531	129,573	135,626	126,296
\$150,001 - \$200,000	675	18.83%	175,474	180,397	175,687	177,908	187,927
\$200,001 - \$275,000	459	12.81%	236,636	235,880	236,860	243,594	242,101
\$275,001 and up	402	11.22%	447,693	455,221	439,604	432,594	611,087
Average List Price:	\$165,357			\$123,478	\$138,620	\$245,225	\$390,188
Total Closed Units:	3,584			705	2001	789	89
Total List Volume:	592,639,844			87.05M	277.38M	193.48M	34.73M



Monthly Inventory Analysis

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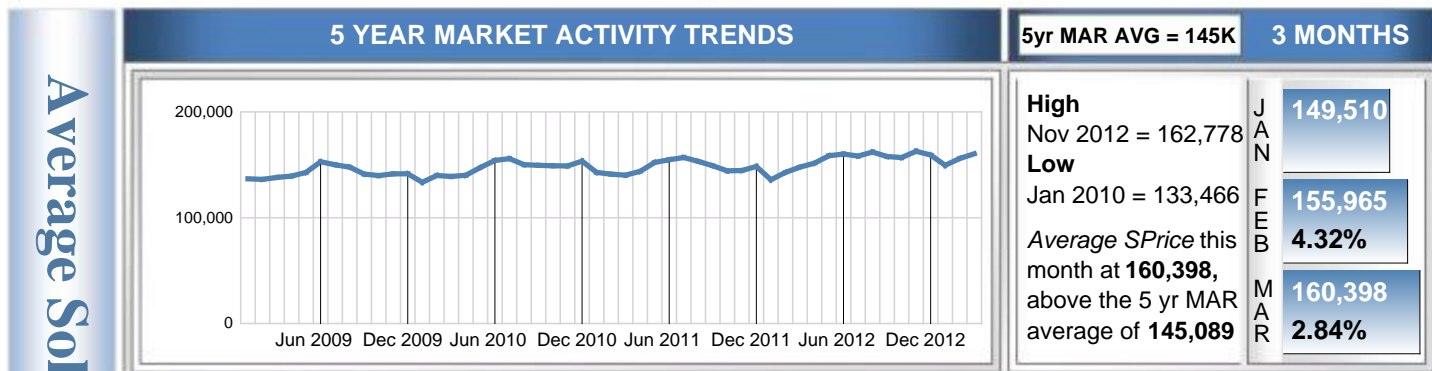
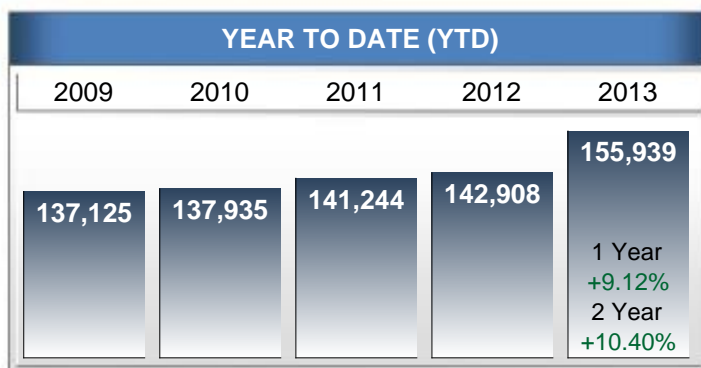
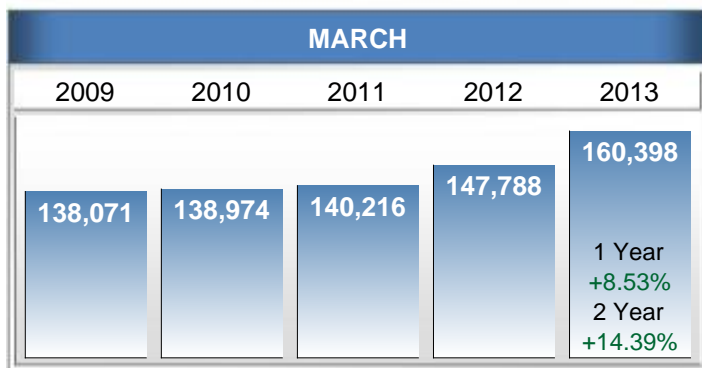
Closed Sales as of Apr 12, 2013



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	149	4.16%	17,085	16,438	17,919	17,526	16,000
\$25,001 - \$75,000	636	17.75%	50,886	48,801	51,868	50,660	51,483
\$75,001 - \$100,000	396	11.05%	88,351	88,335	88,264	89,314	86,467
\$100,001 - \$150,000	902	25.17%	126,904	126,061	126,378	131,685	121,246
\$150,001 - \$200,000	660	18.42%	173,787	174,835	172,626	174,909	183,831
\$200,001 - \$275,000	460	12.83%	235,404	233,139	231,965	239,446	238,641
\$275,001 and up	381	10.63%	439,675	440,740	418,494	419,607	581,121
Average Closed Price:	\$160,398			\$119,216	\$134,478	\$238,930	\$373,157
Total Closed Units:	3,584			705	2001	789	89
Total Closed Volume:	574,865,244			84.05M	269.09M	188.52M	33.21M



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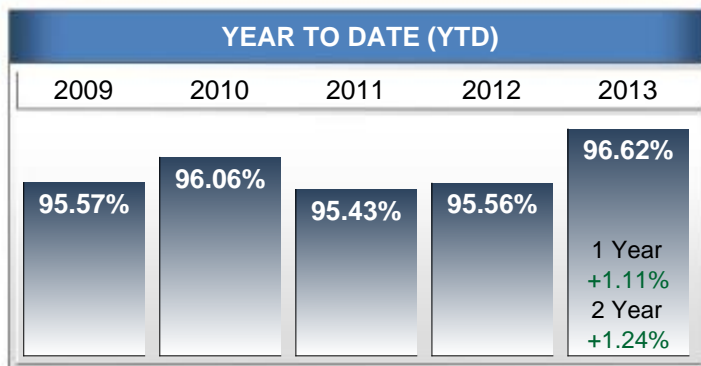
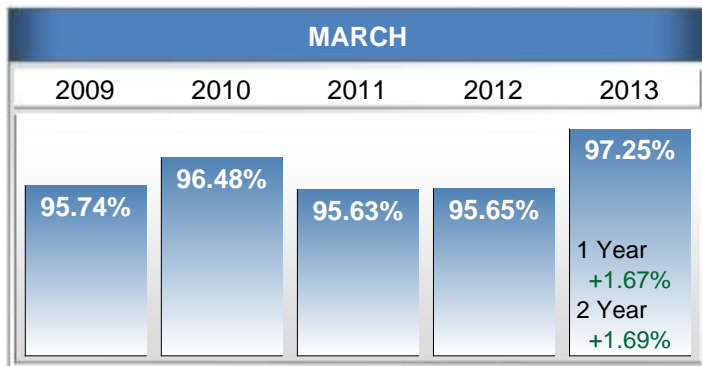
Closed Sales as of Apr 12, 2013



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 MAR AVG=96.15%		3 MONTHS	
High	Mar 2013 = 97.25%	JAN	96.46%
Low	Jan 2011 = 95.15%	FEB	95.92%
Average List/Sell this month at 97.25% , above the 5 yr MAR average of 96.15%		MAR	97.25%
			1.38%

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	149	4.16%	91.61%	93.27%	89.46%	92.61%	84.65%
\$25,001 - \$75,000	636	17.75%	96.16%	94.34%	94.70%	112.43%	89.12%
\$75,001 - \$100,000	396	11.05%	96.85%	95.76%	97.32%	96.68%	95.04%
\$100,001 - \$150,000	902	25.17%	97.81%	96.69%	98.11%	97.56%	96.32%
\$150,001 - \$200,000	660	18.42%	98.17%	97.14%	98.36%	98.37%	98.23%
\$200,001 - \$275,000	460	12.83%	98.66%	101.08%	98.10%	98.35%	98.60%
\$275,001 and up	381	10.63%	97.08%	96.64%	96.14%	97.63%	96.39%
Average List/Sell Ratio: 97.30%				96.05%	97.04%	98.95%	96.28%
Total Closed Units: 3,584				705	2001	789	89
Total Closed Volume: 574,865,244				84.05M	269.09M	188.52M	33.21M



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Inventory as of Apr 12, 2013



Market Summary

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Absorption: Last 12 months, an Average of **3,440** Sales/Month

Active Inventory as of March 31, 2013 = **19,855**

	MARCH			Year To Date		
	2012	2013	+/-%	2012	2013	+/-%
Closed Sales	3,429	3,584	4.52%	8,480	8,801	3.79%
Pending Sales	3,876	4,243	9.47%	10,412	11,540	10.83%
New Listings	6,788	6,584	-3.01%	18,666	18,048	-3.31%
Average List Price	153,724	165,357	7.57%	148,779	161,312	8.42%
Average Sale Price	147,788	160,398	8.53%	142,908	155,939	9.12%
Average Percent of List Price to Selling Price	95.65%	97.25%	1.67%	95.56%	96.62%	1.11%
Average Days on Market to Sale	94.86	81.03	-14.58%	93.93	83.30	-11.32%
Monthly Inventory	24,013	19,855	-17.32%	24,013	19,855	-17.32%
Months Supply of Inventory	7.72	5.77	-25.22%	7.72	5.77	-25.22%

