



# November 2013

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

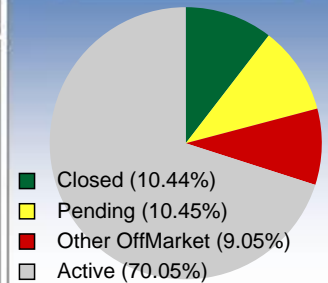


**Absorption:** Last 12 months, an Average of **3,635** Sales/Month

**Active Inventory** as of November 30, 2013 = **20,646**

	NOVEMBER		
	2012	2013	+/- %
Closed Listings	3,150	3,077	-2.32%
Pending Listings	2,862	3,081	7.65%
New Listings	4,588	4,374	-4.66%
Average List Price	168,411	169,706	0.77%
Average Sale Price	162,822	163,686	0.53%
Average Percent of List Price to Selling Price	96.33%	96.21%	-0.13%
Average Days on Market to Sale	78.29	77.66	-0.81%
End of Month Inventory	22,571	20,646	-8.53%
Months Supply of Inventory	6.65	5.68	-14.63%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Dec 12, 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 November 2013 decreased **8.53%** to 20,646 existing homes available for sale. Over the last 12 months this area has had an average of 3,635 closed sales per month. This represents an unsold inventory index of **5.68** 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 **0.53%** in November 2013 to \$163,686 versus the previous year at \$162,822.

### Average Days on Market Shortens

The average number of **77.66** days that homes spent on the market before selling decreased by 0.64 days or **0.81%** in November 2013 compared to last year's same month at **78.29** DOM.

### Sales Success for November 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 4,374 New Listings in November 2013, down **4.66%** from last year at 4,588. Furthermore, there were 3,077 Closed Listings this month versus last year at 3,150, a **-2.32%** decrease.

Closed versus Listed trends yielded a **70.3%** ratio, up from last year's November 2013 at **68.7%**, a **2.46%** 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>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average Percent of List Price to Selling Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

## 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®**

## November 2013

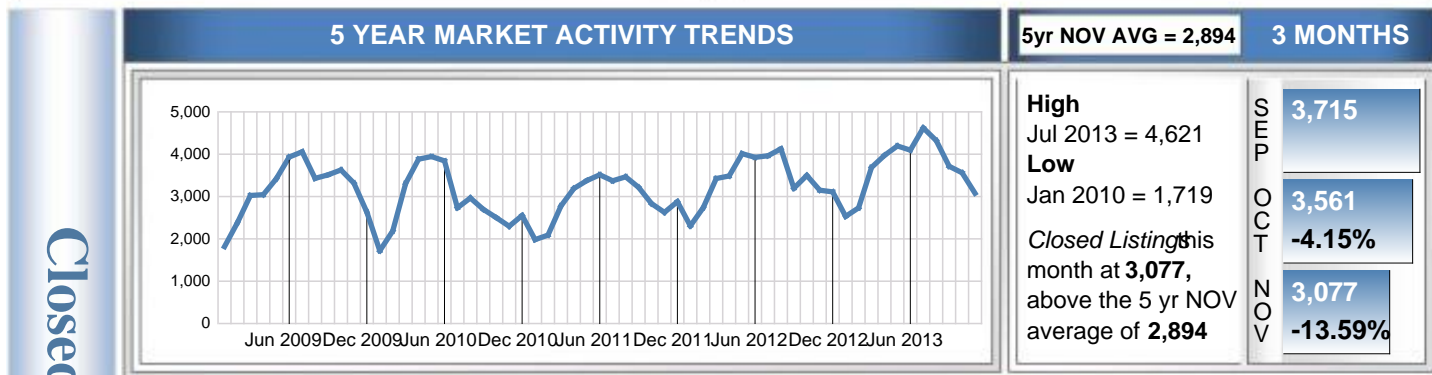
Closed Sales as of Dec 12, 2013



Report Produced on: Dec 12, 2013

### Closed Listings

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	112	3.64%	78.2	56	49	7	0
\$25,001 - \$75,000	563	18.30%	82.6	201	320	35	7
\$75,001 - \$100,000	345	11.21%	83.7	75	245	23	2
\$100,001 - \$150,000	789	25.64%	69.9	114	555	112	8
\$150,001 - \$200,000	526	17.09%	78.4	58	305	145	18
\$200,001 - \$275,000	407	13.23%	84.6	56	186	155	10
\$275,001 and up	335	10.89%	71.6	25	78	191	41
<b>Total Closed Units:</b>	<b>3,077</b>		<b>77.7</b>	<b>585</b>	<b>1738</b>	<b>668</b>	<b>86</b>
<b>Total Closed Volume:</b>	<b>503,662,565</b>			<b>66.46M</b>	<b>236.32M</b>	<b>163.15M</b>	<b>37.73M</b>
<b>Average Closed Price:</b>	<b>\$163,686</b>			<b>\$113,600</b>	<b>\$135,971</b>	<b>\$244,242</b>	<b>\$438,778</b>

Closed Listings

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# Monthly Inventory Analysis

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

## November 2013

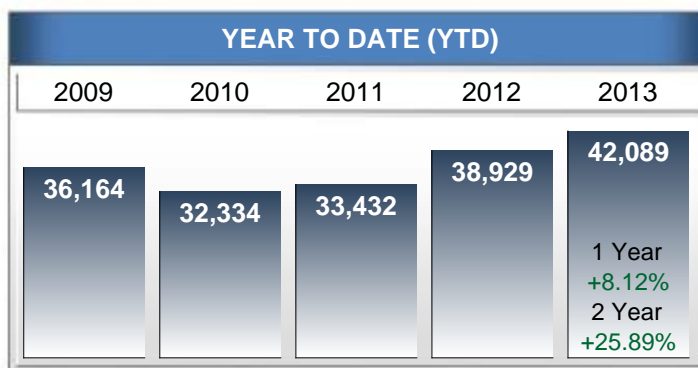
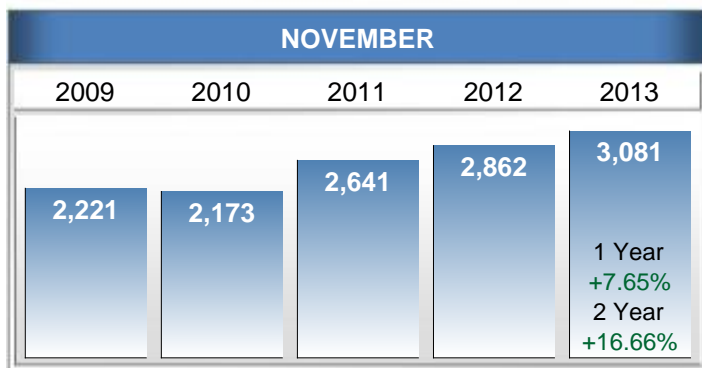
Pending Listings as of Dec 12, 2013



### Pending Listings

Report Produced on: Dec 12, 2013

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



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	114	3.70%	68.0	49	55	9	1
\$25,001 - \$75,000	546	17.72%	71.2	180	313	48	5
\$75,001 - \$100,000	359	11.65%	79.2	86	237	33	3
\$100,001 - \$150,000	752	24.41%	72.3	111	530	101	10
\$150,001 - \$200,000	547	17.75%	77.4	75	321	140	11
\$200,001 - \$275,000	383	12.43%	79.6	42	152	176	13
\$275,001 and up	380	12.33%	77.1	36	99	191	54
Total Pending Units: 3,081				579	1707	698	97
Total Pending Volume: 514,975,906				69.15M	238.70M	164.02M	43.11M
Average Listing Price: \$167,677				\$119,428	\$139,837	\$234,985	\$444,389



# Monthly Inventory Analysis

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

## November 2013

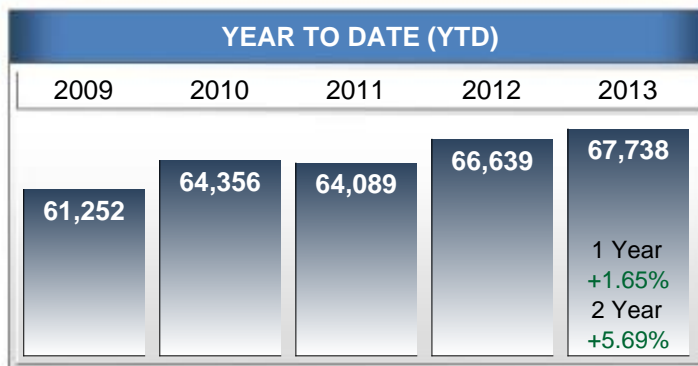
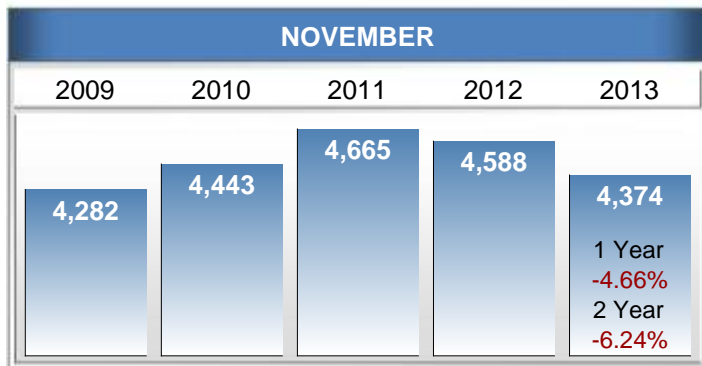
New Listings as of Dec 12, 2013



### New Listings

Report Produced on: Dec 12, 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+	
\$25,000 and less	132	3.02%	71	49	9	3	
\$25,001 - \$75,000	814	18.61%	310	450	51	3	
\$75,001 - \$100,000	525	12.00%	128	347	46	4	
\$100,001 - \$150,000	907	20.74%	149	645	103	10	
\$150,001 - \$225,000	997	22.79%	137	562	273	25	
\$225,001 - \$325,000	533	12.19%	66	202	235	30	
\$325,001 and up	466	10.65%	33	106	243	84	
Total New Listed Units:			4,374	894	2,361	960	159
Total New Listed Volume:			787,045,842	112.65M	351.46M	252.99M	69.94M
Average New Listed Listing Price:			\$229,447	\$126,011	\$148,861	\$263,528	\$439,901





# Monthly Inventory Analysis

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

## November 2013

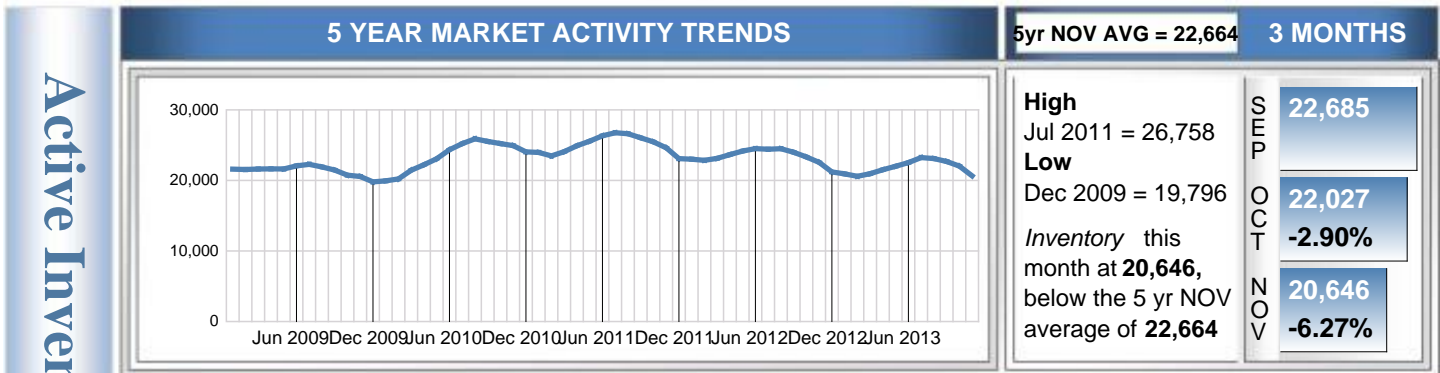
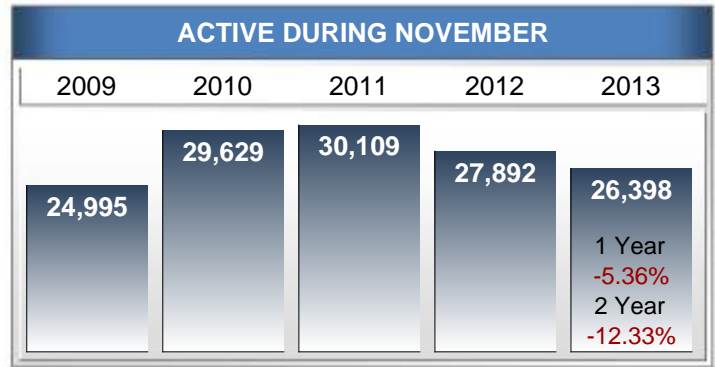
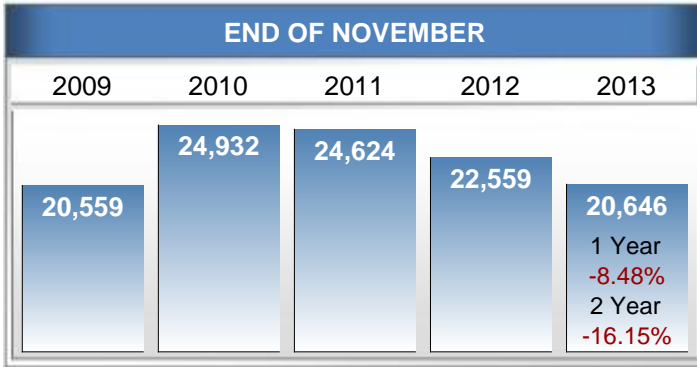
Active Inventory as of Dec 12, 2013



### Active Inventory

Report Produced on: Dec 12, 2013

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	2,067	10.01%	120.0	1,068	875	108	16
\$50,001 - \$75,000	2,183	10.57%	127.7	854	1,162	149	18
\$75,001 - \$100,000	2,499	12.10%	117.2	695	1,565	219	20
\$100,001 - \$175,000	5,973	28.93%	109.2	1,084	3,793	1,005	91
\$175,001 - \$225,000	2,570	12.45%	108.5	405	1,306	800	59
\$225,001 - \$350,000	3,063	14.84%	119.0	428	1,077	1,346	212
\$350,001 and up	2,291	11.10%	127.7	237	482	1,069	503
<b>Total Active Inventory by Units:</b>				4,771	10,260	4,696	919
<b>Total Active Inventory by Volume:</b>				657.52M	1.61B	1.36B	493.07M
<b>Average Active Inventory Listing Price:</b>				\$137,816	\$156,626	\$289,326	\$536,529



# Monthly Inventory Analysis

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## November 2013

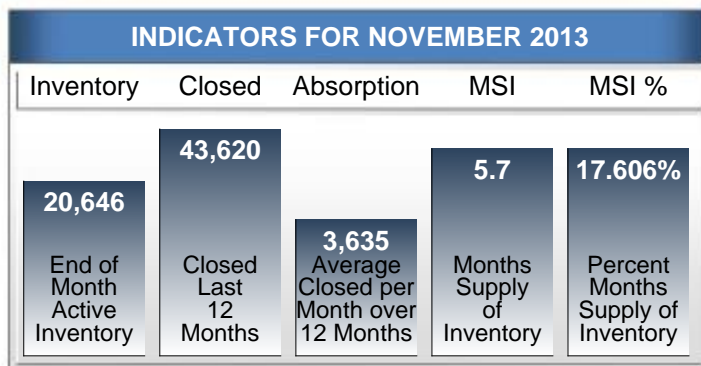
Active Inventory as of Dec 12, 2013



### Months Supply of Inventory

Report Produced on: Dec 12, 2013

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**Months Supply**  
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**5yr NOV AVG = 7.2**      **3 MONTHS**

**High**  
Jun 2011 = 9.7

**Low**  
Nov 2013 = 5.7

Months Supply this month at **5.7**, below the 5 yr NOV average of **7.2**

SEP	6.2
OCT	6.0
NOV	5.7
	<b>-3.04%</b>
	<b>-6.11%</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	2,067	10.01%	4.9	5.7	4.2	4.2	4.3
\$50,001 - \$70,000	1,751	8.48%	7.1	8.8	6.1	7.2	5.0
\$70,001 - \$110,000	3,601	17.44%	5.9	6.9	5.5	5.9	7.9
\$110,001 - \$170,000	4,933	23.89%	4.5	5.0	4.2	4.9	9.7
\$170,001 - \$240,000	3,463	16.77%	5.2	6.1	5.3	4.8	4.9
\$240,001 - \$370,000	2,745	13.30%	6.6	8.4	6.9	5.9	8.1
\$370,001 and up	2,086	10.10%	11.6	16.1	12.2	9.8	14.3
MSI:			5.7	6.5	5.1	5.8	9.6
Total Active Inventory:			20,646	4,771	10,260	4,696	919



# Monthly Inventory Analysis

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## November 2013

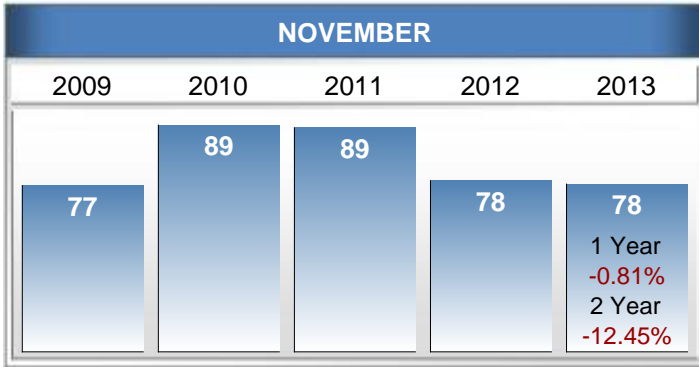
Closed Sales as of Dec 12, 2013



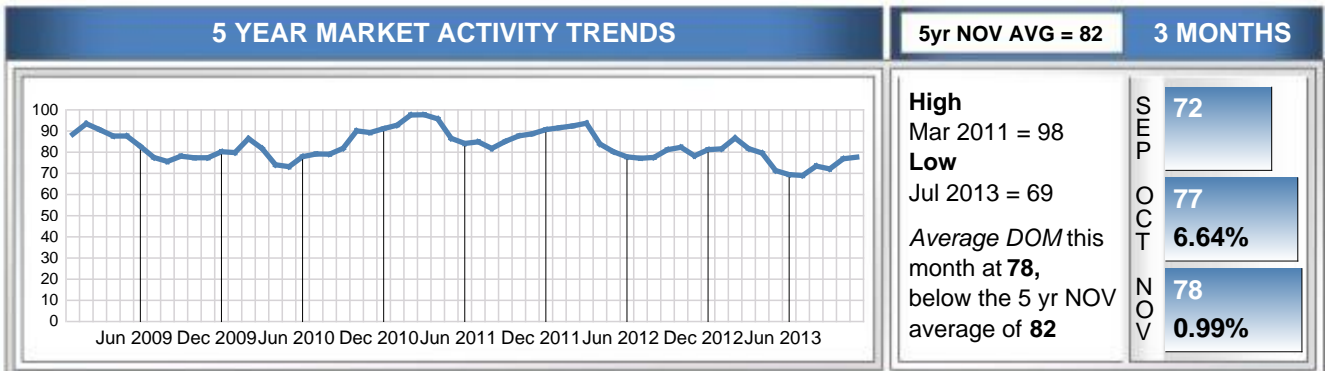
### Average Days on Market to Sale

Report Produced on: Dec 12, 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	112	3.64%	78.2	73.1	81.6	96.4	0.0
\$25,001 - \$75,000	563	18.30%	82.6	90.3	79.1	61.2	131.4
\$75,001 - \$100,000	345	11.21%	83.7	90.7	79.8	109.4	8.5
\$100,001 - \$150,000	789	25.64%	69.9	79.5	68.0	67.5	95.9
\$150,001 - \$200,000	526	17.09%	78.4	88.4	70.9	92.8	58.8
\$200,001 - \$275,000	407	13.23%	84.6	97.3	81.2	81.7	119.7
\$275,001 and up	335	10.89%	71.6	85.6	59.6	73.4	77.4
Average Closed DOM: 77.7				86.9	73.6	79.4	83.0
Total Closed Units: 3,077				585	1738	668	86
Total Closed Volume: 503,662,565				66.46M	236.32M	163.15M	37.73M

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# Monthly Inventory Analysis

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## November 2013

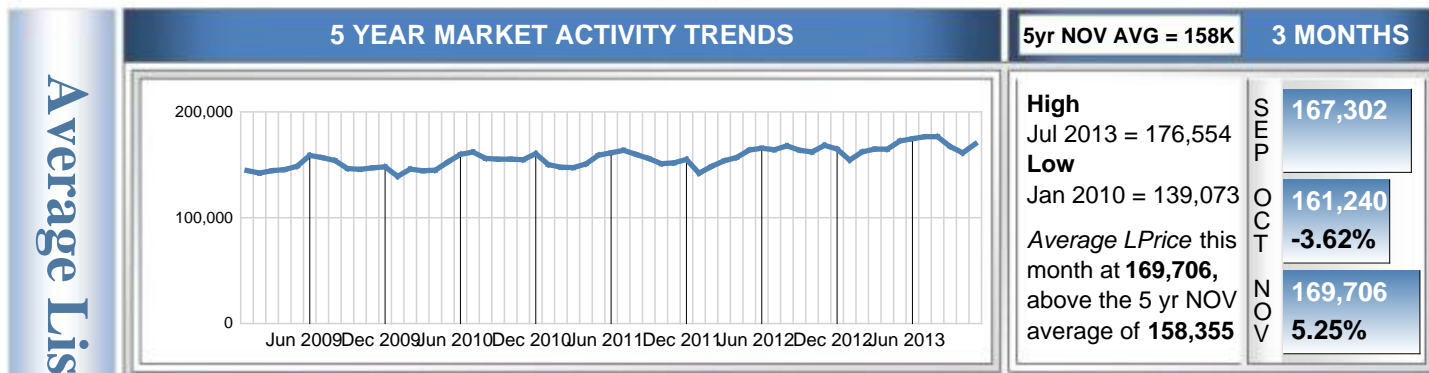
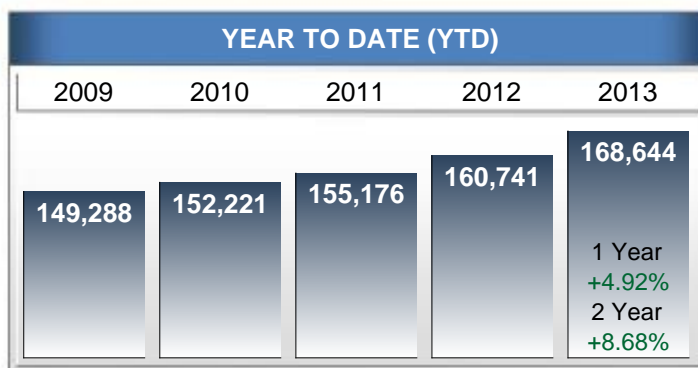
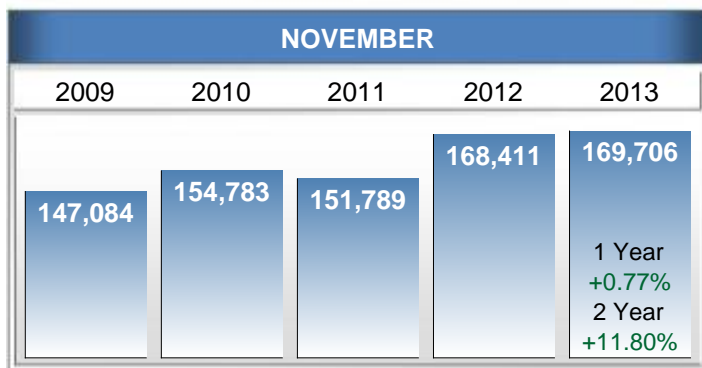
Closed Sales as of Dec 12, 2013



### Average List Price at Closing

Report Produced on: Dec 12, 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	88	2.86%	18,441	21,593	22,559	22,416	0
\$25,001 - \$75,000	526	17.09%	52,213	53,649	57,528	61,917	74,529
\$75,001 - \$100,000	365	11.86%	88,665	91,788	92,258	93,554	83,250
\$100,001 - \$150,000	769	24.99%	128,907	135,933	130,982	133,800	137,075
\$150,001 - \$200,000	566	18.39%	174,694	181,224	176,837	178,193	182,766
\$200,001 - \$275,000	397	12.90%	234,473	237,523	237,977	242,124	240,568
\$275,001 and up	366	11.89%	463,503	458,144	391,118	444,874	823,085
Average List Price:	\$169,706			\$119,041	\$140,114	\$251,197	\$479,381
Total Closed Units:	3,077			585	1738	668	86
Total List Volume:	522,184,117			69.64M	243.52M	167.80M	41.23M





# Monthly Inventory Analysis

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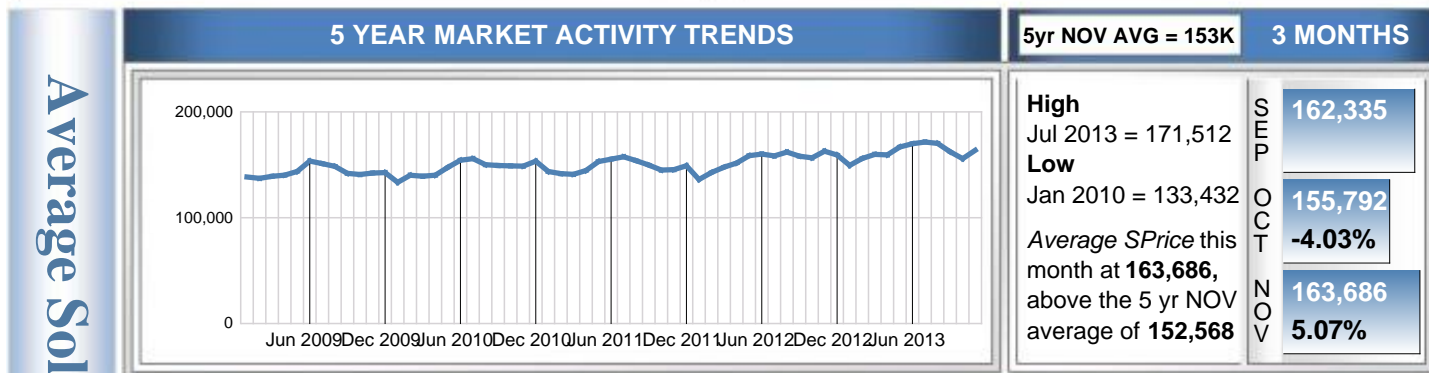
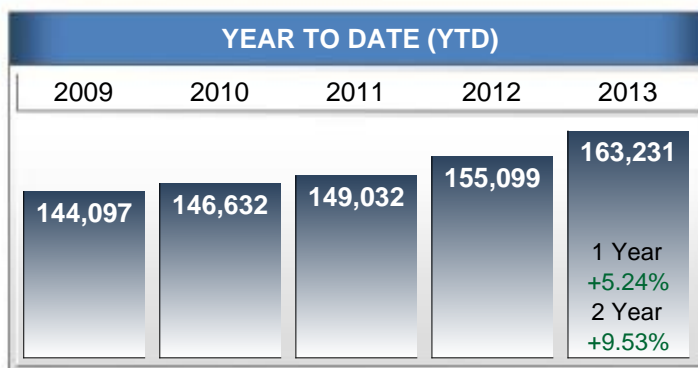
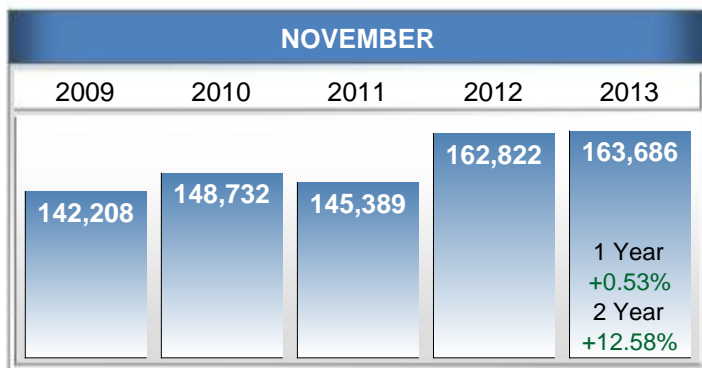
Closed Sales as of Dec 12, 2013



### Average Sold Price at Closing

Report Produced on: Dec 12, 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+
\$25,000 and less	112	3.64%	17,878	18,353	17,501	16,714	0
\$25,001 \$75,000	563	18.30%	52,064	49,445	53,388	54,052	56,768
\$75,001 \$100,000	345	11.21%	88,573	87,505	88,774	90,756	79,000
\$100,001 \$150,000	789	25.64%	128,315	130,152	127,772	128,913	131,375
\$150,001 \$200,000	526	17.09%	174,203	175,907	173,436	174,820	176,731
\$200,001 \$275,000	407	13.23%	234,096	232,184	232,931	236,108	235,273
\$275,001 and up	335	10.89%	458,635	435,391	378,078	432,843	746,211
Average Closed Price: \$163,686				\$113,600	\$135,971	\$244,242	\$438,778
Total Closed Units: 3,077				585	1738	668	86
Total Closed Volume: 503,662,565				66.46M	236.32M	163.15M	37.73M



# Monthly Inventory Analysis

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## November 2013

Closed Sales as of Dec 12, 2013



### Average Percent of List Price to Selling Price

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



#### 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	112	3.64%	85.48%	86.71%	85.14%	77.97%	0.00%	
\$25,001 - \$75,000	563	18.30%	93.17%	92.88%	93.52%	94.56%	77.93%	
\$75,001 - \$100,000	345	11.21%	96.39%	95.77%	96.51%	97.22%	95.09%	
\$100,001 - \$150,000	789	25.64%	97.28%	95.91%	97.72%	96.61%	95.98%	
\$150,001 - \$200,000	526	17.09%	98.20%	97.18%	98.49%	98.18%	96.86%	
\$200,001 - \$275,000	407	13.23%	97.92%	97.88%	98.09%	97.74%	97.72%	
\$275,001 and up	335	10.89%	97.00%	96.00%	97.14%	97.62%	94.47%	
Average List/Sell Ratio:				96.20%	94.29%	96.57%	97.22%	94.16%
Total Closed Units:				3,077	585	1738	668	86
Total Closed Volume:				503,662,565	66.46M	236.32M	163.15M	37.73M



# Monthly Inventory Analysis

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## November 2013

Inventory as of Dec 12, 2013



### Market Summary

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**Absorption:** Last 12 months, an Average of **3,635** Sales/Month

**Active Inventory** as of November 30, 2013 = **20,646**

	NOVEMBER			Year To Date		
	2012	2013	+/-%	2012	2013	+/-%
Closed Sales	3,150	3,077	-2.32%	37,831	40,510	7.08%
Pending Sales	2,862	3,081	7.65%	38,929	42,089	8.12%
New Listings	4,588	4,374	-4.66%	66,639	67,738	1.65%
Average List Price	168,411	169,706	0.77%	160,741	168,644	4.92%
Average Sale Price	162,822	163,686	0.53%	155,099	163,231	5.24%
Average Percent of List Price to Selling Price	96.33%	96.21%	-0.13%	96.29%	96.59%	0.31%
Average Days on Market to Sale	78.29	77.66	-0.81%	82.60	75.57	-8.51%
Monthly Inventory	22,571	20,646	-8.53%	22,571	20,646	-8.53%
Months Supply of Inventory	6.65	5.68	-14.63%	6.65	5.68	-14.63%

