



October 2013

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

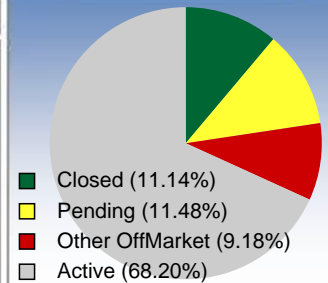


Absorption: Last 12 months, an Average of **3,636** Sales/Month

Active Inventory as of October 31, 2013 = **21,584**

	OCTOBER		
	2012	2013	+/- %
Closed Listings	3,498	3,524	0.74%
Pending Listings	3,363	3,634	8.06%
New Listings	5,590	5,711	2.16%
Average List Price	162,109	161,535	-0.35%
Average Sale Price	156,558	156,086	-0.30%
Average Percent of List Price to Selling Price	96.21%	96.18%	-0.03%
Average Days on Market to Sale	82.32	76.06	-7.60%
End of Month Inventory	23,337	21,584	-7.51%
Months Supply of Inventory	6.97	5.94	-14.82%

Market Activity



Monthly Inventory Analysis

Report Produced on: Nov 13, 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 October 2013 decreased **7.51%** to 21,584 existing homes available for sale. Over the last 12 months this area has had an average of 3,636 closed sales per month. This represents an unsold inventory index of **5.94** MSI for this period.

Average Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **0.30%** in October 2013 to \$156,086 versus the previous year at \$156,558.

Average Days on Market Shortens

The average number of **76.06** days that homes spent on the market before selling decreased by 6.26 days or **7.60%** in October 2013 compared to last year's same month at **82.32** DOM.

Sales Success for October 2013 is Positive

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

There were 5,711 New Listings in October 2013, up **2.16%** from last year at 5,590. Furthermore, there were 3,524 Closed Listings this month versus last year at 3,498, a **0.74%** increase.

Closed versus Listed trends yielded a **61.7%** ratio, down from last year's October 2013 at **62.6%**, a **1.39%** 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®**

October 2013

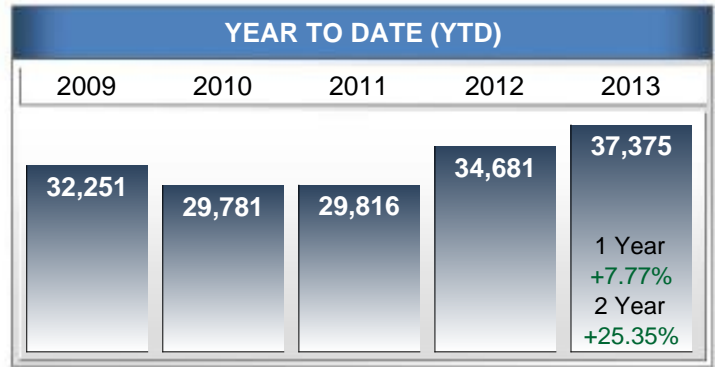
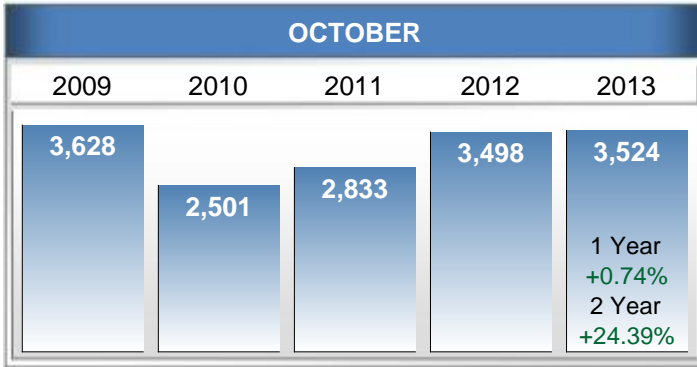
Closed Sales as of Nov 12, 2013



Closed Listings

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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	141	4.00%	86.9	73	55	11	2	
\$25,001 - \$75,000	660	18.73%	74.7	216	401	41	2	
\$75,001 - \$100,000	413	11.72%	82.0	91	288	30	4	
\$100,001 - \$150,000	851	24.15%	69.0	168	588	88	7	
\$150,001 - \$200,000	625	17.74%	71.9	98	345	170	12	
\$200,001 - \$275,000	460	13.05%	75.5	58	187	191	24	
\$275,001 and up	374	10.61%	91.8	30	106	191	47	
Total Closed Units: 3,524				76.1	734	1970	722	98
Total Closed Volume: 550,046,038					82.79M	262.40M	170.36M	34.49M
Average Closed Price: \$156,086					\$112,796	\$133,197	\$235,959	\$351,980



Monthly Inventory Analysis

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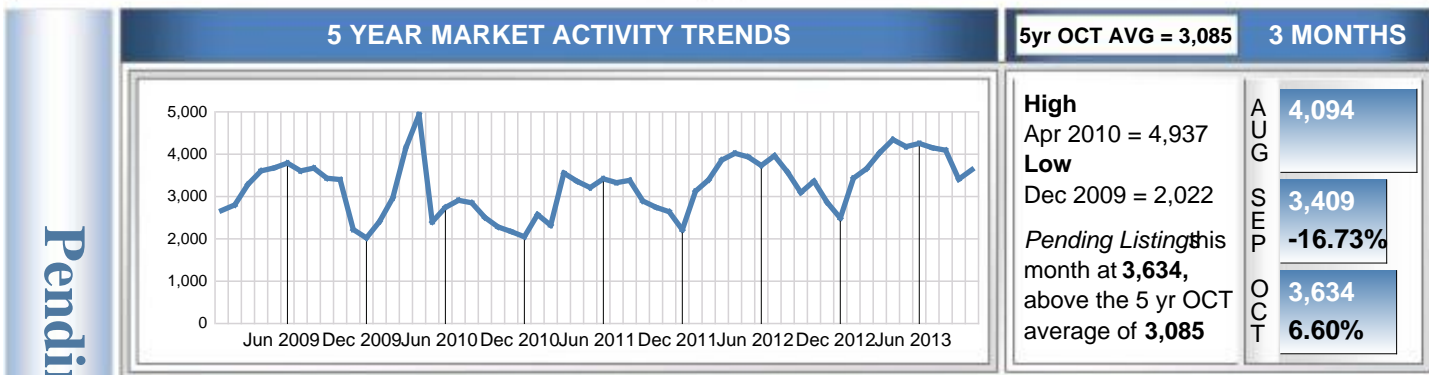
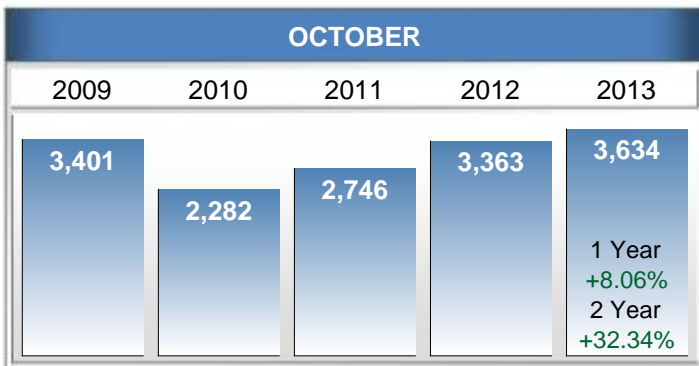
Pending Listings as of Nov 12, 2013



Pending Listings

Report Produced on: Nov 13, 2013

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



Pending Listings

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Contact an experienced REALTOR

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	328	9.03%	74.0	159	137	28	4	
\$40,001 - \$70,000	385	10.59%	68.8	138	223	21	3	
\$70,001 - \$110,000	659	18.13%	78.8	135	463	57	4	
\$110,001 - \$150,000	772	21.24%	72.9	120	532	111	9	
\$150,001 - \$200,000	659	18.13%	73.6	71	384	183	21	
\$200,001 - \$280,000	469	12.91%	77.9	53	198	204	14	
\$280,001 and up	362	9.96%	81.8	29	89	185	59	
Total Pending Units: 3,634				82.7	705	2026	789	114
Total Pending Volume: 580,416,643					76.51M	276.36M	180.22M	47.32M
Average Listing Price: \$142,507					\$108,531	\$136,408	\$228,411	\$415,110



Monthly Inventory Analysis

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New Listings as of Nov 12, 2013



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	176		3.08%	86	79	8	3	
\$25,001 - \$75,000	987		17.28%	413	493	69	12	
\$75,001 - \$100,000	657		11.50%	174	412	65	6	
\$100,001 - \$150,000	1,294		22.66%	215	896	172	11	
\$150,001 - \$225,000	1,285		22.50%	164	730	367	24	
\$225,001 - \$325,000	699		12.24%	69	281	307	42	
\$325,001 and up	613		10.73%	71	139	309	94	
Total New Listed Units:				5,711	1192	3030	1297	192
Total New Listed Volume:				1,058,138,559	152.89M	461.17M	356.94M	87.15M
Average New Listed Listing Price:				\$161,378	\$128,260	\$152,200	\$275,203	\$453,893

New Listings

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Monthly Inventory Analysis

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October 2013

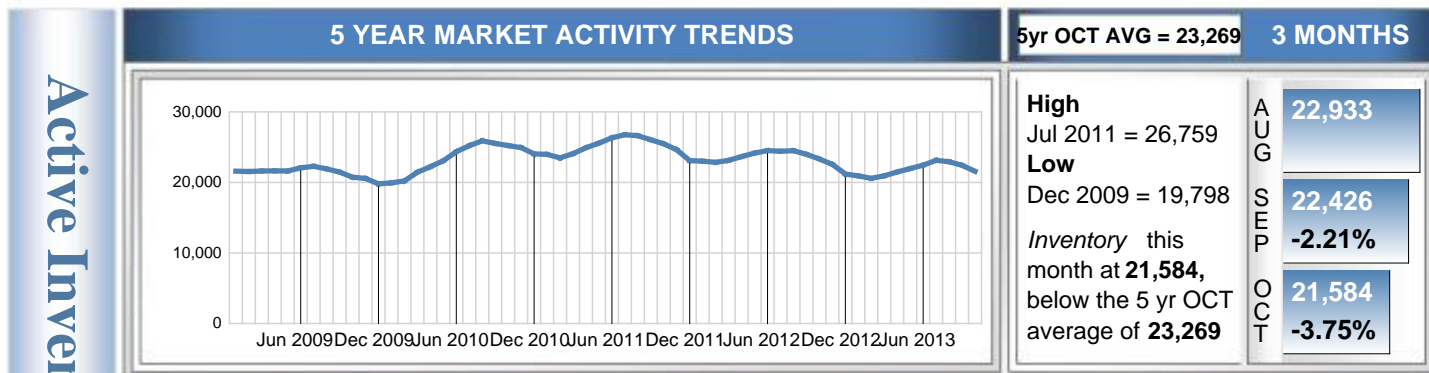
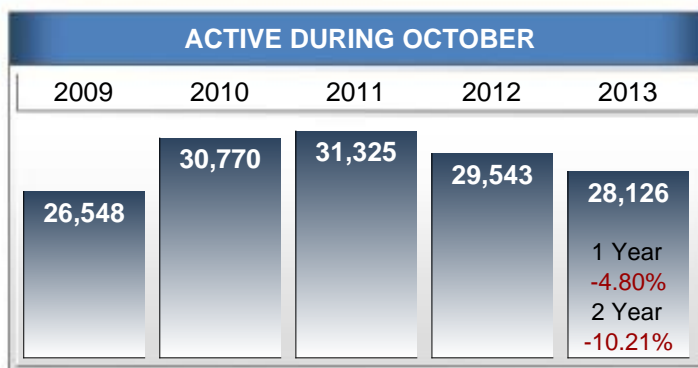
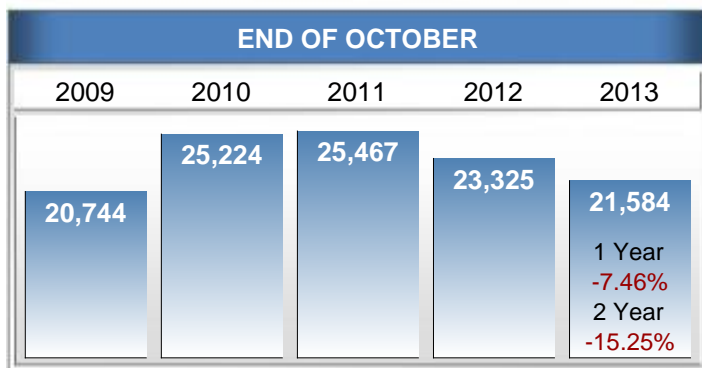
Active Inventory as of Nov 12, 2013



Active Inventory

Report Produced on: Nov 13, 2013

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



Active Inventory

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

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$50,000 and less	2,064	9.56%	118.4	1,068	868	113	15		
\$50,001 - \$75,000	2,233	10.35%	119.1	869	1,194	152	18		
\$75,001 - \$100,000	2,586	11.98%	111.4	728	1,606	229	23		
\$100,001 - \$175,000	6,403	29.67%	102.6	1,167	4,058	1,080	98		
\$175,001 - \$225,000	2,686	12.44%	103.8	416	1,348	857	65		
\$225,001 - \$375,000	3,473	16.09%	112.3	473	1,176	1,568	256		
\$375,001 and up	2,139	9.91%	119.7	216	440	977	506		
Total Active Inventory by Units:				21,584	110.3	4,937	10,690	4,976	981
Total Active Inventory by Volume:				4,336,562,787		680.65M	1.68B	1.44B	536.98M
Average Active Inventory Listing Price:				\$200,916		\$137,868	\$157,143	\$289,202	\$547,382



Monthly Inventory Analysis

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

October 2013

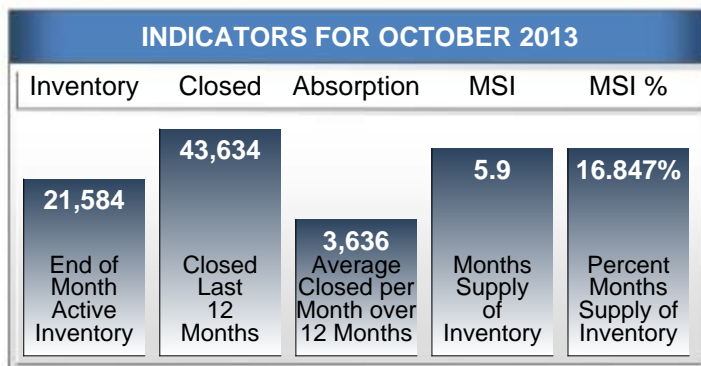
Active Inventory as of Nov 12, 2013



Months Supply of Inventory

Report Produced on: Nov 13, 2013

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Months Supply
 Ready to Buy or Sell Real Estate?
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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	2,064		9.56%	4.8	5.7	4.1	4.3	4.0
\$50,001 - \$80,000	2,797		12.96%	7.0	8.8	6.2	6.4	7.3
\$80,001 - \$110,000	2,745		12.72%	6.0	6.6	5.7	6.6	8.7
\$110,001 - \$170,000	5,310		24.60%	4.9	5.4	4.5	5.4	12.0
\$170,001 - \$240,000	3,620		16.77%	5.5	6.4	5.5	5.1	5.4
\$240,001 - \$370,000	2,834		13.13%	6.8	8.4	7.1	6.1	8.2
\$370,001 and up	2,214		10.26%	12.3	17.2	12.8	10.4	15.3
MSI:		5.9			6.7	5.4	6.2	10.3
Total Active Inventory:		21,584			4,937	10,690	4,976	981



Monthly Inventory Analysis

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

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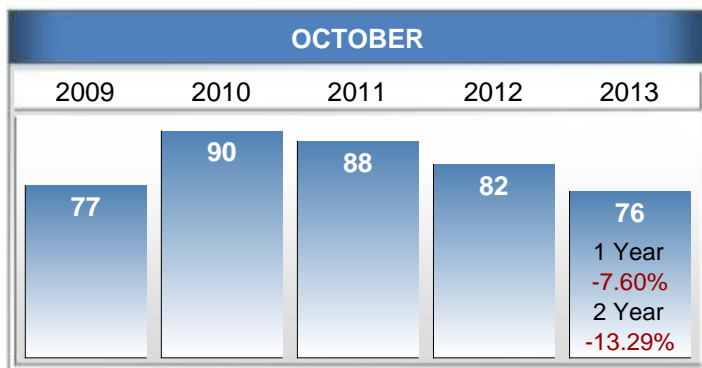
Closed Sales as of Nov 12, 2013



Average Days on Market to Sale

Report Produced on: Nov 13, 2013

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Average Days on Market

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

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	141	4.00%	86.9	96.5	78.8	63.1	92.0
\$25,001 - \$75,000	660	18.73%	74.7	80.0	73.6	57.8	47.0
\$75,001 - \$100,000	413	11.72%	82.0	92.4	77.3	86.8	144.3
\$100,001 - \$150,000	851	24.15%	69.0	87.0	64.6	63.7	67.6
\$150,001 - \$200,000	625	17.74%	71.9	94.2	65.7	65.6	154.7
\$200,001 - \$275,000	460	13.05%	75.5	80.4	76.0	70.2	101.8
\$275,001 and up	374	10.61%	91.8	123.6	84.2	95.3	74.5
Average Closed DOM: 76.1				88.5	71.0	74.8	93.1
Total Closed Units: 3,524				734	1970	722	98
Total Closed Volume: 550,046,038				82.79M	262.40M	170.36M	34.49M



Monthly Inventory Analysis

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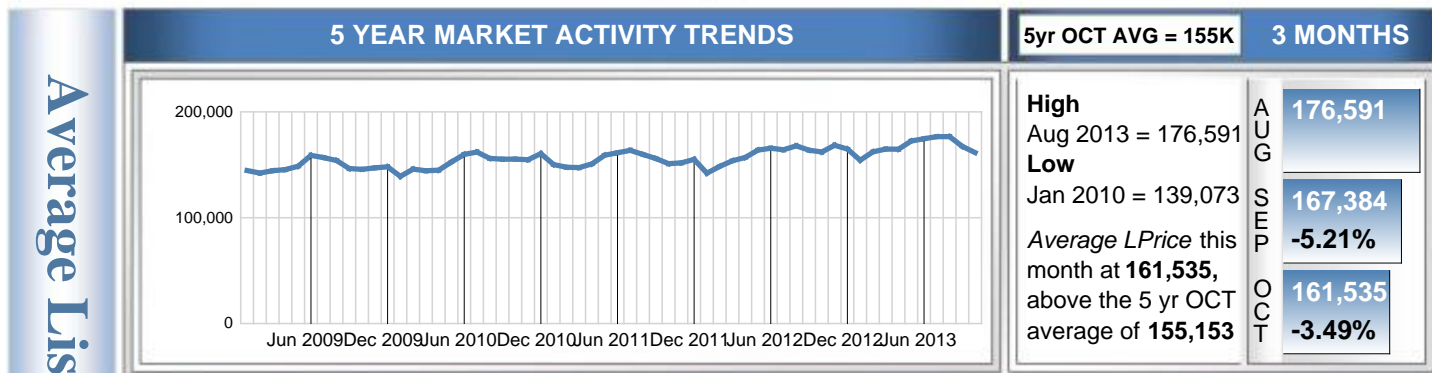
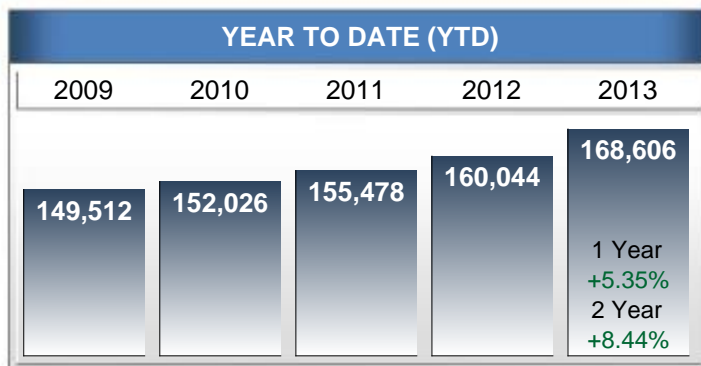
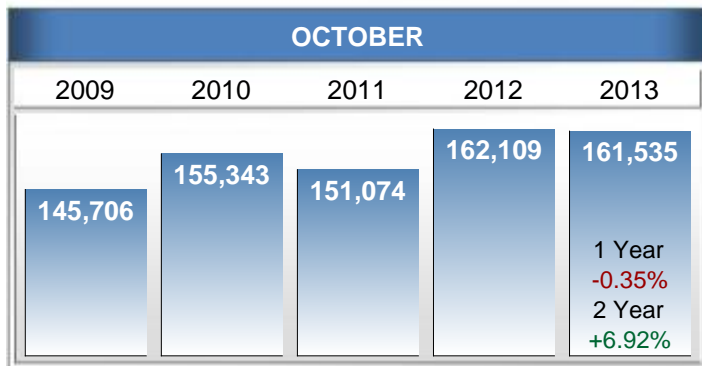
Closed Sales as of Nov 12, 2013



Average List Price at Closing

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Average List Price

Ready to Buy or Sell Real Estate?
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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	107	3.04%	17,464	21,127	24,188	18,291	8,750
\$25,001 - \$75,000	649	18.42%	52,555	54,566	56,634	51,260	47,500
\$75,001 - \$100,000	406	11.52%	88,885	93,429	91,846	94,280	98,100
\$100,001 - \$150,000	876	24.86%	127,747	130,915	129,007	134,020	135,325
\$150,001 - \$200,000	625	17.74%	175,573	177,641	175,562	180,960	186,500
\$200,001 - \$275,000	465	13.20%	235,895	238,027	237,618	241,860	243,040
\$275,001 and up	396	11.24%	418,822	381,767	373,082	425,405	578,696
Average List Price:	\$161,535			\$117,836	\$137,512	\$242,570	\$374,713
Total Closed Units:	3,524			734	1970	722	98
Total List Volume:	569,248,091			86.49M	270.90M	175.14M	36.72M



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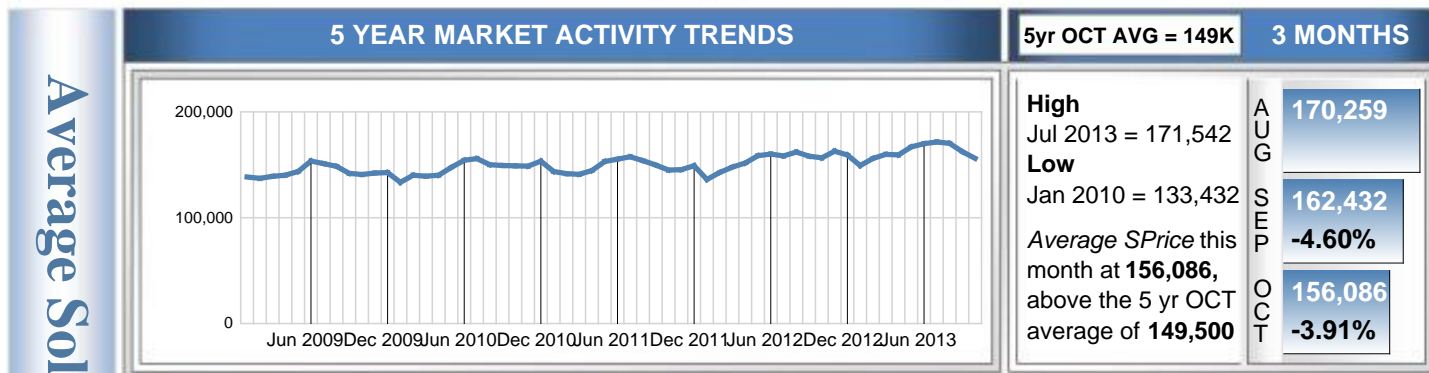
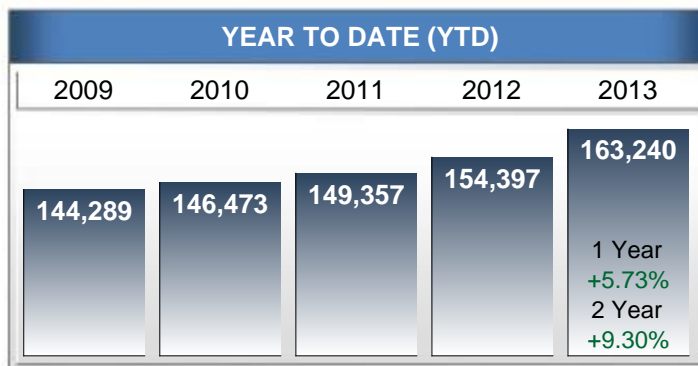
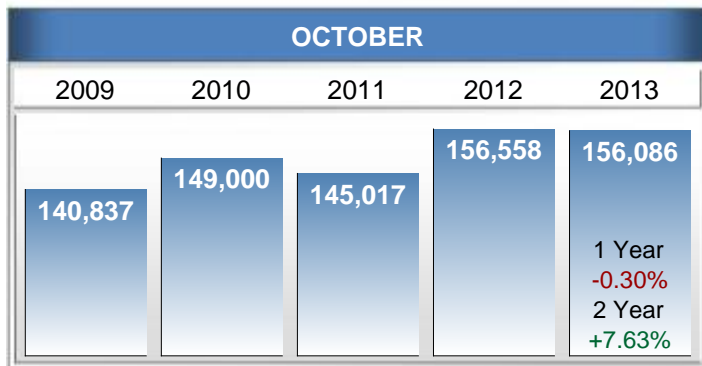
Closed Sales as of Nov 12, 2013



Average Sold Price at Closing

Report Produced on: Nov 13, 2013

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



Average Sold Price

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

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	141		4.00%	17,465	16,936	18,661	17,182	5,500	
\$25,001 - \$75,000	660		18.73%	51,748	50,529	52,721	48,593	53,000	
\$75,001 - \$100,000	413		11.72%	88,429	87,932	88,363	90,525	88,725	
\$100,001 - \$150,000	851		24.15%	126,281	126,111	125,900	129,282	124,643	
\$150,001 - \$200,000	625		17.74%	173,774	172,154	172,600	176,919	176,208	
\$200,001 - \$275,000	460		13.05%	233,988	231,128	231,294	236,902	238,701	
\$275,001 and up	374		10.61%	409,627	372,565	358,052	412,376	538,431	
Average Closed Price:					\$156,086	\$112,796	\$133,197	\$235,959	\$351,980
Total Closed Units:					3,524	734	1,970	722	98
Total Closed Volume:					550,046,038	82.79M	262.40M	170.36M	34.49M



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Closed Sales as of Nov 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? Contact an experienced REALTOR

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	141	4.00%	84.18%	82.22%	85.28%	95.63%	62.83%
\$25,001 - \$75,000	660	18.73%	93.58%	92.75%	93.67%	96.18%	110.89%
\$75,001 - \$100,000	413	11.72%	96.15%	94.56%	96.68%	96.46%	91.52%
\$100,001 - \$150,000	851	24.15%	97.68%	96.60%	98.19%	96.60%	93.71%
\$150,001 - \$200,000	625	17.74%	98.09%	97.09%	98.57%	97.90%	95.21%
\$200,001 - \$275,000	460	13.05%	97.75%	97.26%	97.49%	98.01%	98.82%
\$275,001 and up	374	10.61%	96.83%	98.05%	96.60%	97.38%	94.32%
Average List/Sell Ratio: 96.20%				93.96%	96.60%	97.44%	95.07%
Total Closed Units: 3,524				734	1970	722	98
Total Closed Volume: 550,046,038				82.79M	262.40M	170.36M	34.49M



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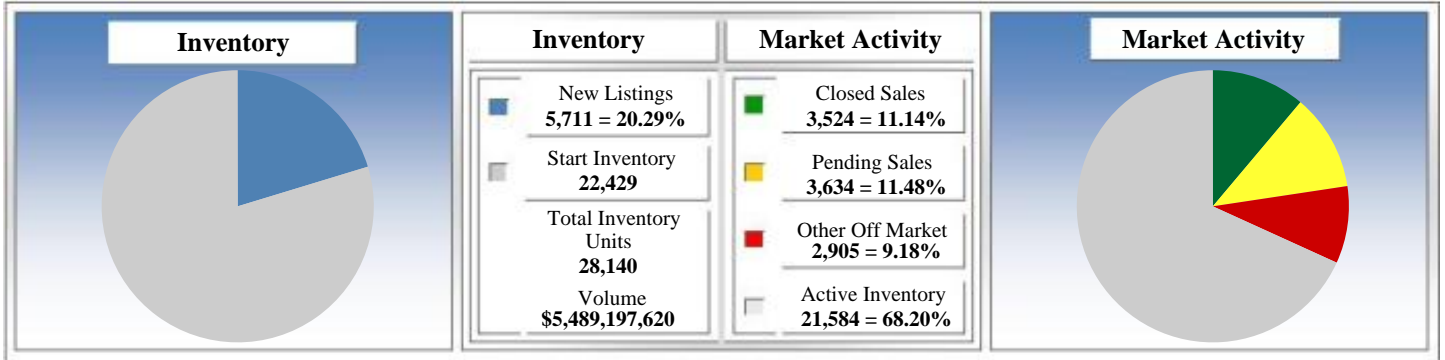
Inventory as of Nov 12, 2013



Market Summary

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Absorption: Last 12 months, an Average of **3,636** Sales/Month

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	2012	2013	+/- %	2012	2013	+/- %
Closed Sales	3,498	3,524	0.74%	34,681	37,375	7.77%
Pending Sales	3,363	3,634	8.06%	36,069	39,196	8.67%
New Listings	5,590	5,711	2.16%	62,052	63,342	2.08%
Average List Price	162,109	161,535	-0.35%	160,044	168,606	5.35%
Average Sale Price	156,558	156,086	-0.30%	154,397	163,240	5.73%
Average Percent of List Price to Selling Price	96.21%	96.18%	-0.03%	96.28%	96.62%	0.35%
Average Days on Market to Sale	82.32	76.06	-7.60%	83.00	75.31	-9.26%
Monthly Inventory	23,337	21,584	-7.51%	23,337	21,584	-7.51%
Months Supply of Inventory	6.97	5.94	-14.82%	6.97	5.94	-14.82%

