# September 2013

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

## Absorption
Last 12 months, an Average of **3,630** Sales/Month

<table>
<thead>
<tr>
<th>Active Inventory as of September 30, 2013 = 21,962</th>
</tr>
</thead>
<tbody>
<tr>
<td>Closed Listings</td>
</tr>
<tr>
<td>Pending Listings</td>
</tr>
<tr>
<td>New Listings</td>
</tr>
<tr>
<td>Average List Price</td>
</tr>
<tr>
<td>Average Sale Price</td>
</tr>
<tr>
<td>Average Percent of List Price to Selling Price</td>
</tr>
<tr>
<td>Average Days on Market to Sale</td>
</tr>
<tr>
<td>End of Month Inventory</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
</tr>
</tbody>
</table>

## Market Activity

<table>
<thead>
<tr>
<th>SEPTEMBER</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
</tr>
<tr>
<td>Reported: 161,992</td>
</tr>
<tr>
<td>New Listings</td>
</tr>
<tr>
<td>Pending Listings</td>
</tr>
<tr>
<td>Active Listings</td>
</tr>
<tr>
<td>Inventory</td>
</tr>
<tr>
<td>Closed Listings</td>
</tr>
<tr>
<td>Average List Price</td>
</tr>
<tr>
<td>Average Sale Price</td>
</tr>
<tr>
<td>Average Percent of List Price to Selling Price</td>
</tr>
<tr>
<td>Average Days on Market to Sale</td>
</tr>
<tr>
<td>End of Month Inventory</td>
</tr>
<tr>
<td>Months Supply of Inventory</td>
</tr>
</tbody>
</table>

## 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 September 2013 decreased **8.44%** to 21,962 existing homes available for sale. Over the last 12 months this area has had an average of 3,630 closed sales per month. This represents an unsold inventory index of **6.05** 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 **2.43%** in September 2013 to $161,992 versus the previous year at $158,144.

#### Average Days on Market Shortens

The average number of **71.80** days that homes spent on the market before selling decreased by 9.40 days or **11.57%** in September 2013 compared to last year’s same month at **81.19** DOM.

#### Sales Success for September 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 5,454 New Listings in September 2013, up **1.70%** from last year at 5,363. Furthermore, there were 3,667 Closed Listings this month versus last year at 3,196, a **14.74%** increase.

Closed versus Listed trends yielded a **67.2%** ratio, up from last year’s September 2013 at **59.6%**, a **12.82%** 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

- **Closed Listings** | 1
- **Pending Listings** | 2
- **New Listings** | 3
- **Inventory** | 4
- **Months Supply of Inventory** | 5
- **Average Days on Market to Sale** | 6
- **Average List Price at Closing** | 7
- **Average Sale Price at Closing** | 8
- **Average Percent of List Price to Selling Price** | 9
- **Market Summary** | 10

### 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
## Closed Listings

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

**SEPTEMBER**

<table>
<thead>
<tr>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>3,513</td>
<td>2,697</td>
<td>3,217</td>
<td>3,196</td>
<td>3,667</td>
</tr>
</tbody>
</table>

1 Year +14.74%
2 Year +13.99%

**YEAR TO DATE (YTD)**

<table>
<thead>
<tr>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>28,623</td>
<td>27,279</td>
<td>26,983</td>
<td>31,182</td>
<td>33,801</td>
</tr>
</tbody>
</table>

1 Year +8.40%
2 Year +25.27%

### 5 Year Market Activity Trends

- **High**: Jul 2013 = 4,613
- **Low**: Jan 2010 = 1,719

Closed Listings this month at 3,667, above the 5 yr SEP average of 3,258

### Closed Listings & Bedrooms Distribution by Price

| $25,000 and less | 158 | 4.31% | 96.2 | 78 | 69 | 9 | 2 |
| $25,001-$75,000 | 609 | 16.61% | 84.2 | 213 | 353 | 32 | 11 |
| $75,001-$100,000 | 388 | 10.58% | 71.8 | 87 | 268 | 27 | 6 |
| $100,001-$150,000 | 908 | 24.76% | 59.4 | 144 | 655 | 104 | 5 |
| $150,001-$200,000 | 712 | 19.42% | 73.2 | 100 | 413 | 189 | 10 |
| $200,001-$275,000 | 473 | 12.90% | 69.9 | 67 | 163 | 225 | 18 |
| $275,001 and up | 419 | 11.43% | 71.4 | 36 | 113 | 222 | 48 |

Total Closed Units: 3,667 | 71.8 | 725 | 2034 | 808 | 100 |
Total Closed Volume: 594,023,433 | 86.37M | 278.53M | 194.47M | 34.65M |
Average Closed Price: $161,992 | $119,135 | $136,937 | $240,686 | $346,455 |

Reports produced and compiled by RE STATS Inc. Information is deemed reliable but not guaranteed. Does not reflect all market activity.

Steve Reese
405-848-9944
steve@oklahomarealtors.com
Monthly Inventory Analysis
Data from the The Oklahoma Association of REALTORS®

September 2013
Pending Listings as of Oct 13, 2013

Reports produced and compiled by RE STATS Inc. Information is deemed reliable but not guaranteed. Does not reflect all market activity.
New Listings
Area Delimited by Entire OK State MLS - Single-Family Property Type

SEPTEMBER

<table>
<thead>
<tr>
<th>Year</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>5,501</td>
</tr>
<tr>
<td>2010</td>
<td>5,229</td>
</tr>
<tr>
<td>2011</td>
<td>5,363</td>
</tr>
<tr>
<td>2012</td>
<td>5,454</td>
</tr>
<tr>
<td>2013</td>
<td></td>
</tr>
</tbody>
</table>

1 Year: +1.70%
2 Year: -1.32%

YEAR TO DATE (YTD)

<table>
<thead>
<tr>
<th>Year</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>51,859</td>
</tr>
<tr>
<td>2010</td>
<td>54,637</td>
</tr>
<tr>
<td>2011</td>
<td>54,110</td>
</tr>
<tr>
<td>2012</td>
<td>56,459</td>
</tr>
<tr>
<td>2013</td>
<td>57,607</td>
</tr>
</tbody>
</table>

1 Year: +2.03%
2 Year: +6.46%

5 YEAR MARKET ACTIVITY TRENDS

Distribution of New Listings by Price Range

<table>
<thead>
<tr>
<th>Price Range</th>
<th>Units</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>$50,000 and less</td>
<td>526</td>
<td>9.64%</td>
</tr>
<tr>
<td>$50,001 - $75,000</td>
<td>557</td>
<td>10.21%</td>
</tr>
<tr>
<td>$75,001 - $100,000</td>
<td>617</td>
<td>11.31%</td>
</tr>
<tr>
<td>$100,001 - $150,000</td>
<td>1,275</td>
<td>23.38%</td>
</tr>
<tr>
<td>$150,001 - $225,000</td>
<td>1,222</td>
<td>22.41%</td>
</tr>
<tr>
<td>$225,001 - $325,000</td>
<td>629</td>
<td>11.53%</td>
</tr>
<tr>
<td>$325,001 and up</td>
<td>628</td>
<td>11.51%</td>
</tr>
</tbody>
</table>

Total New Listed Units: 5,454
Total New Listed Volume: 1,035,130,185
Average New Listed Listing Price: $210,700

High
Apr 2010 = 7,793
Dec 2012 = 3,698
New Listings this month at 5,454, above the 5 yr SEP average of 5,415

Low
JUL AUC
7,138
6,356
5,454
-10.96%
-14.19%

Contact an experienced REALTOR

Reports produced and compiled by RE STATS Inc. Information is deemed reliable but not guaranteed. Does not reflect all market activity.
Monthly Inventory Analysis
Data from the The Oklahoma Association of REALTORS®
September 2013
Active Inventory as of Oct 13, 2013

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

END OF SEPTEMBER

<table>
<thead>
<tr>
<th></th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>21,467</td>
<td>25,530</td>
<td>26,043</td>
<td>23,973</td>
<td>21,962</td>
<td></td>
</tr>
<tr>
<td>1 Year</td>
<td>-8.39%</td>
<td>2 Year</td>
<td>-15.67%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

ACTIVE DURING SEPTEMBER

<table>
<thead>
<tr>
<th></th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>27,384</td>
<td>31,087</td>
<td>32,115</td>
<td>29,816</td>
<td>28,090</td>
<td></td>
</tr>
<tr>
<td>1 Year</td>
<td>-5.79%</td>
<td>2 Year</td>
<td>-12.53%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 23,795
3 MONTHS

High
JUL 2011 = 26,758
LOW
DEC 2009 = 19,799
Inventory this month at 21,962, below the 5 yr SEP average of 23,795

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range

<table>
<thead>
<tr>
<th>Price Range</th>
<th>%</th>
<th>AVDOM</th>
<th>≤2 Beds</th>
<th>3 Beds</th>
<th>4 Beds</th>
<th>5 Beds+</th>
</tr>
</thead>
<tbody>
<tr>
<td>$50,000 and less</td>
<td>9.38%</td>
<td>119.1</td>
<td>1,073</td>
<td>851</td>
<td>125</td>
<td>11</td>
</tr>
<tr>
<td>$50,001-$75,000</td>
<td>10.32%</td>
<td>116.8</td>
<td>880</td>
<td>1,221</td>
<td>147</td>
<td>18</td>
</tr>
<tr>
<td>$75,001-$100,000</td>
<td>12.09%</td>
<td>109.4</td>
<td>726</td>
<td>1,677</td>
<td>230</td>
<td>22</td>
</tr>
<tr>
<td>$100,01-$175,000</td>
<td>30.23%</td>
<td>100.9</td>
<td>1,205</td>
<td>4,208</td>
<td>1,117</td>
<td>109</td>
</tr>
<tr>
<td>$175,01-$225,000</td>
<td>12.21%</td>
<td>102.1</td>
<td>401</td>
<td>1,330</td>
<td>887</td>
<td>64</td>
</tr>
<tr>
<td>$225,01-$350,000</td>
<td>14.72%</td>
<td>109.3</td>
<td>458</td>
<td>1,084</td>
<td>1,449</td>
<td>242</td>
</tr>
<tr>
<td>$350,01 and up</td>
<td>11.05%</td>
<td>118.2</td>
<td>236</td>
<td>493</td>
<td>1,125</td>
<td>573</td>
</tr>
</tbody>
</table>

Total Active Inventory by Units: 21,962
Total Active Inventory by Volume: 4,371,874,530
Average Active Inventory Listing Price: $199,065

Reports produced and compiled by RE STATS Inc. Information is deemed reliable but not guaranteed. Does not reflect all market activity.

Steve Reese
405-848-9944
steve@oklahomarealtors.com
# Monthly Inventory Analysis

**The Oklahoma Association of REALTORS®**

**September 2013**

**Active Inventory as of Oct 13, 2013**

## Months Supply of Inventory

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

### MSI FOR SEPTEMBER

<table>
<thead>
<tr>
<th>Year</th>
<th>MSI</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>7.0</td>
</tr>
<tr>
<td>2010</td>
<td>8.3</td>
</tr>
<tr>
<td>2011</td>
<td>9.1</td>
</tr>
<tr>
<td>2012</td>
<td>7.3</td>
</tr>
<tr>
<td>2013</td>
<td>6.1</td>
</tr>
</tbody>
</table>

- **1 Year** -16.88%
- **2 Year** -33.53%

### INDICATORS FOR SEPTEMBER 2013

<table>
<thead>
<tr>
<th>Indicator</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Inventory</td>
<td>21,962</td>
</tr>
<tr>
<td>Closed</td>
<td>43,556</td>
</tr>
<tr>
<td>Absorption</td>
<td>3,630</td>
</tr>
<tr>
<td>MSI</td>
<td>6.1</td>
</tr>
<tr>
<td>MSI %</td>
<td>16.527%</td>
</tr>
</tbody>
</table>

### 5 YEAR MARKET ACTIVITY TRENDS

**5yr SEP AVG = 7.6**

**3 MONTHS**

<table>
<thead>
<tr>
<th>Month</th>
<th>MSI</th>
</tr>
</thead>
<tbody>
<tr>
<td>High</td>
<td>6.4</td>
</tr>
<tr>
<td>Low</td>
<td>6.3</td>
</tr>
<tr>
<td>Months Supply this month at 6.1, below the 5yr SEP average of 7.6</td>
<td>6.1</td>
</tr>
</tbody>
</table>

### MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

<table>
<thead>
<tr>
<th>Price Range</th>
<th>MSI</th>
<th>%</th>
<th>≤2 Beds</th>
<th>3 Beds</th>
<th>4 Beds</th>
<th>5 Beds+</th>
</tr>
</thead>
<tbody>
<tr>
<td>$50,000</td>
<td>9.38%</td>
<td>4.8</td>
<td>5.8</td>
<td>4.0</td>
<td>4.7</td>
<td>2.9</td>
</tr>
<tr>
<td>$50,001 - $80,000</td>
<td>13.03%</td>
<td>7.3</td>
<td>9.0</td>
<td>6.6</td>
<td>6.1</td>
<td>6.5</td>
</tr>
<tr>
<td>$80,001 - $110,000</td>
<td>12.96%</td>
<td>6.3</td>
<td>6.9</td>
<td>6.0</td>
<td>6.7</td>
<td>8.7</td>
</tr>
<tr>
<td>$110,001 - $170,000</td>
<td>24.97%</td>
<td>5.0</td>
<td>5.5</td>
<td>4.7</td>
<td>5.5</td>
<td>13.3</td>
</tr>
<tr>
<td>$170,001 - $240,000</td>
<td>16.54%</td>
<td>5.5</td>
<td>6.2</td>
<td>5.4</td>
<td>5.3</td>
<td>5.5</td>
</tr>
<tr>
<td>$240,001 - $370,000</td>
<td>13.05%</td>
<td>6.9</td>
<td>8.6</td>
<td>7.0</td>
<td>6.1</td>
<td>9.0</td>
</tr>
<tr>
<td>$370,001 and up</td>
<td>10.06%</td>
<td>12.4</td>
<td>15.8</td>
<td>12.4</td>
<td>10.5</td>
<td>16.6</td>
</tr>
</tbody>
</table>

**MSI:** 6.1

**Total Active Inventory:** 21,962

---

Reports produced and compiled by RE STATS Inc. Information is deemed reliable but not guaranteed. Does not reflect all market activity.

Steve Reese

405-848-9944

steve@oklahomarealtors.com
Monthly Inventory Analysis

Data from The Oklahoma Association of REALTORS®

September 2013

Closed Sales as of Oct 13, 2013

Average Days on Market to Sale

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

<table>
<thead>
<tr>
<th>SEPTEMBER</th>
<th>YEAR TO DATE (YTD)</th>
</tr>
</thead>
<tbody>
<tr>
<td>78</td>
<td>82</td>
</tr>
</tbody>
</table>

1 Year -11.57%
2 Year -15.64%

5 YEAR MARKET ACTIVITY TRENDS

5yr SEP AVG = 80

3 MONTHS

High
Mar 2011 = 98
Low
Jul 2013 = 69
Average DOM this month at 72, below the 5 yr SEP average of 80

AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range

<table>
<thead>
<tr>
<th>Price Range</th>
<th>AVDOM</th>
</tr>
</thead>
<tbody>
<tr>
<td>$25,000 and less</td>
<td>4.31%</td>
</tr>
<tr>
<td>$25,001 - $75,000</td>
<td>16.61%</td>
</tr>
<tr>
<td>$75,001 - $100,000</td>
<td>10.58%</td>
</tr>
<tr>
<td>$100,001 - $150,000</td>
<td>24.76%</td>
</tr>
<tr>
<td>$150,001 - $200,000</td>
<td>19.42%</td>
</tr>
<tr>
<td>$200,001 - $275,000</td>
<td>12.90%</td>
</tr>
<tr>
<td>$275,001 and up</td>
<td>11.43%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>2 Beds</th>
<th>3 Beds</th>
<th>4 Beds</th>
<th>5 Beds+</th>
</tr>
</thead>
<tbody>
<tr>
<td>120.1</td>
<td>72.7</td>
<td>56.4</td>
<td>153.0</td>
</tr>
<tr>
<td>89.9</td>
<td>75.0</td>
<td>124.2</td>
<td>150.6</td>
</tr>
<tr>
<td>81.4</td>
<td>64.7</td>
<td>115.6</td>
<td>51.2</td>
</tr>
<tr>
<td>65.3</td>
<td>56.2</td>
<td>70.8</td>
<td>69.4</td>
</tr>
<tr>
<td>105.6</td>
<td>67.0</td>
<td>69.6</td>
<td>70.9</td>
</tr>
<tr>
<td>63.1</td>
<td>73.5</td>
<td>67.5</td>
<td>91.3</td>
</tr>
<tr>
<td>68.5</td>
<td>71.5</td>
<td>68.0</td>
<td>89.1</td>
</tr>
</tbody>
</table>

Average Closed DOM: 71.8
Total Closed Units: 3,667
Total Closed Volume: 594,023,433

Reports produced and compiled by RE STATS Inc. Information is deemed reliable but not guaranteed. Does not reflect all market activity.

Steve Reese
405-848-9944
steve@oklahomarealtors.com
Average List Price at Closing
Area Delimited by Entire OK State MLS - Single-Family Property Type

5 YEAR MARKET ACTIVITY TRENDS

AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Contact an experienced REALTOR?

Reports produced and compiled by RE STATS Inc. Information is deemed reliable but not guaranteed. Does not reflect all market activity.
## Average Sold Price at Closing

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

### SEPTEMBER

<table>
<thead>
<tr>
<th>Year</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Price</td>
<td>141,907</td>
<td>149,336</td>
<td>149,764</td>
<td>158,144</td>
<td>161,992</td>
</tr>
</tbody>
</table>

- 1 Year: +2.43%
- 2 Year: +8.16%

### YEAR TO DATE (YTD)

<table>
<thead>
<tr>
<th>Year</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Price</td>
<td>144,726</td>
<td>146,241</td>
<td>150,156</td>
<td>154,157</td>
<td>163,953</td>
</tr>
</tbody>
</table>

- 1 Year: +6.36%
- 2 Year: +9.19%

### 5 YEAR MARKET ACTIVITY TRENDS

- **High**: Jul 2013 = 171,551
- **Low**: Jan 2010 = 133,432

- Average SPrice this month at 161,992, above the 5 yr SEP average of 152,228

### AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

<table>
<thead>
<tr>
<th>Price Range</th>
<th>≤2 Beds</th>
<th>3 Beds</th>
<th>4 Beds</th>
<th>5 Beds+</th>
</tr>
</thead>
<tbody>
<tr>
<td>$25,000 and less</td>
<td>4.31%</td>
<td>15,780</td>
<td>15,929</td>
<td>16,922</td>
</tr>
<tr>
<td>$25,001-$75,000</td>
<td>16.61%</td>
<td>52,511</td>
<td>53,697</td>
<td>59,472</td>
</tr>
<tr>
<td>$75,001-$100,000</td>
<td>10.58%</td>
<td>88,606</td>
<td>88,847</td>
<td>93,042</td>
</tr>
<tr>
<td>$100,001-$150,000</td>
<td>24.76%</td>
<td>127,427</td>
<td>129,069</td>
<td>121,160</td>
</tr>
<tr>
<td>$150,001-$200,000</td>
<td>19.42%</td>
<td>173,698</td>
<td>176,946</td>
<td>178,330</td>
</tr>
<tr>
<td>$200,001-$275,000</td>
<td>12.90%</td>
<td>234,700</td>
<td>236,227</td>
<td>238,493</td>
</tr>
<tr>
<td>$275,001 and up</td>
<td>11.43%</td>
<td>417,142</td>
<td>405,420</td>
<td>559,596</td>
</tr>
</tbody>
</table>

- Average Closed Price: $161,992
- Total Closed Units: 3,667
- Total Closed Volume: 594,023,433

- Reports produced and compiled by RE STATS Inc. Information is deemed reliable but not guaranteed. Does not reflect all market activity.

- Steve Reese
  - 405-848-9944
  - steve@oklahomarealtors.com

- pp. 8
Monthly Inventory Analysis

The Oklahoma Association of REALTORS®

September 2013

Closed Sales as of Oct 13, 2013

Average Percent of List Price to Selling Price

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

---

**AVERAGE L/S% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE**

<table>
<thead>
<tr>
<th>Distribution of Avgmed L/S % by Price Range</th>
<th>%</th>
<th>AVL/S%</th>
<th>≤2 Beds</th>
<th>3 Beds</th>
<th>4 Beds</th>
<th>5 Beds+</th>
</tr>
</thead>
<tbody>
<tr>
<td>$25,000 and less</td>
<td>158</td>
<td>4.31%</td>
<td>85.18%</td>
<td>82.77%</td>
<td>87.12%</td>
<td>89.31%</td>
</tr>
<tr>
<td>$25,001 - $75,000</td>
<td>609</td>
<td>16.61%</td>
<td>93.80%</td>
<td>92.68%</td>
<td>94.57%</td>
<td>91.48%</td>
</tr>
<tr>
<td>$75,001 - $100,000</td>
<td>388</td>
<td>10.58%</td>
<td>97.09%</td>
<td>97.36%</td>
<td>97.12%</td>
<td>96.30%</td>
</tr>
<tr>
<td>$100,001 - $150,000</td>
<td>908</td>
<td>24.76%</td>
<td>97.65%</td>
<td>97.28%</td>
<td>97.77%</td>
<td>97.33%</td>
</tr>
<tr>
<td>$150,001 - $200,000</td>
<td>712</td>
<td>19.42%</td>
<td>97.89%</td>
<td>97.17%</td>
<td>98.10%</td>
<td>97.77%</td>
</tr>
<tr>
<td>$200,001 - $275,000</td>
<td>473</td>
<td>12.90%</td>
<td>97.83%</td>
<td>97.20%</td>
<td>98.08%</td>
<td>97.91%</td>
</tr>
<tr>
<td>$275,001 and up</td>
<td>419</td>
<td>11.43%</td>
<td>97.57%</td>
<td>97.19%</td>
<td>97.89%</td>
<td>97.61%</td>
</tr>
</tbody>
</table>

Average List/Sell Ratio: 96.50%
Total Closed Units: 3,667
Total Closed Volume: 594,023,433
**Monthly Inventory Analysis**

Data from The Oklahoma Association of REALTORS®

**September 2013**

Inventory as of Oct 13, 2013

---

**Market Summary**

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

---

### Inventory

<table>
<thead>
<tr>
<th>New Listings</th>
<th>Start Inventory</th>
<th>Total Inventory</th>
</tr>
</thead>
<tbody>
<tr>
<td>5,454 = 19.41%</td>
<td>22,640</td>
<td>28,094</td>
</tr>
</tbody>
</table>

**Volume**: $5,506,360,199

---

### Market Activity

<table>
<thead>
<tr>
<th>Closed Sales</th>
<th>Pending Sales</th>
<th>Other Off Market</th>
</tr>
</thead>
<tbody>
<tr>
<td>3,667 = 11.55%</td>
<td>3,485 = 10.97%</td>
<td>2,642 = 8.32%</td>
</tr>
</tbody>
</table>

**Active Inventory**: 21,962 = 69.16%

---

### Absorption

Last 12 months, an Average of 3,630 Sales/Month

**Active Inventory** as of September 30, 2013 = 21,962

### SEPTEMBER

<table>
<thead>
<tr>
<th>2012</th>
<th>2013</th>
<th>+/- %</th>
</tr>
</thead>
<tbody>
<tr>
<td>3,196</td>
<td>3,667</td>
<td>14.74%</td>
</tr>
<tr>
<td>3,096</td>
<td>3,485</td>
<td>12.56%</td>
</tr>
<tr>
<td>5,363</td>
<td>5,454</td>
<td>1.70%</td>
</tr>
<tr>
<td>163,786</td>
<td>166,913</td>
<td>1.91%</td>
</tr>
<tr>
<td>158,144</td>
<td>161,992</td>
<td>2.43%</td>
</tr>
<tr>
<td>96.35%</td>
<td>96.47%</td>
<td>0.13%</td>
</tr>
<tr>
<td>81.19</td>
<td>71.80</td>
<td>-11.57%</td>
</tr>
<tr>
<td>23,987</td>
<td>21,962</td>
<td>-8.44%</td>
</tr>
<tr>
<td>7.28</td>
<td>6.05</td>
<td>-16.93%</td>
</tr>
</tbody>
</table>

### Year To Date

<table>
<thead>
<tr>
<th>2012</th>
<th>2013</th>
<th>+/- %</th>
</tr>
</thead>
<tbody>
<tr>
<td>31,182</td>
<td>33,801</td>
<td>8.40%</td>
</tr>
<tr>
<td>32,717</td>
<td>35,720</td>
<td>9.18%</td>
</tr>
<tr>
<td>56,459</td>
<td>57,607</td>
<td>2.03%</td>
</tr>
<tr>
<td>159,814</td>
<td>169,308</td>
<td>5.94%</td>
</tr>
<tr>
<td>154,157</td>
<td>163,953</td>
<td>6.36%</td>
</tr>
<tr>
<td>96.29%</td>
<td>96.67%</td>
<td>0.39%</td>
</tr>
<tr>
<td>83.07</td>
<td>75.20</td>
<td>-9.47%</td>
</tr>
<tr>
<td>23,987</td>
<td>21,962</td>
<td>-8.44%</td>
</tr>
<tr>
<td>7.28</td>
<td>6.05</td>
<td>-16.93%</td>
</tr>
</tbody>
</table>

---

**SEPTEMBER MARKET**

<table>
<thead>
<tr>
<th>New Listings</th>
<th>Pending Listings</th>
</tr>
</thead>
<tbody>
<tr>
<td>5,363</td>
<td>5,454</td>
</tr>
<tr>
<td>+1.70%</td>
<td>+12.56%</td>
</tr>
</tbody>
</table>

**AVERAGE PRICES**

<table>
<thead>
<tr>
<th>List Price</th>
<th>Sale Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>163,786</td>
<td>161,992</td>
</tr>
<tr>
<td>+1.91%</td>
<td>+2.43%</td>
</tr>
</tbody>
</table>

**INVENTORY**

<table>
<thead>
<tr>
<th>Active Inventory</th>
<th>Monthly Supply of Inventory</th>
</tr>
</thead>
<tbody>
<tr>
<td>23,987</td>
<td>21,962</td>
</tr>
<tr>
<td>-8.44%</td>
<td>-16.93%</td>
</tr>
</tbody>
</table>

**AVERAGE L/S% & DOM**

<table>
<thead>
<tr>
<th>% of List to Sale Price</th>
<th>Days on Market to Sale</th>
</tr>
</thead>
<tbody>
<tr>
<td>96.35%</td>
<td>81.19</td>
</tr>
<tr>
<td>+0.13%</td>
<td>-11.57%</td>
</tr>
</tbody>
</table>

---

Reports produced and compiled by RE STATS Inc. Information is deemed reliable but not guaranteed. Does not reflect all market activity.

Steve Reese 405-848-9944 steve@oklahomarealtors.com