



# September 2013

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

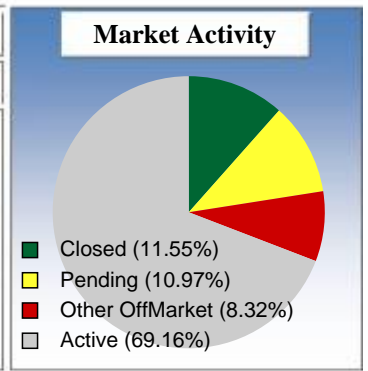


**Absorption:** Last 12 months, an Average of **3,630** Sales/Month

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

Closed Listings	
Pending Listings	
New Listings	
Average List Price	
Average Sale Price	
Average Percent of List Price to Selling Price	
Average Days on Market to Sale	
End of Month Inventory	
Months Supply of Inventory	

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



## Monthly Inventory Analysis

Report Produced on: Oct 16, 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 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

<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

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## September 2013

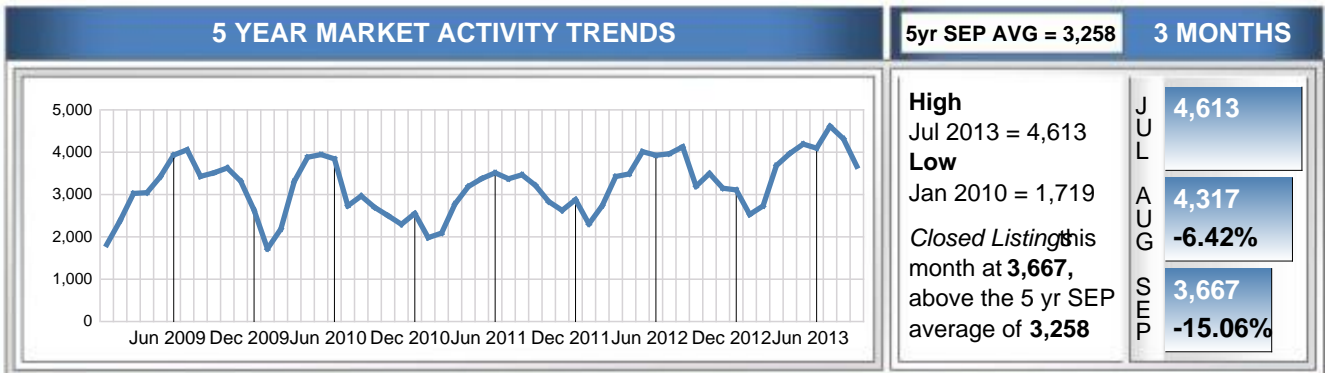
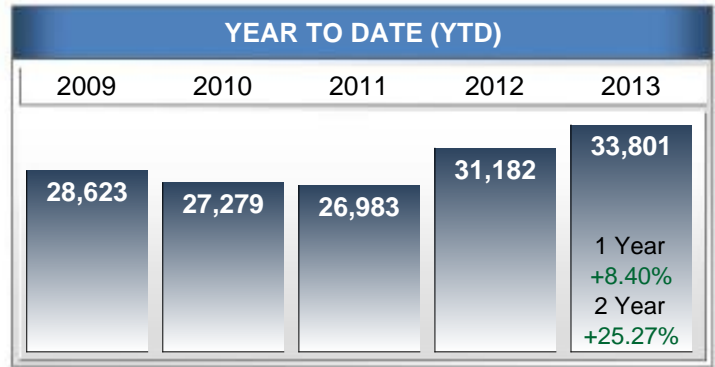
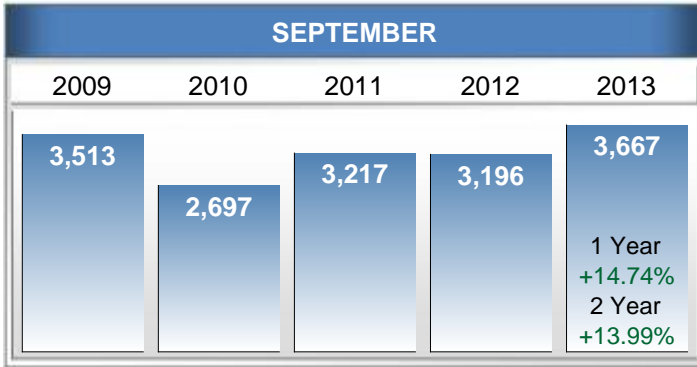
Closed Sales as of Oct 13, 2013



### Closed Listings

Report Produced on: Oct 16, 2013

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



Closed Listings

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

#### 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	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



# Monthly Inventory Analysis

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

## September 2013

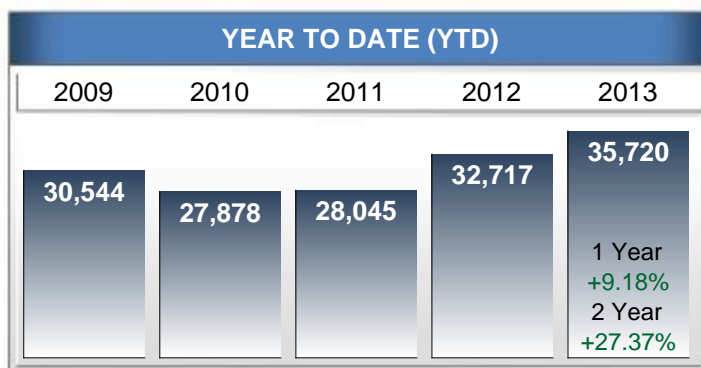
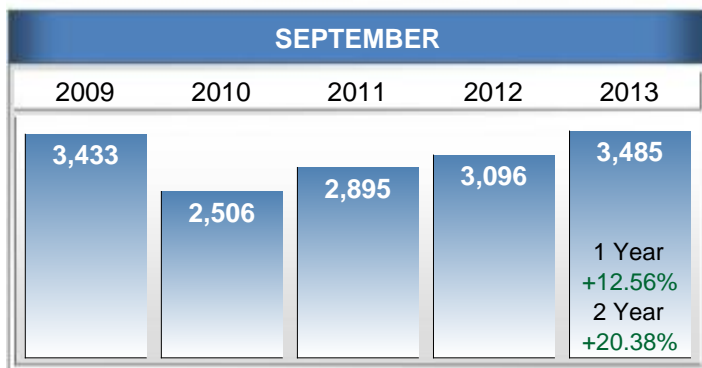
Pending Listings as of Oct 13, 2013



### Pending Listings

Report Produced on: Oct 16, 2013

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



**Pending Listings**  
  
 Ready to Buy or Sell Real Estate?  
 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+
\$25,000 and less	108	3.10%	58.6	54	47	6	1
\$25,001 - \$75,000	606	17.39%	68.6	195	360	44	7
\$75,001 - \$100,000	408	11.71%	75.4	95	273	31	9
\$100,001 - \$150,000	904	25.94%	61.5	146	652	95	11
\$150,001 - \$200,000	600	17.22%	72.3	100	345	145	10
\$200,001 - \$275,000	439	12.60%	81.9	65	192	160	22
\$275,001 and up	420	12.05%	85.4	36	116	216	52
Total Pending Units: 3,485				691	1985	697	112
Total Pending Volume: 575,073,629				86.49M	274.54M	173.67M	40.37M
Average Listing Price: \$160,505				\$125,164	\$138,307	\$249,174	\$360,455



# Monthly Inventory Analysis

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

## September 2013

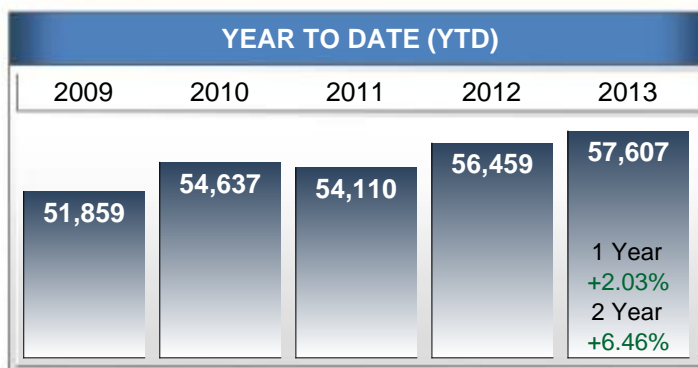
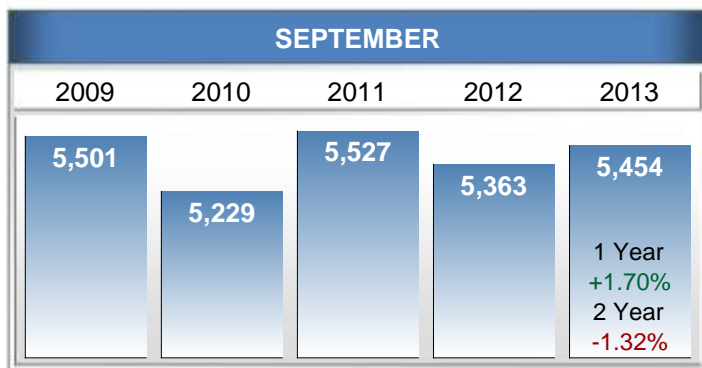
New Listings as of Oct 13, 2013



### New Listings

Report Produced on: Oct 16, 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	<b>526</b>	9.64%	255	232	34	5	
\$50,001 - \$75,000	<b>557</b>	10.21%	203	317	37	0	
\$75,001 - \$100,000	<b>617</b>	11.31%	144	406	61	6	
\$100,001 - \$150,000	<b>1,275</b>	23.38%	195	887	179	14	
\$150,001 - \$225,000	<b>1,222</b>	22.41%	151	708	339	24	
\$225,001 - \$325,000	<b>629</b>	11.53%	69	243	283	34	
\$325,001 and up	<b>628</b>	11.51%	58	139	303	128	
Total New Listed Units:			5,454	1075	2932	1236	211
Total New Listed Volume:			1,035,130,185	140.40M	438.13M	332.60M	124.00M
Average New Listed Listing Price:			\$210,700	\$130,601	\$149,431	\$269,093	\$587,699



# Monthly Inventory Analysis

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## September 2013

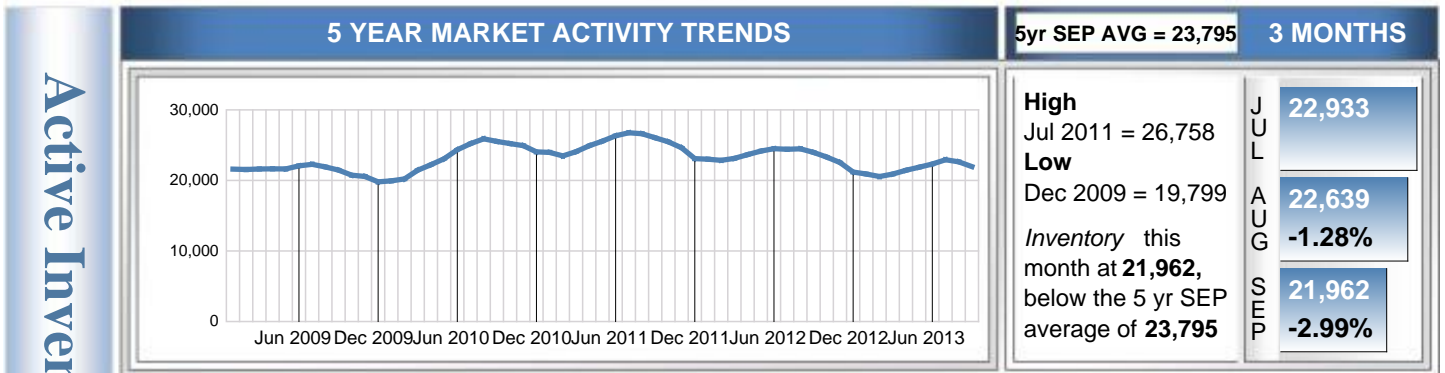
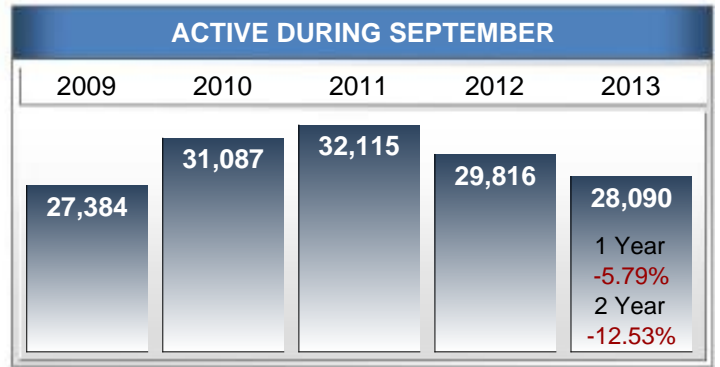
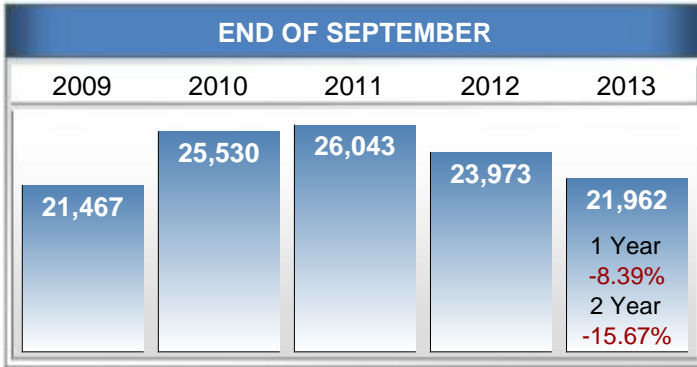
Active Inventory as of Oct 13, 2013



### Active Inventory

Report Produced on: Oct 16, 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	2,060	9.38%	119.1	1,073	851	125	11		
\$50,001 - \$75,000	2,266	10.32%	116.8	880	1,221	147	18		
\$75,001 - \$100,000	2,655	12.09%	109.4	726	1,677	230	22		
\$100,001 - \$175,000	6,639	30.23%	100.9	1,205	4,208	1,117	109		
\$175,001 - \$225,000	2,682	12.21%	102.1	401	1,330	887	64		
\$225,001 - \$350,000	3,233	14.72%	109.3	458	1,084	1,449	242		
\$350,001 and up	2,427	11.05%	118.2	236	493	1,125	573		
Total Active Inventory by Units:				21,962	108.6	4,979	10,864	5,080	1,039
Total Active Inventory by Volume:				4,371,874,530		679.24M	1.68B	1.44B	570.60M
Average Active Inventory Listing Price:				\$199,065		\$136,421	\$154,987	\$283,122	\$549,185



# Monthly Inventory Analysis

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## September 2013

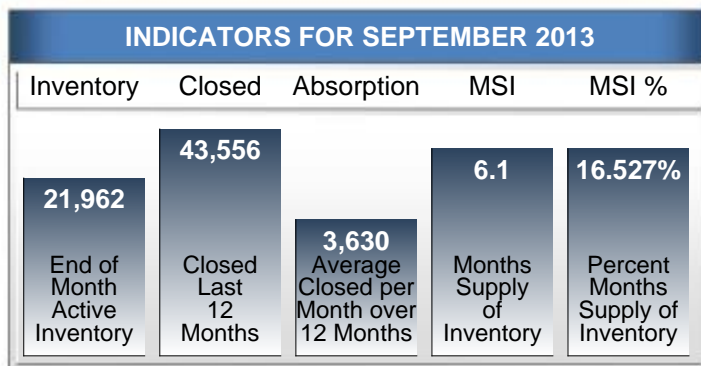
Active Inventory as of Oct 13, 2013



### Months Supply of Inventory

Report Produced on: Oct 16, 2013

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**Months Supply**  
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**5yr SEP AVG = 7.6**      **3 MONTHS**

**High**  
Jun 2011 = 9.7

**Low**  
Feb 2013 = 6.0

Months Supply this month at **6.1**, below the 5 yr SEP average of **7.6**

JUL	6.4
AUG	6.3
SEP	6.1
	<b>-4.04%</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	2,060	9.38%	4.8	5.8	4.0	4.7	2.9
\$50,001 - \$80,000	2,862	13.03%	7.3	9.0	6.6	6.1	6.5
\$80,001 - \$110,000	2,847	12.96%	6.3	6.9	6.0	6.7	8.7
\$110,001 - \$170,000	5,485	24.97%	5.0	5.5	4.7	5.5	13.3
\$170,001 - \$240,000	3,633	16.54%	5.5	6.2	5.4	5.3	5.5
\$240,001 - \$370,000	2,865	13.05%	6.9	8.6	7.0	6.1	9.0
\$370,001 and up	2,210	10.06%	12.4	15.8	12.4	10.5	16.6
MSI:			6.1	6.8	5.5	6.3	11.1
Total Active Inventory:			21,962	4,979	10,864	5,080	1,039



# Monthly Inventory Analysis

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## September 2013

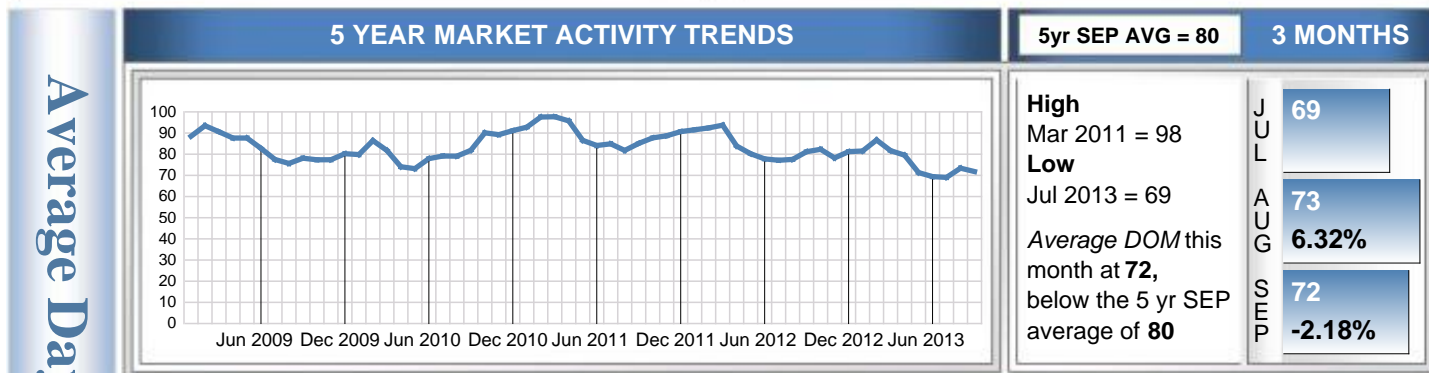
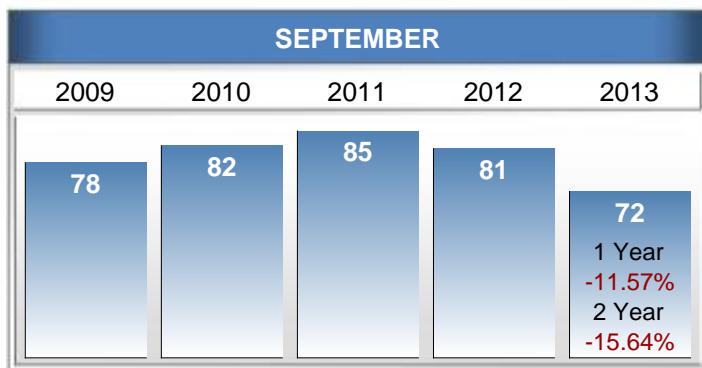
Closed Sales as of Oct 13, 2013



### Average Days on Market to Sale

Report Produced on: Oct 16, 2013

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



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	158	4.31%	96.2	120.1	72.7	56.4	153.0
\$25,001 - \$75,000	609	16.61%	84.2	89.9	75.0	124.2	150.6
\$75,001 - \$100,000	388	10.58%	71.8	81.4	64.7	115.6	51.2
\$100,001 - \$150,000	908	24.76%	59.4	65.3	56.2	70.8	69.4
\$150,001 - \$200,000	712	19.42%	73.2	105.6	67.0	69.6	70.9
\$200,001 - \$275,000	473	12.90%	69.9	63.1	73.5	67.5	91.3
\$275,001 and up	419	11.43%	71.4	68.5	71.5	68.0	89.1
Average Closed DOM: 71.8				85.9	65.6	72.3	92.5
Total Closed Units: 3,667				725	2034	808	100
Total Closed Volume: 594,023,433				86.37M	278.53M	194.47M	34.65M



# Monthly Inventory Analysis

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## September 2013

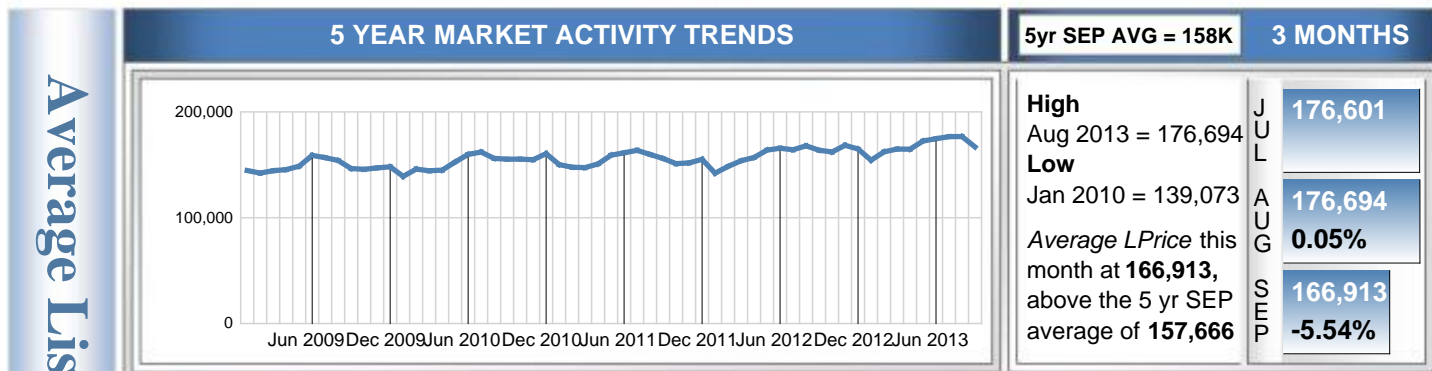
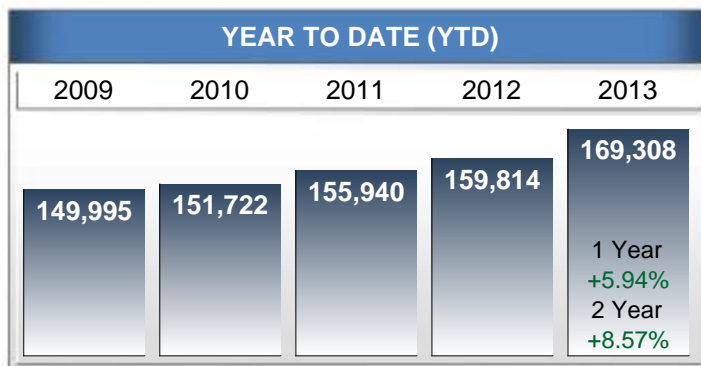
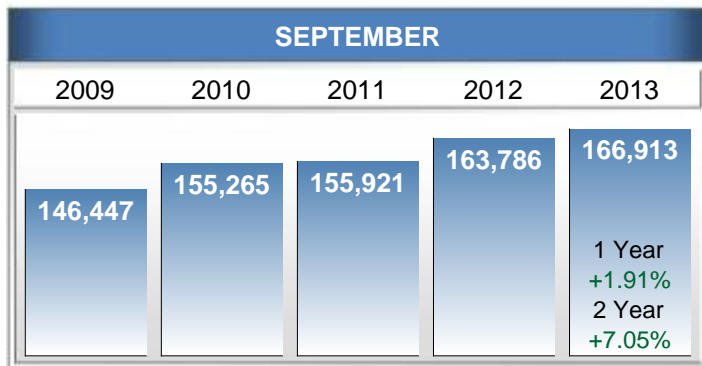
Closed Sales as of Oct 13, 2013



### Average List Price at Closing

Report Produced on: Oct 16, 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	140	3.82%	17,203	19,974	18,096	19,129	18,000
\$25,001 - \$75,000	573	15.63%	53,132	53,795	57,698	65,738	48,873
\$75,001 - \$100,000	408	11.13%	89,366	90,952	91,822	93,095	97,817
\$100,001 - \$150,000	898	24.49%	128,420	130,381	130,468	133,006	122,760
\$150,001 - \$200,000	728	19.85%	175,332	176,518	176,300	181,300	180,760
\$200,001 - \$275,000	475	12.95%	236,057	239,834	238,194	241,528	246,307
\$275,001 and up	445	12.14%	421,721	457,980	381,126	416,774	583,376
Average List Price:	\$166,913			\$124,016	\$140,799	\$247,222	\$360,175
Total Closed Units:	3,667			725	2034	808	100
Total List Volume:	612,070,212			89.91M	286.39M	199.76M	36.02M





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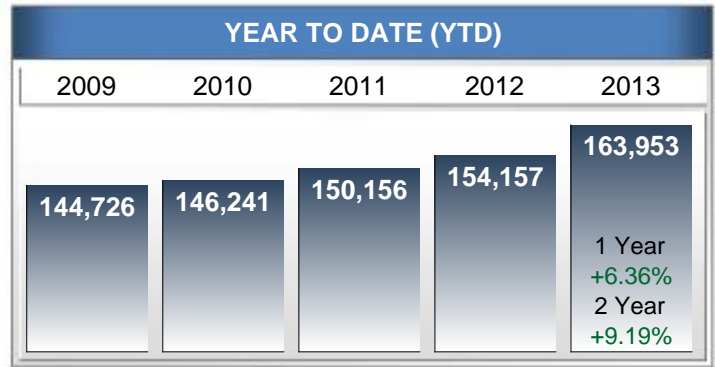
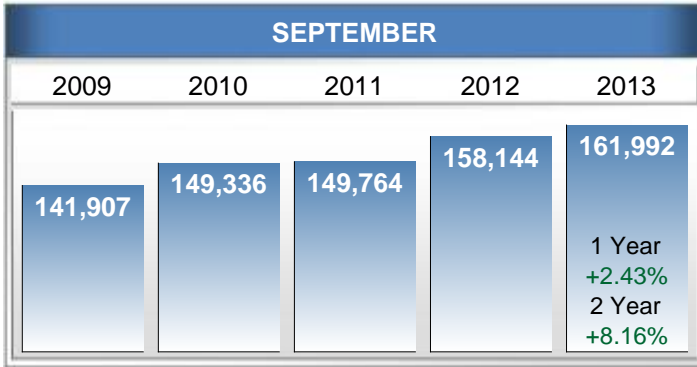
Closed Sales as of Oct 13, 2013



### Average Sold Price at Closing

Report Produced on: Oct 16, 2013

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



Average Sold Price

Ready to Buy or Sell Real Estate?  
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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	158	4.31%	15,780	15,929	15,434	16,922	16,750
\$25,001 - \$75,000	609	16.61%	52,511	49,811	53,697	59,472	46,473
\$75,001 - \$100,000	388	10.58%	88,606	88,280	88,588	88,847	93,042
\$100,001 - \$150,000	908	24.76%	127,427	126,620	127,391	129,069	121,160
\$150,001 - \$200,000	712	19.42%	173,698	171,164	172,714	176,946	178,330
\$200,001 - \$275,000	473	12.90%	234,700	232,136	233,226	236,227	238,493
\$275,001 and up	419	11.43%	417,142	442,698	371,519	405,420	559,596
Average Closed Price: \$161,992				\$119,135	\$136,937	\$240,686	\$346,455
Total Closed Units: 3,667				725	2034	808	100
Total Closed Volume: 594,023,433				86.37M	278.53M	194.47M	34.65M



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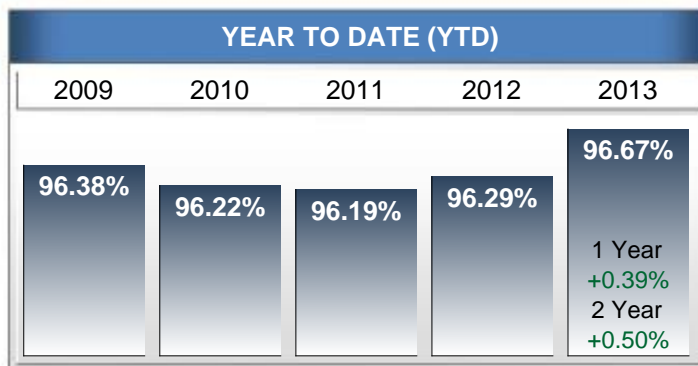
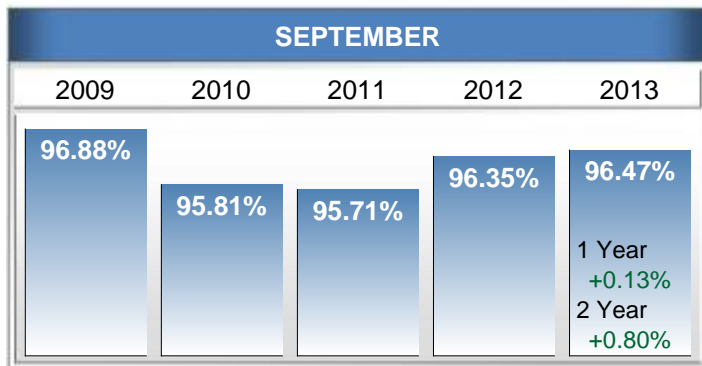
Closed Sales as of Oct 13, 2013



### 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	158	4.31%	85.18%	82.77%	87.12%	89.31%	93.82%	
\$25,001 - \$75,000	609	16.61%	93.80%	92.68%	94.57%	91.48%	97.25%	
\$75,001 - \$100,000	388	10.58%	97.09%	97.36%	97.12%	96.30%	95.57%	
\$100,001 - \$150,000	908	24.76%	97.65%	97.28%	97.77%	97.33%	98.69%	
\$150,001 - \$200,000	712	19.42%	97.89%	97.17%	98.10%	97.77%	98.75%	
\$200,001 - \$275,000	473	12.90%	97.83%	97.20%	98.08%	97.91%	96.81%	
\$275,001 and up	419	11.43%	97.57%	97.19%	97.89%	97.61%	96.91%	
Average List/Sell Ratio:				96.50%	94.35%	96.87%	97.32%	97.06%
Total Closed Units:				3,667	725	2034	808	100
Total Closed Volume:				594,023,433	86.37M	278.53M	194.47M	34.65M



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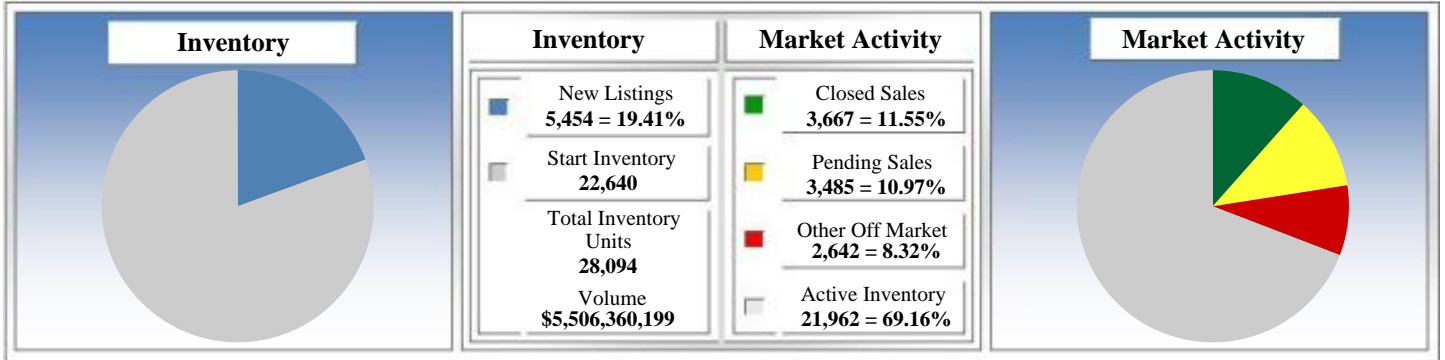
Inventory as of Oct 13, 2013



### Market Summary

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



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

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

	SEPTEMBER			Year To Date		
	2012	2013	+/- %	2012	2013	+/- %
Closed Sales	3,196	3,667	14.74%	31,182	33,801	8.40%
Pending Sales	3,096	3,485	12.56%	32,717	35,720	9.18%
New Listings	5,363	5,454	1.70%	56,459	57,607	2.03%
Average List Price	163,786	166,913	1.91%	159,814	169,308	5.94%
Average Sale Price	158,144	161,992	2.43%	154,157	163,953	6.36%
Average Percent of List Price to Selling Price	96.35%	96.47%	0.13%	96.29%	96.67%	0.39%
Average Days on Market to Sale	81.19	71.80	-11.57%	83.07	75.20	-9.47%
Monthly Inventory	23,987	21,962	-8.44%	23,987	21,962	-8.44%
Months Supply of Inventory	7.28	6.05	-16.93%	7.28	6.05	-16.93%

