



March 2014

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

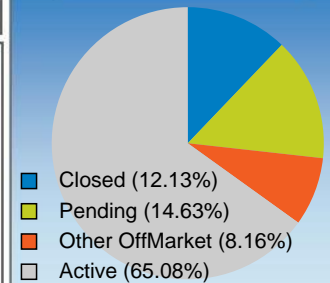


Absorption: Last 12 months, an Average of **3,643** Sales/Month

Active Inventory as of March 31, 2014 = **19,316**

	MARCH		
	2013	2014	+/-%
Closed Listings	3,692	3,600	-2.49%
Pending Listings	4,015	4,342	8.14%
New Listings	6,716	6,565	-2.25%
Average List Price	164,968	166,471	0.91%
Average Sale Price	159,967	161,525	0.97%
Average Percent of List Price to Selling Price	96.75%	96.59%	-0.17%
Average Days on Market to Sale	81.72	80.55	-1.43%
End of Month Inventory	21,106	19,316	-8.48%
Months Supply of Inventory	6.11	5.30	-13.23%

Market Activity



Report Produced on: Apr 14, 2014

Monthly Inventory Analysis

Data from the OKLAHOMA ASSOCIATION OF REALTORS®

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of March 2014 decreased **8.48%** to 19,316 existing homes available for sale. Over the last 12 months this area has had an average of 3,643 closed sales per month. This represents an unsold inventory index of **5.30** 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 **0.97%** in March 2014 to \$161,525 versus the previous year at \$159,967.

Average Days on Market Shortens

The average number of **80.55** days that homes spent on the market before selling decreased by 1.17 days or **1.43%** in March 2014 compared to last year's same month at **81.72** DOM.

Sales Success for March 2014 is Positive

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

There were 6,565 New Listings in March 2014, down **2.25%** from last year at 6,716. Furthermore, there were 3,600 Closed Listings this month versus last year at 3,692, a **-2.49%** decrease.

Closed versus Listed trends yielded a **54.8%** ratio, down from last year's March 2014 at **55.0%**, a **0.25%** downswing. 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.

Find a REALTOR® at okrealtors.com

For more information, contact:

Steve Reese - Vice President of Marketing
405-848-9944
steve@okrealtors.com
Or visit: www.okrealtors.com



Monthly Inventory Analysis

Data from the
OKLAHOMA ASSOCIATION OF REALTORS®

March 2014

Closed Sales as of Apr 11, 2014



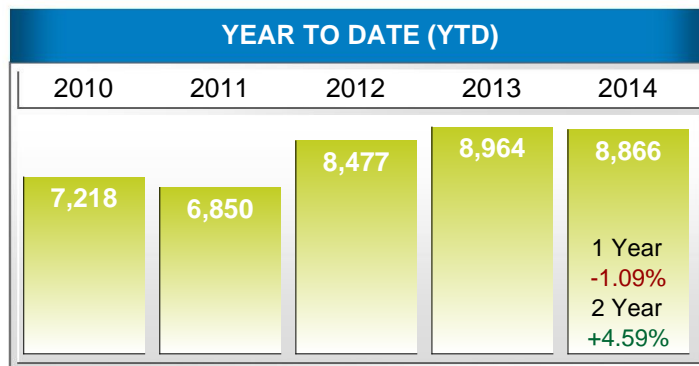
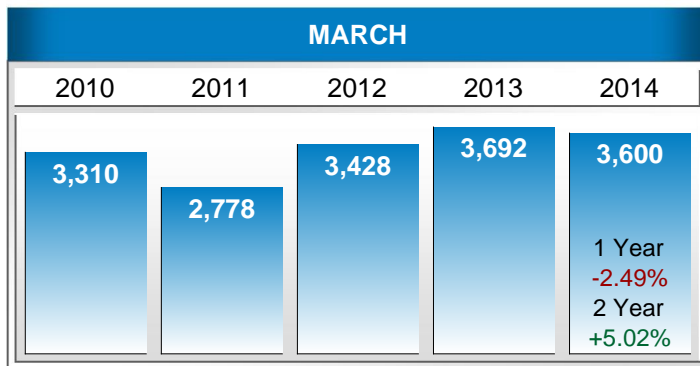
OKLAHOMA
ASSOCIATION OF
REALTORS®

CONNECTING . INFORMING . UNITING

Report Produced on: Apr 14, 2014

Closed Listings

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



5 YEAR MARKET ACTIVITY TRENDS



5yr MAR AVG = 3,362

3 MONTHS

High
Jul 2013 = 4,633
Low
Jan 2010 = 1,720
Closed Listing this month at **3,600**, above the 5 yr MAR average of **3,362**

JAN	2,523
FEB	2,743
MAR	3,600
8.72%	
31.24%	

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	160	4.44%	74.7	72	77	11	0	
\$25,001 - \$75,000	583	16.19%	77.8	200	346	34	3	
\$75,001 - \$100,000	414	11.50%	85.2	93	275	40	6	
\$100,001 - \$150,000	923	25.64%	72.8	140	660	110	13	
\$150,001 - \$200,000	654	18.17%	77.0	77	399	170	8	
\$200,001 - \$275,000	438	12.17%	88.2	51	184	190	13	
\$275,001 and up	428	11.89%	96.3	29	119	226	54	
Total Closed Units: 3,600				80.6	662	2060	781	97
Total Closed Volume: 581,490,364					75.87M	283.86M	181.78M	39.98M
Average Closed Price: \$161,525					\$114,602	\$137,795	\$232,756	\$412,215

Closed Listings

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



Monthly Inventory Analysis

Data from the
OKLAHOMA ASSOCIATION OF REALTORS®

March 2014

Pending Listings as of Apr 11, 2014



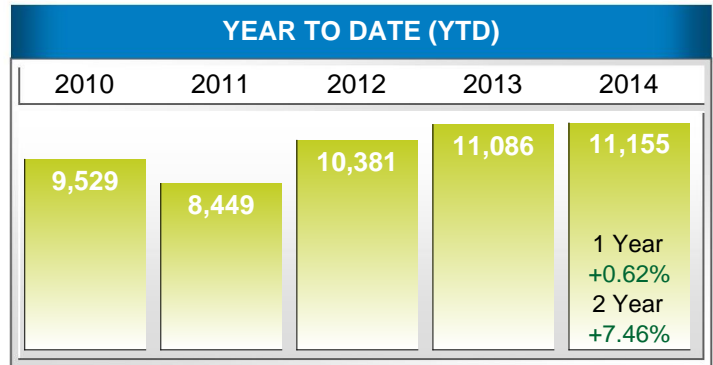
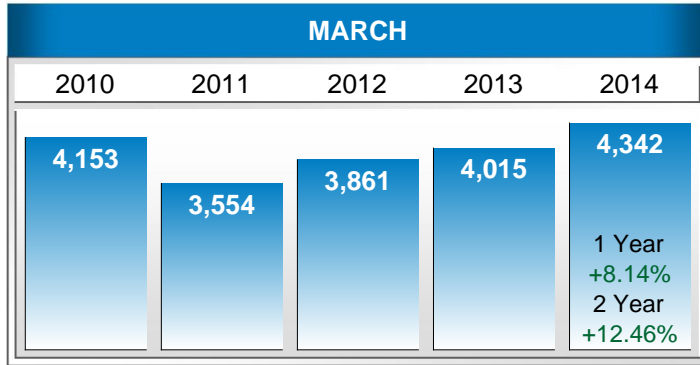
OKLAHOMA
ASSOCIATION OF
REALTORS®

CONNECTING . INFORMING . UNITING

Report Produced on: Apr 14, 2014

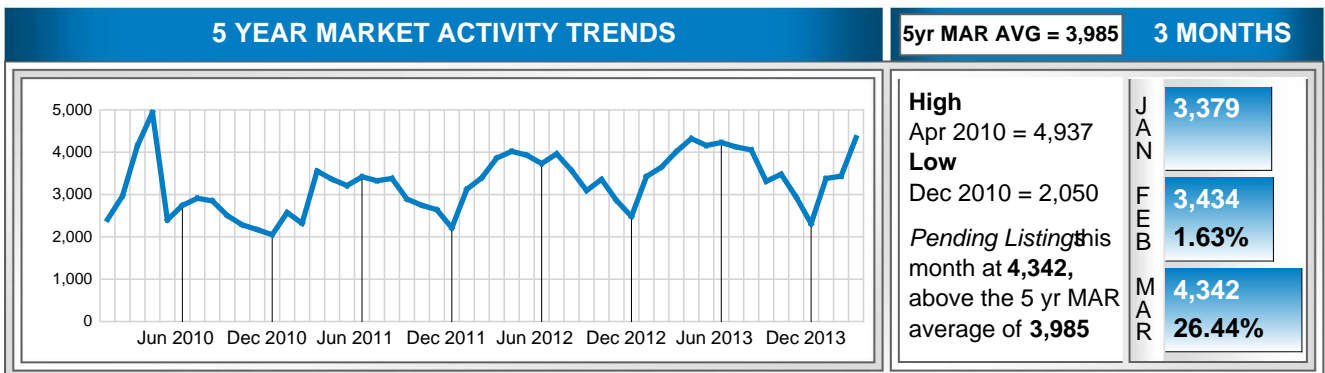
Pending Listings

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	145	3.34%	75.3	70	64	11	0	
\$25,001 - \$75,000	652	15.02%	76.2	229	369	50	4	
\$75,001 - \$100,000	495	11.40%	72.1	114	322	57	2	
\$100,001 - \$150,000	1,130	26.02%	65.6	182	817	123	8	
\$150,001 - \$200,000	816	18.79%	61.2	104	504	196	12	
\$200,001 - \$275,000	550	12.67%	79.1	69	243	224	14	
\$275,001 and up	554	12.76%	65.7	46	156	274	78	
Total Pending Units:	4,342		81.4	814	2475	935	118	
Total Pending Volume:	727,190,210			97.85M	356.15M	224.29M	48.91M	
Average Listing Price:	\$153,936			\$120,204	\$143,897	\$239,883	\$414,465	



Monthly Inventory Analysis

Data from the
OKLAHOMA ASSOCIATION OF REALTORS®

March 2014

New Listings as of Apr 11, 2014



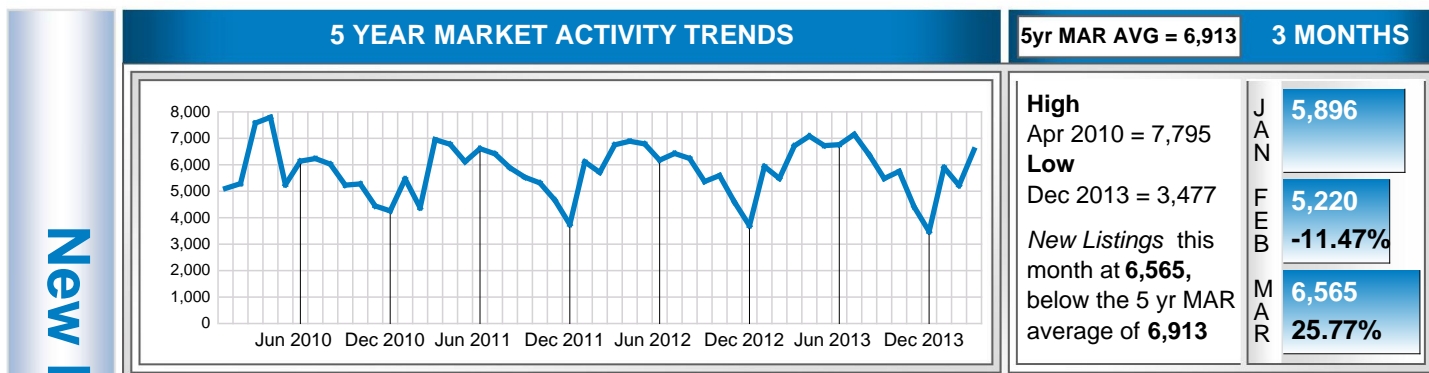
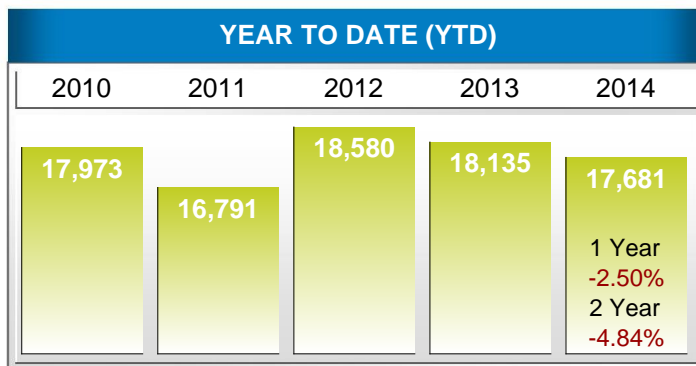
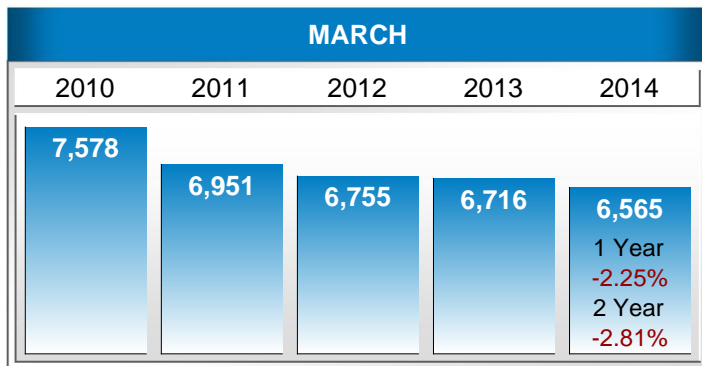
OKLAHOMA
ASSOCIATION OF
REALTORS®

CONNECTING . INFORMING . UNITING

Report Produced on: Apr 14, 2014

New Listings

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



New Listings

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

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	577	8.79%	267	262	42	6
\$50,001 - \$75,000	598	9.11%	231	316	50	1
\$75,001 - \$100,000	694	10.57%	183	434	70	7
\$100,001 - \$175,000	2,147	32.70%	387	1,431	301	28
\$175,001 - \$225,000	879	13.39%	103	469	295	12
\$225,001 - \$325,000	912	13.89%	102	321	423	66
\$325,001 and up	758	11.55%	75	177	375	131
Total New Listed Units:			1,348	3,410	1,556	251
Total New Listed Volume:			178.18M	527.58M	425.13M	109.39M
Average New Listed Listing Price:			\$132,181	\$154,716	\$273,220	\$435,820



Monthly Inventory Analysis

Data from the
OKLAHOMA ASSOCIATION OF REALTORS®

March 2014

Active Inventory as of Apr 11, 2014



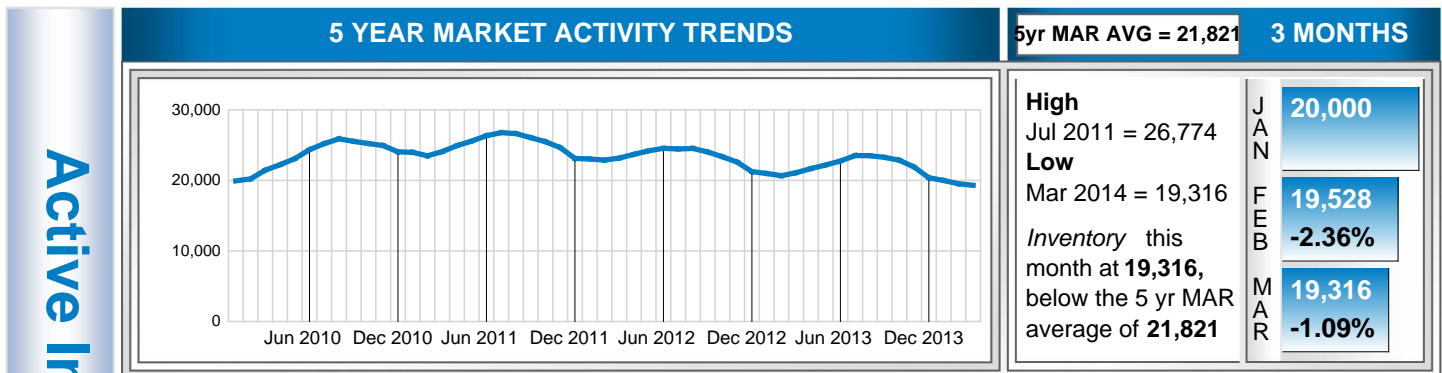
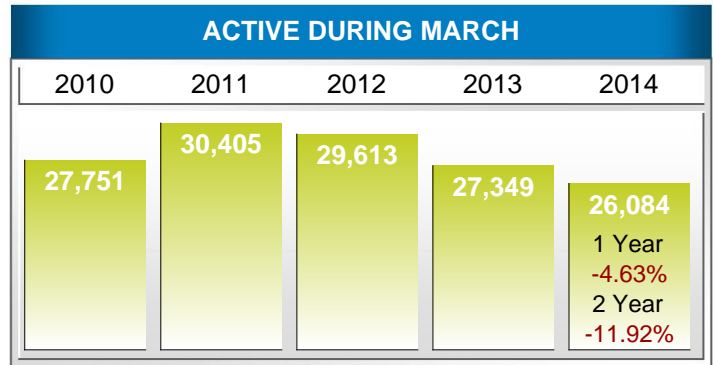
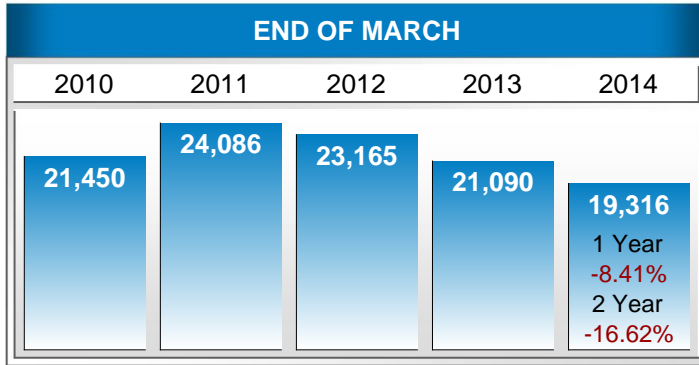
OKLAHOMA
ASSOCIATION OF
REALTORS®

CONNECTING . INFORMING . UNITING

Active Inventory

Report Produced on: Apr 14, 2014

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	1,800	9.32%	130.1	907	773	109	11		
\$50,001 - \$75,000	2,062	10.68%	125.0	817	1,081	150	14		
\$75,001 - \$100,000	2,268	11.74%	114.9	634	1,387	222	25		
\$100,001 - \$175,000	5,332	27.60%	103.2	1,005	3,413	838	76		
\$175,001 - \$250,000	3,410	17.65%	105.0	532	1,674	1,099	105		
\$250,001 - \$375,000	2,374	12.29%	110.2	299	723	1,141	211		
\$375,001 and up	2,070	10.72%	121.4	231	435	982	422		
Total Active Inventory by Units:				19,316	112.5	4,425	9,486	4,541	864
Total Active Inventory by Volume:				3,976,941,764		639.39M	1.53B	1.35B	449.92M
Average Active Inventory Listing Price:				\$205,888		\$144,495	\$161,800	\$297,907	\$520,736



Monthly Inventory Analysis

Data from the
OKLAHOMA ASSOCIATION OF REALTORS®

March 2014

Active Inventory as of Apr 11, 2014



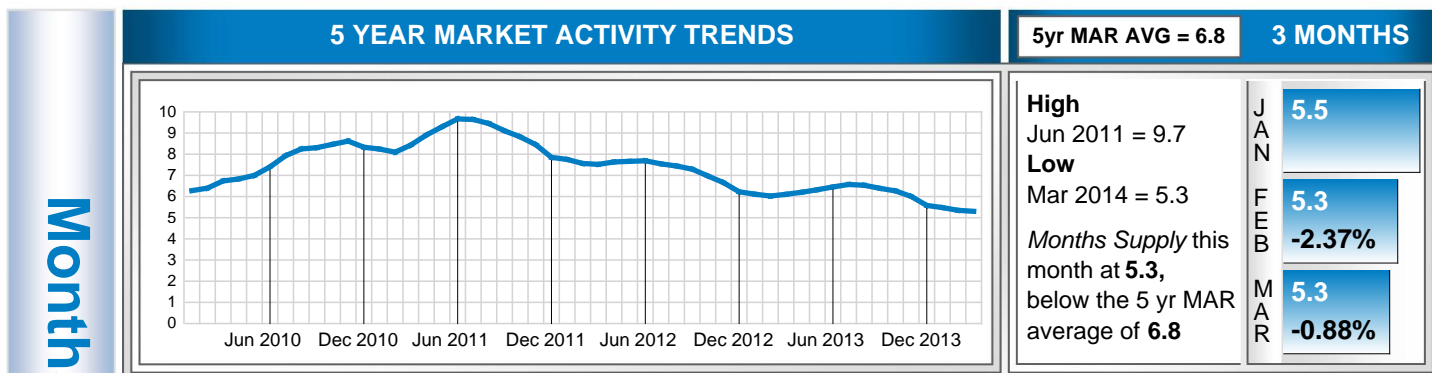
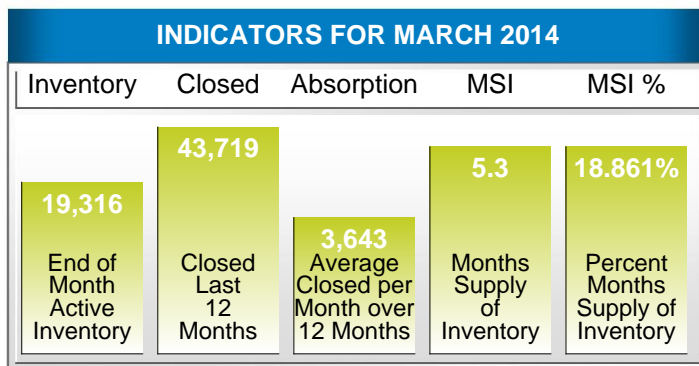
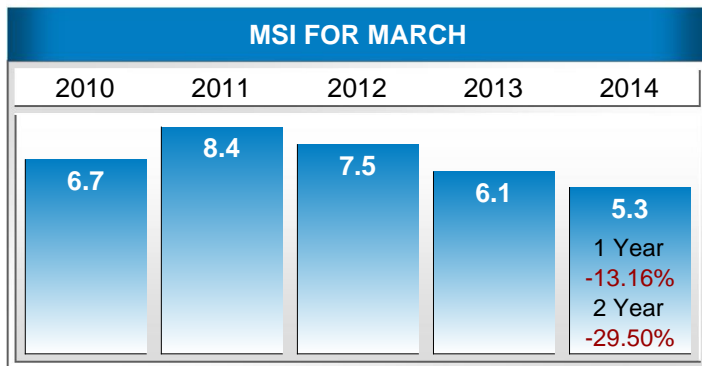
OKLAHOMA
ASSOCIATION OF
REALTORS®

CONNECTING . INFORMING . UNITING

Months Supply of Inventory

Report Produced on: Apr 14, 2014

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



Months Supply

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

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	1,800		9.32%	4.3	4.9	3.7	4.2	2.8
\$50,001 - \$80,000	2,558		13.24%	6.3	8.0	5.6	6.0	5.1
\$80,001 - \$110,000	2,367		12.25%	5.1	6.0	4.7	6.0	9.5
\$110,001 - \$180,000	5,107		26.44%	4.2	4.9	3.9	4.2	6.7
\$180,001 - \$250,000	3,040		15.74%	5.2	6.1	5.3	4.6	5.7
\$250,001 - \$380,000	2,437		12.62%	6.5	8.5	6.4	6.0	8.1
\$380,001 and up	2,007		10.39%	12.2	18.6	13.3	10.8	12.6
MSI:		5.3			6.1	4.7	5.6	8.8
Total Active Inventory:		19,316			4,425	9,486	4,541	864



Monthly Inventory Analysis

Data from the
OKLAHOMA ASSOCIATION OF REALTORS®

March 2014

Closed Sales as of Apr 11, 2014



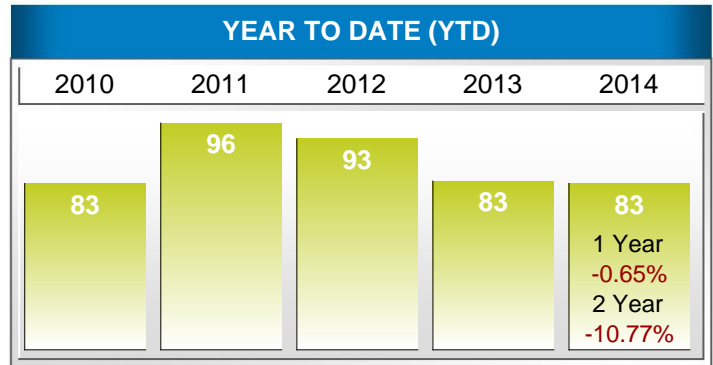
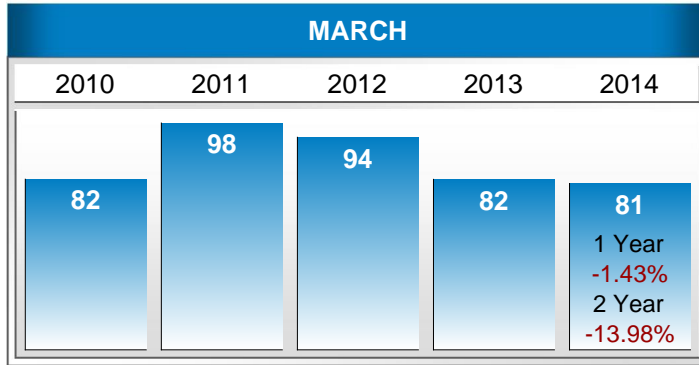
OKLAHOMA
ASSOCIATION OF
REALTORS®

CONNECTING . INFORMING . UNITING

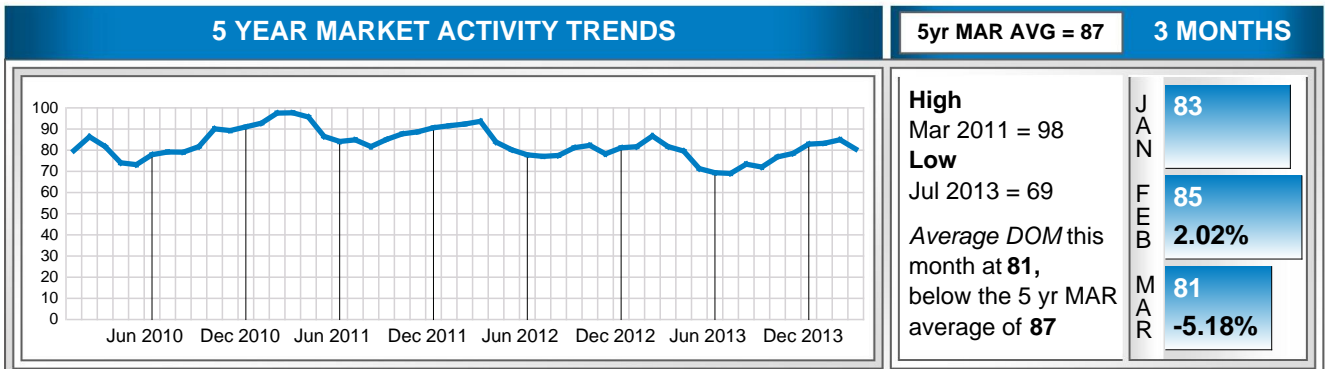
Average Days on Market to Sale

Report Produced on: Apr 14, 2014

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	4.44%	74.7	69.9	74.7	105.2	0.0
\$25,001 - \$75,000	16.19%	77.8	90.5	72.3	49.1	189.7
\$75,001 - \$100,000	11.50%	85.2	81.8	79.6	130.7	91.3
\$100,001 - \$150,000	25.64%	72.8	87.0	67.8	80.7	110.5
\$150,001 - \$200,000	18.17%	77.0	103.6	73.9	69.9	126.6
\$200,001 - \$275,000	12.17%	88.2	100.3	82.6	86.6	142.4
\$275,001 and up	11.89%	96.3	124.2	97.3	83.6	132.0
Average Closed DOM:	80.6		90.1	74.6	82.1	129.3
Total Closed Units:	3,600		662	2060	781	97
Total Closed Volume:	581,490,364		75.87M	283.86M	181.78M	39.98M

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



Monthly Inventory Analysis

Data from the
OKLAHOMA ASSOCIATION OF REALTORS®

March 2014

Closed Sales as of Apr 11, 2014



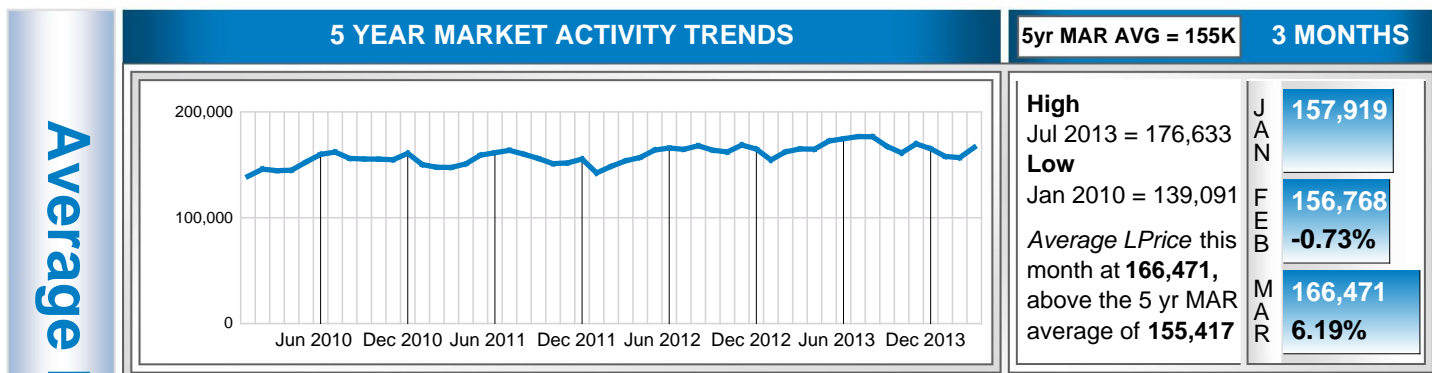
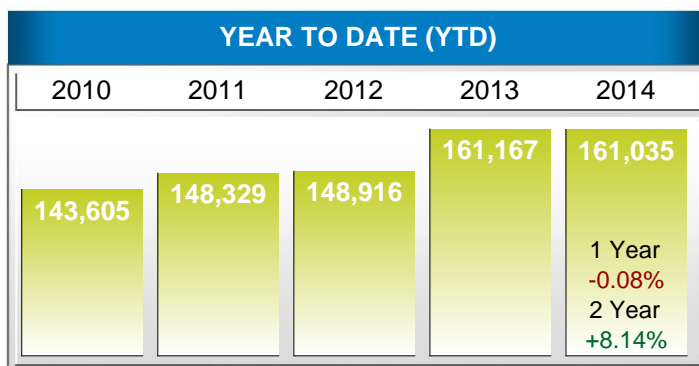
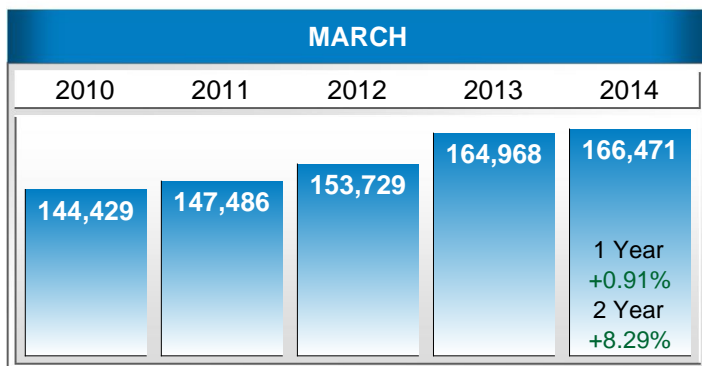
OKLAHOMA
ASSOCIATION OF
REALTORS®

CONNECTING . INFORMING . UNITING

Average List Price at Closing

Report Produced on: Apr 14, 2014

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	141		3.92%	19,438	22,535	21,183	25,690	0	
\$25,001 - \$75,000	559		15.53%	51,041	52,851	54,704	53,142	53,200	
\$75,001 - \$100,000	425		11.81%	89,484	90,577	92,261	91,375	86,483	
\$100,001 - \$150,000	905		25.14%	127,601	132,471	128,729	132,683	131,838	
\$150,001 - \$200,000	676		18.78%	175,040	178,517	176,896	180,610	179,013	
\$200,001 - \$275,000	449		12.47%	236,124	240,325	235,841	242,589	247,158	
\$275,001 and up	445		12.36%	427,337	472,878	400,142	395,427	636,876	
Average List Price:					\$166,471	\$119,151	\$141,983	\$238,799	\$427,101
Total Closed Units:					3,600	662	2,060	781	97
Total List Volume:					599,293,851	78.88M	292.49M	186.50M	41.43M



Monthly Inventory Analysis

Data from the
OKLAHOMA ASSOCIATION OF REALTORS®

March 2014

Closed Sales as of Apr 11, 2014



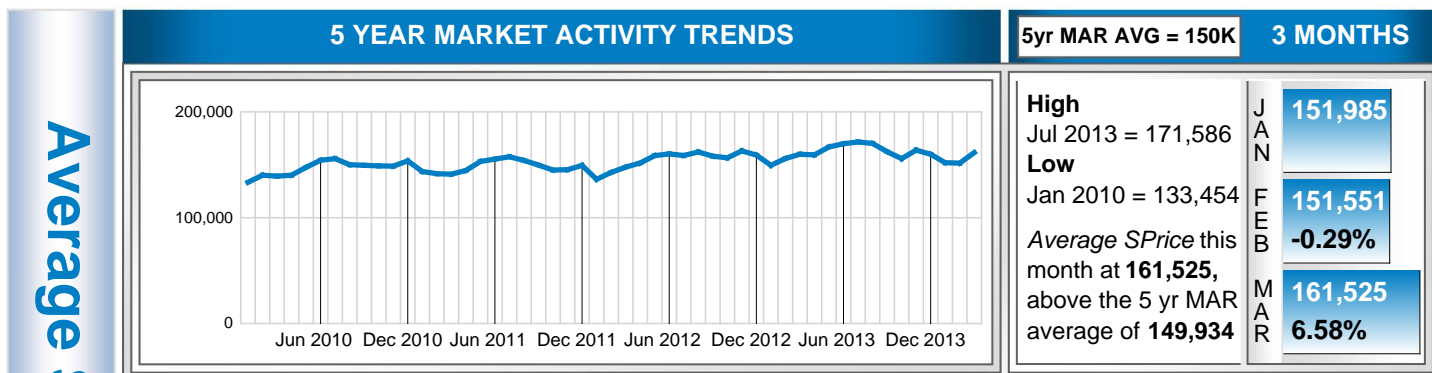
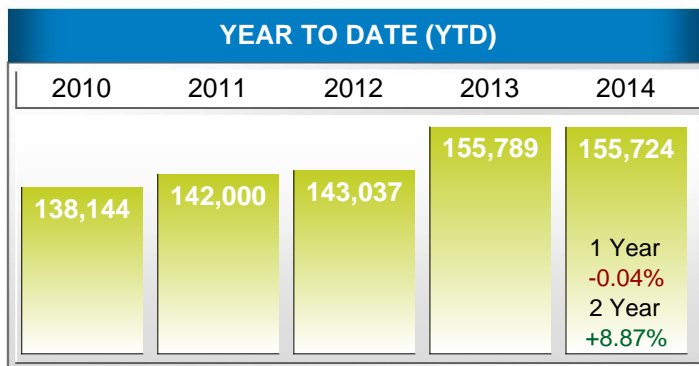
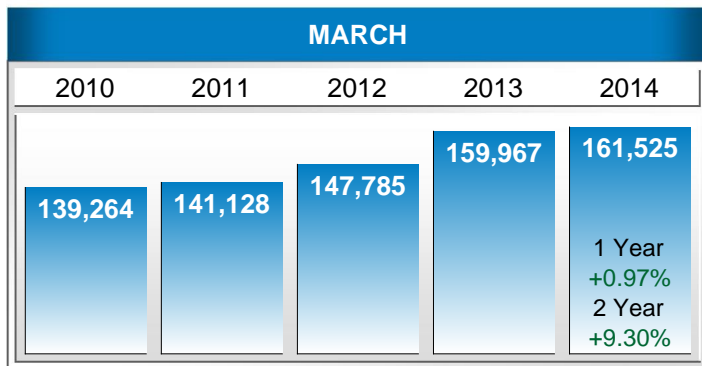
OKLAHOMA
ASSOCIATION OF
REALTORS®

CONNECTING . INFORMING . UNITING

Average Sold Price at Closing

Report Produced on: Apr 14, 2014

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	160		4.44%	18,053	18,661	17,295	19,382	0
\$25,001 - \$75,000	583		16.19%	50,483	49,344	51,352	48,361	50,173
\$75,001 - \$100,000	414		11.50%	88,105	87,424	88,563	87,212	83,598
\$100,001 - \$150,000	923		25.64%	126,117	126,486	125,513	129,000	128,446
\$150,001 - \$200,000	654		18.17%	173,849	173,462	172,747	176,569	174,775
\$200,001 - \$275,000	438		12.17%	234,957	235,232	230,290	238,848	243,066
\$275,001 and up	428		11.89%	419,814	464,216	388,780	384,284	613,053
Average Closed Price:	\$161,525				\$114,602	\$137,795	\$232,756	\$412,215
Total Closed Units:	3,600				662	2060	781	97
Total Closed Volume:	581,490,364				75.87M	283.86M	181.78M	39.98M



Monthly Inventory Analysis

Data from the
OKLAHOMA ASSOCIATION OF REALTORS®

March 2014

Closed Sales as of Apr 11, 2014



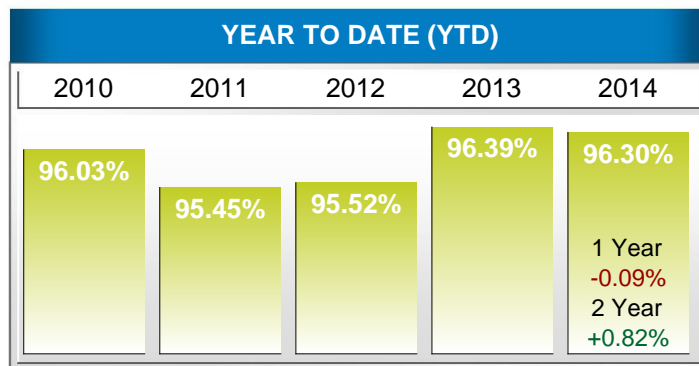
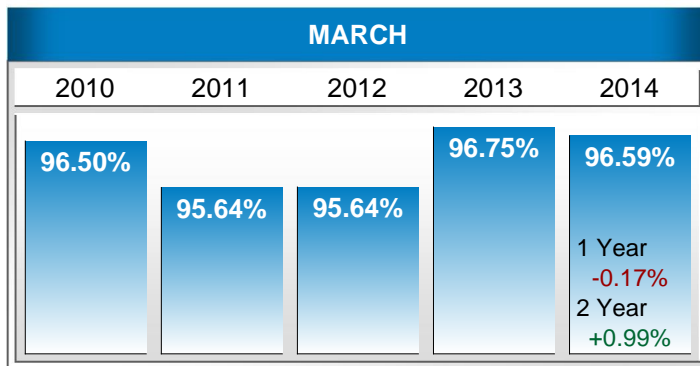
OKLAHOMA
ASSOCIATION OF
REALTORS®

CONNECTING . INFORMING . UNITING

Average Percent of List Price to Selling Price

Report Produced on: Apr 14, 2014

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



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 Average L/S % by Price Range		%	AVL/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+	
\$25,000 and less	160	4.44%	86.11%	88.86%	84.75%	77.60%	0.00%	
\$25,001 - \$75,000	583	16.19%	95.11%	93.90%	96.12%	91.98%	94.92%	
\$75,001 - \$100,000	414	11.50%	96.48%	96.83%	96.48%	95.65%	96.62%	
\$100,001 - \$150,000	923	25.64%	97.36%	95.69%	97.64%	97.59%	99.52%	
\$150,001 - \$200,000	654	18.17%	97.76%	97.35%	97.81%	97.85%	97.72%	
\$200,001 - \$275,000	438	12.17%	98.18%	98.18%	97.82%	98.52%	98.43%	
\$275,001 and up	428	11.89%	97.53%	98.02%	97.74%	97.65%	96.35%	
Average List/Sell Ratio:				96.60%	95.05%	96.80%	97.26%	97.14%
Total Closed Units:				3,600	662	2,060	781	97
Total Closed Volume:				581,490,364	75.87M	283.86M	181.78M	39.98M



Monthly Inventory Analysis

Data from the
OKLAHOMA ASSOCIATION OF REALTORS®

March 2014

Inventory as of Apr 11, 2014



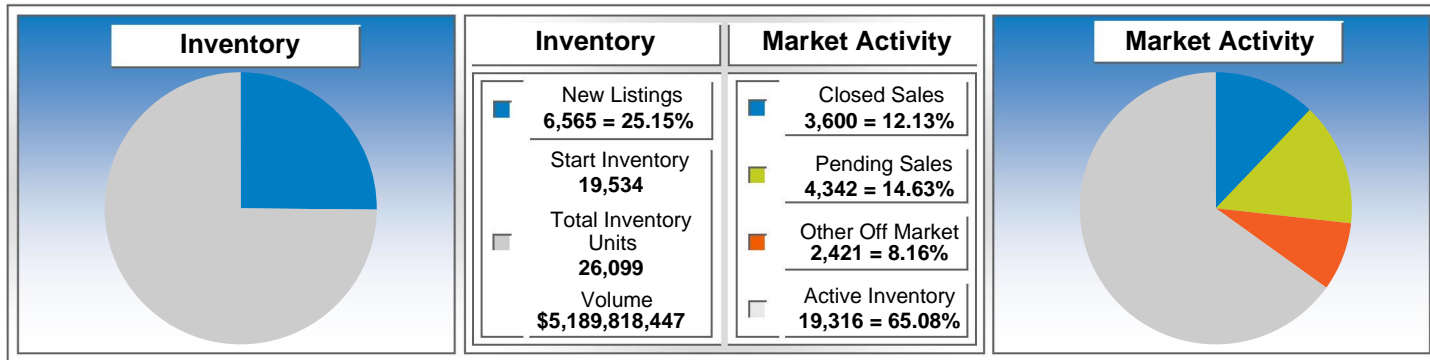
OKLAHOMA
ASSOCIATION OF
REALTORS®

CONNECTING . INFORMING . UNITING

Report Produced on: Apr 14, 2014

Market Summary

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



Absorption: Last 12 months, an Average of **3,643** Sales/Month

Active Inventory as of March 31, 2014 = **19,316**

	MARCH			Year To Date		
	2013	2014	+/-%	2013	2014	+/-%
Closed Sales	3,692	3,600	-2.49%	8,964	8,866	-1.09%
Pending Sales	4,015	4,342	8.14%	11,086	11,155	0.62%
New Listings	6,716	6,565	-2.25%	18,135	17,681	-2.50%
Average List Price	164,968	166,471	0.91%	161,167	161,035	-0.08%
Average Sale Price	159,967	161,525	0.97%	155,789	155,724	-0.04%
Average Percent of List Price to Selling Price	96.75%	96.59%	-0.17%	96.39%	96.30%	-0.09%
Average Days on Market to Sale	81.72	80.55	-1.43%	83.23	82.69	-0.65%
Monthly Inventory	21,106	19,316	-8.48%	21,106	19,316	-8.48%
Months Supply of Inventory	6.11	5.30	-13.23%	6.11	5.30	-13.23%

