



# April 2014

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



OKLAHOMA  
ASSOCIATION OF  
REALTORS®

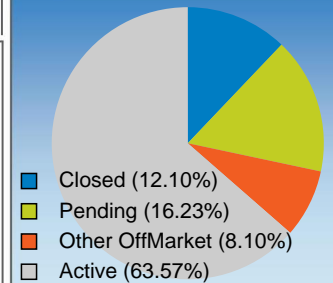
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**Absorption:** Last 12 months, an Average of **3,627** Sales/Month

**Active Inventory** as of April 30, 2014 = **19,538**

	APRIL		
	2013	2014	+/-%
Closed Listings	3,979	3,718	-6.56%
Pending Listings	4,319	4,988	15.49%
New Listings	7,086	7,279	2.72%
Average List Price	164,682	166,208	0.93%
Average Sale Price	159,310	161,328	1.27%
Average Percent of List Price to Selling Price	96.54%	96.62%	0.09%
Average Days on Market to Sale	79.62	75.44	-5.25%
End of Month Inventory	21,715	19,538	-10.03%
Months Supply of Inventory	6.21	5.39	-13.29%

## Market Activity



Report Produced on: May 12, 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 April 2014 decreased **10.03%** to 19,538 existing homes available for sale. Over the last 12 months this area has had an average of 3,627 closed sales per month. This represents an unsold inventory index of **5.39** 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 **1.27%** in April 2014 to \$161,328 versus the previous year at \$159,310.

### Average Days on Market Shortens

The average number of **75.44** days that homes spent on the market before selling decreased by 4.18 days or **5.25%** in April 2014 compared to last year's same month at **79.62** DOM.

### Sales Success for April 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 7,279 New Listings in April 2014, up **2.72%** from last year at 7,086. Furthermore, there were 3,718 Closed Listings this month versus last year at 3,979, a **-6.56%** decrease.

Closed versus Listed trends yielded a **51.1%** ratio, down from last year's April 2014 at **56.2%**, a **9.04%** 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

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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.

### 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  
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## April 2014

Closed Sales as of May 12, 2014



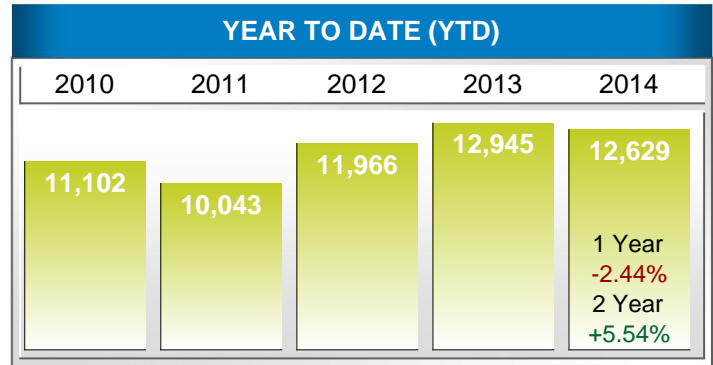
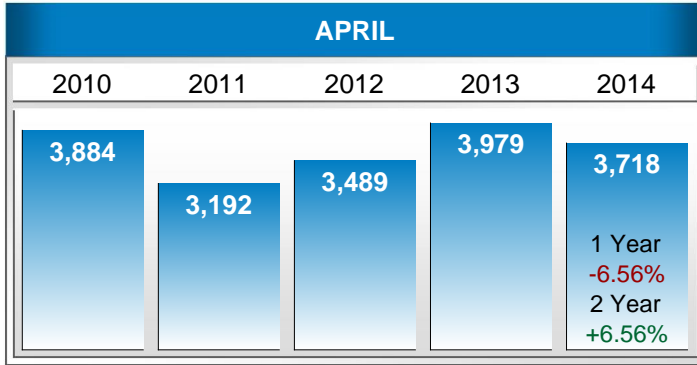
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## Closed Listings

Report Produced on: May 12, 2014

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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	144	3.87%	107.2	78	55	10	1	
\$25,001 - \$75,000	658	17.70%	84.1	239	366	47	6	
\$75,001 - \$100,000	377	10.14%	73.7	71	262	40	4	
\$100,001 - \$150,000	949	25.52%	64.8	150	667	127	5	
\$150,001 - \$200,000	678	18.24%	71.5	99	405	165	9	
\$200,001 - \$275,000	477	12.83%	81.9	61	195	203	18	
\$275,001 and up	435	11.70%	75.7	30	112	226	67	
Total Closed Units: 3,718				75.4	728	2062	818	110
Total Closed Volume: 599,816,637					80.10M	284.77M	191.81M	43.13M
Average Closed Price: \$161,328					\$110,031	\$138,106	\$234,487	\$392,085



# Monthly Inventory Analysis

Data from the  
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## April 2014

Pending Listings as of May 12, 2014



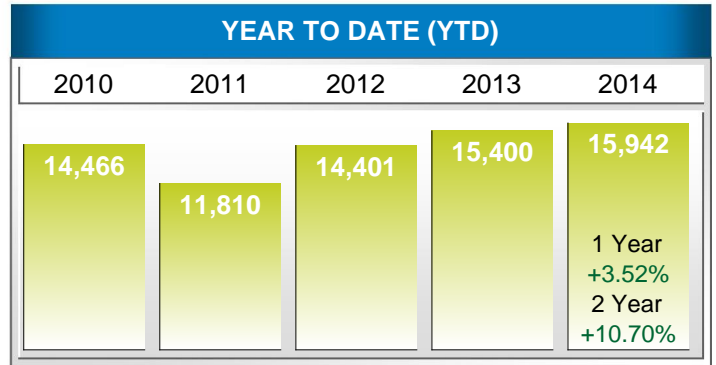
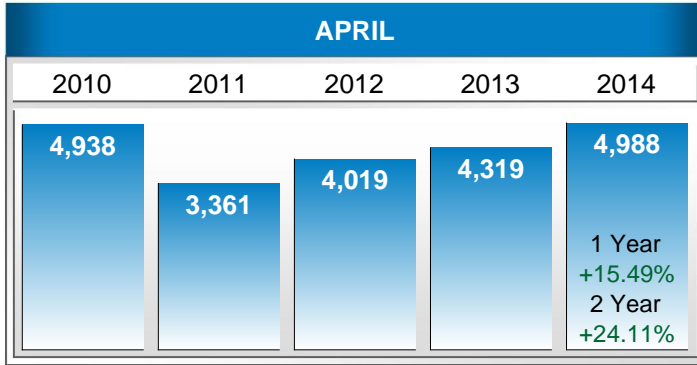
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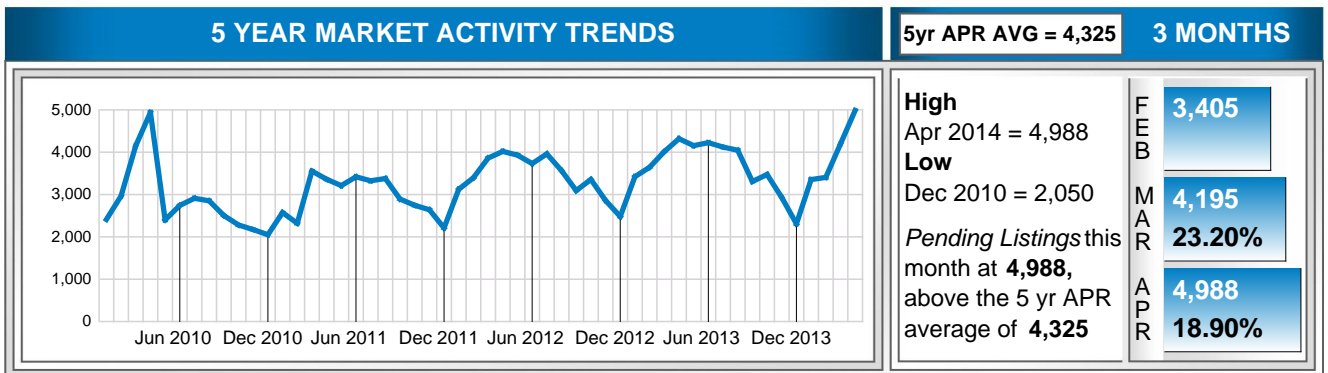
## Pending Listings

Report Produced on: May 12, 2014

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



Pending Listings



### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range			%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	490	9.82%	70.0	218	235	34	3	
\$50,001 - \$75,000	406	8.14%	76.7	143	229	28	6	
\$75,001 - \$100,000	561	11.25%	69.8	140	353	60	8	
\$100,001 - \$150,000	1,229	24.64%	52.2	204	867	151	7	
\$150,001 - \$200,000	976	19.57%	57.3	121	580	264	11	
\$200,001 - \$300,000	822	16.48%	62.9	99	308	390	25	
\$300,001 and up	504	10.10%	69.2	42	110	281	71	
Total Pending Units: 4,988    75.5					967	2682	1208	131
Total Pending Volume: 858,633,264					118.80M	388.23M	305.14M	46.47M
Average Listing Price: \$154,544					\$122,850	\$144,754	\$252,601	\$354,695

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# Monthly Inventory Analysis

Data from the  
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## April 2014

New Listings as of May 12, 2014



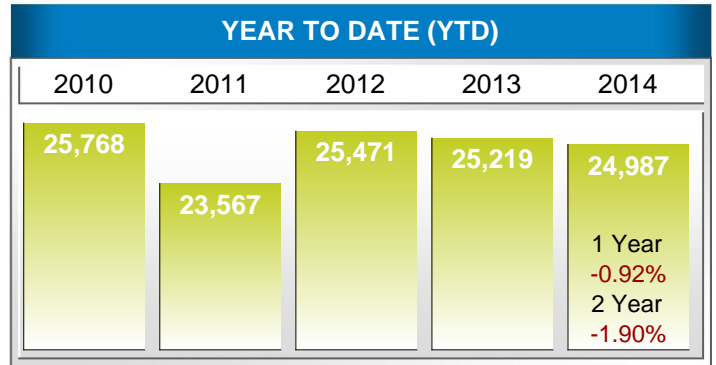
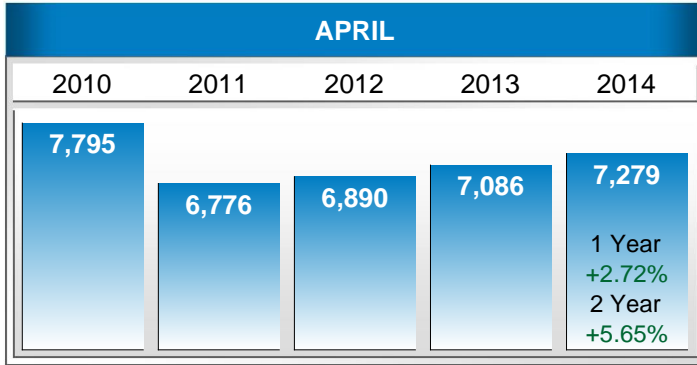
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## New Listings

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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	629	8.64%	320	273	33	3	
\$50,001 - \$75,000	615	8.45%	222	355	30	8	
\$75,001 - \$125,000	1,517	20.84%	359	1,010	134	14	
\$125,001 - \$175,000	1,607	22.08%	243	1,097	249	18	
\$175,001 - \$225,000	970	13.33%	132	488	333	17	
\$225,001 - \$350,000	1,214	16.68%	142	413	590	69	
\$350,001 and up	727	9.99%	72	159	356	140	
Total New Listed Units:			7,279	1490	3795	1725	269
Total New Listed Volume:			1,443,649,653	203.66M	596.56M	495.84M	147.60M
Average New Listed Listing Price:			\$164,372	\$136,683	\$157,196	\$287,441	\$548,690



# Monthly Inventory Analysis

Data from the  
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## April 2014

Active Inventory as of May 12, 2014



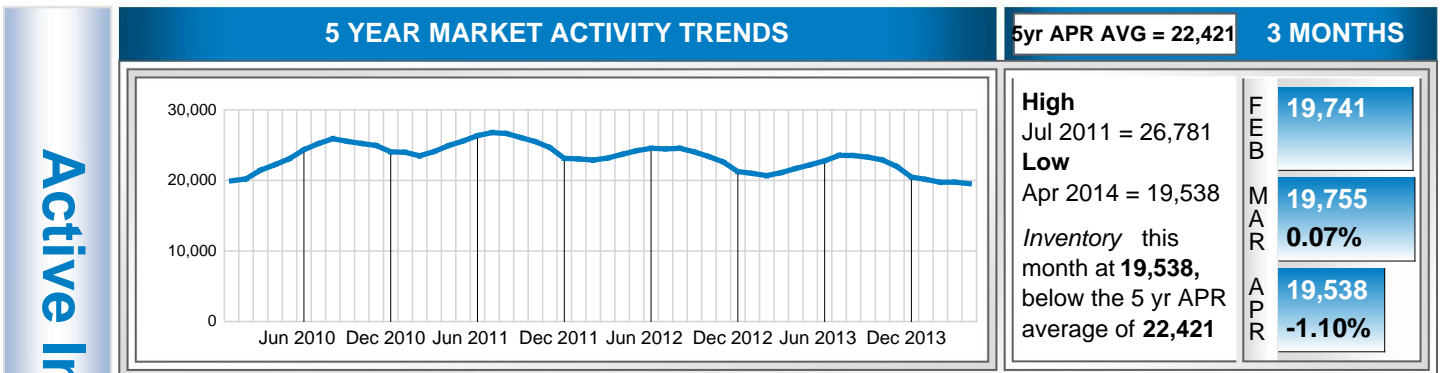
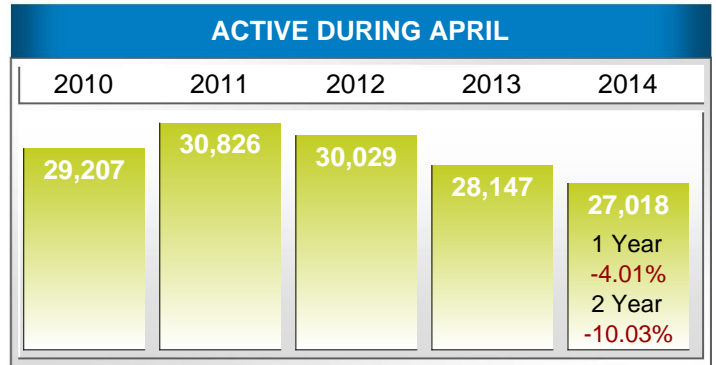
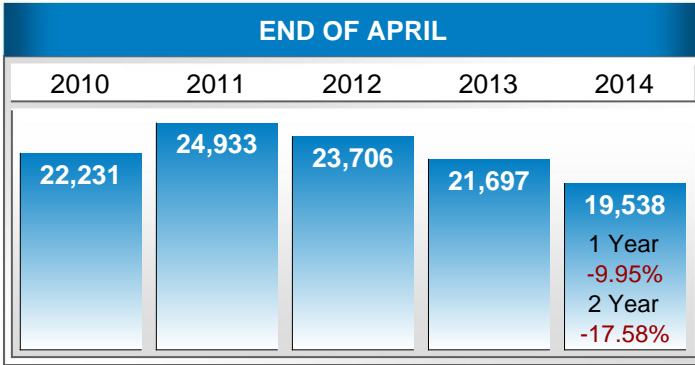
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## Active Inventory

Report Produced on: May 12, 2014

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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	1,774	9.08%	121.9	904	763	99	8		
\$50,001 - \$75,000	2,034	10.41%	115.9	790	1,096	136	12		
\$75,001 - \$100,000	2,227	11.40%	107.6	661	1,345	200	21		
\$100,001 - \$175,000	5,302	27.14%	96.7	974	3,439	805	84		
\$175,001 - \$250,000	3,519	18.01%	100.1	559	1,696	1,155	109		
\$250,001 - \$375,000	2,494	12.76%	104.3	321	792	1,165	216		
\$375,001 and up	2,188	11.20%	117.0	243	461	1,035	449		
Total Active Inventory by Units:				19,538	106.1	4,452	9,592	4,595	899
Total Active Inventory by Volume:				4,117,362,750		650.99M	1.57B	1.40B	492.07M
Average Active Inventory Listing Price:				\$210,736		\$146,224	\$163,963	\$305,022	\$547,348



# Monthly Inventory Analysis

Data from the  
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## April 2014

Active Inventory as of May 12, 2014



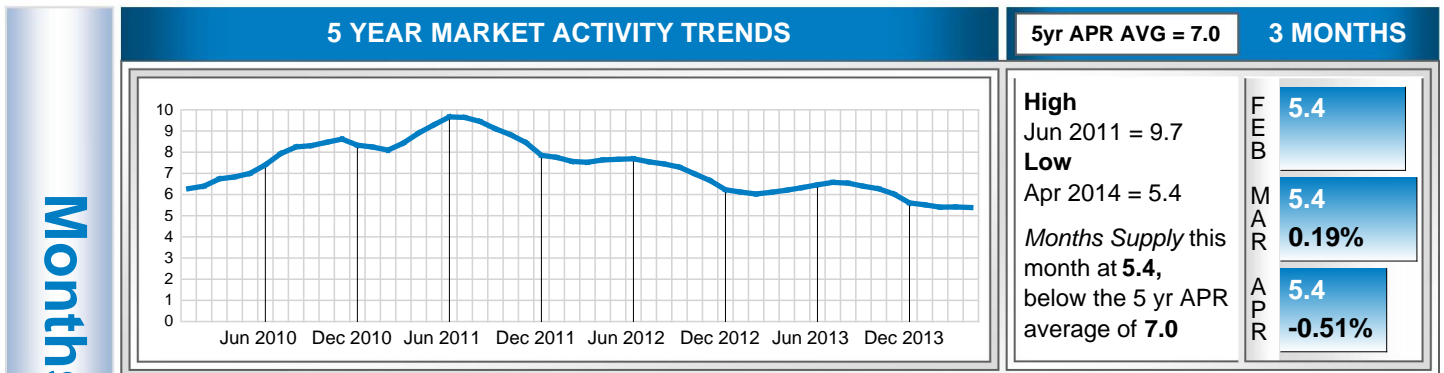
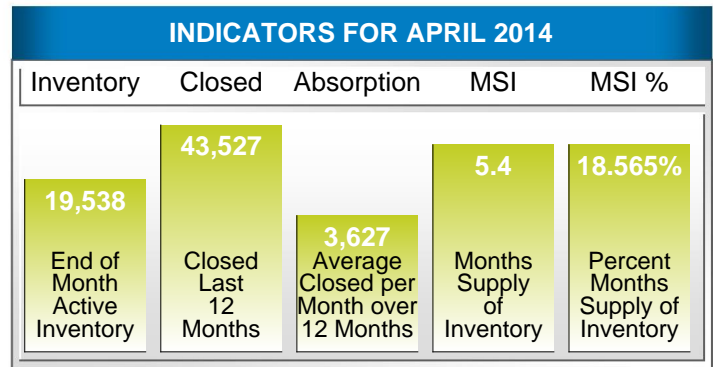
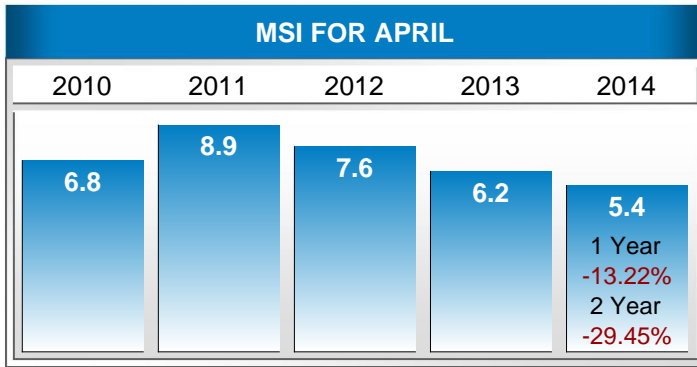
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## Months Supply of Inventory

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Months Supply

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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	1,774		9.08%	4.2	4.9	3.7	3.8	2.0
\$50,001 - \$75,000	2,034		10.41%	6.3	7.8	5.7	5.6	5.0
\$75,001 - \$100,000	2,227		11.40%	5.7	7.2	5.1	5.6	7.4
\$100,001 - \$175,000	5,302		27.14%	4.1	4.7	3.9	4.1	7.0
\$175,001 - \$250,000	3,519		18.01%	5.4	6.5	5.4	4.9	6.8
\$250,001 - \$375,000	2,494		12.76%	6.7	9.1	7.0	5.9	8.0
\$375,001 and up	2,188		11.20%	12.8	19.6	13.8	11.4	13.0
MSI:	5.4				6.2	4.8	5.7	9.1
Total Active Inventory:	19,538				4,452	9,592	4,595	899



# Monthly Inventory Analysis

Data from the  
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## April 2014

Closed Sales as of May 12, 2014



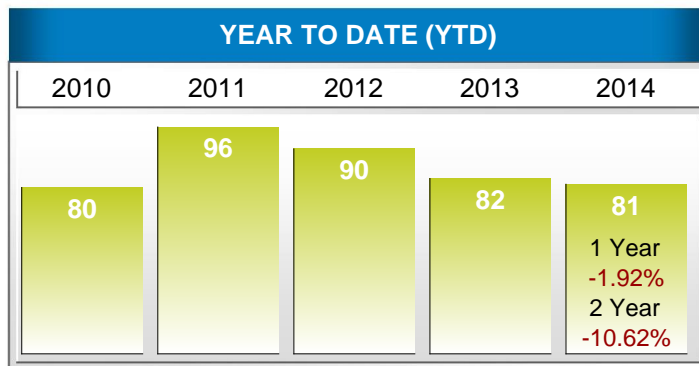
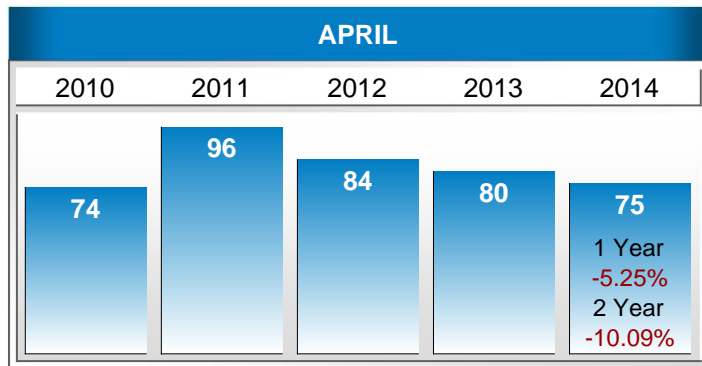
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## Average Days on Market to Sale

Report Produced on: May 12, 2014

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**Average Days on Market**  
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**5yr APR AVG = 82**      **3 MONTHS**

**High**  
Mar 2011 = 98

**Low**  
Jul 2013 = 69

Average DOM this month at **75**, below the 5 yr APR average of **82**

FEB	85
MAR	80
APR	-5.59%
MAY	75
JUN	-6.13%

### 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	144	3.87%	107.2	116.8	97.0	71.1	278.0
\$25,001 - \$75,000	658	17.70%	84.1	106.7	70.6	76.9	60.2
\$75,001 - \$100,000	377	10.14%	73.7	70.8	72.8	90.1	16.5
\$100,001 - \$150,000	949	25.52%	64.8	71.8	63.7	61.2	106.0
\$150,001 - \$200,000	678	18.24%	71.5	85.1	70.3	64.5	103.8
\$200,001 - \$275,000	477	12.83%	81.9	90.9	71.2	88.3	95.1
\$275,001 and up	435	11.70%	75.7	133.3	79.5	68.0	69.4
Average Closed DOM:	75.4			93.9	69.8	72.9	77.5
Total Closed Units:	3,718			728	2062	818	110
Total Closed Volume:	599,816,637			80.10M	284.77M	191.81M	43.13M



# Monthly Inventory Analysis

Data from the  
**OKLAHOMA ASSOCIATION OF REALTORS®**

## April 2014

Closed Sales as of May 12, 2014



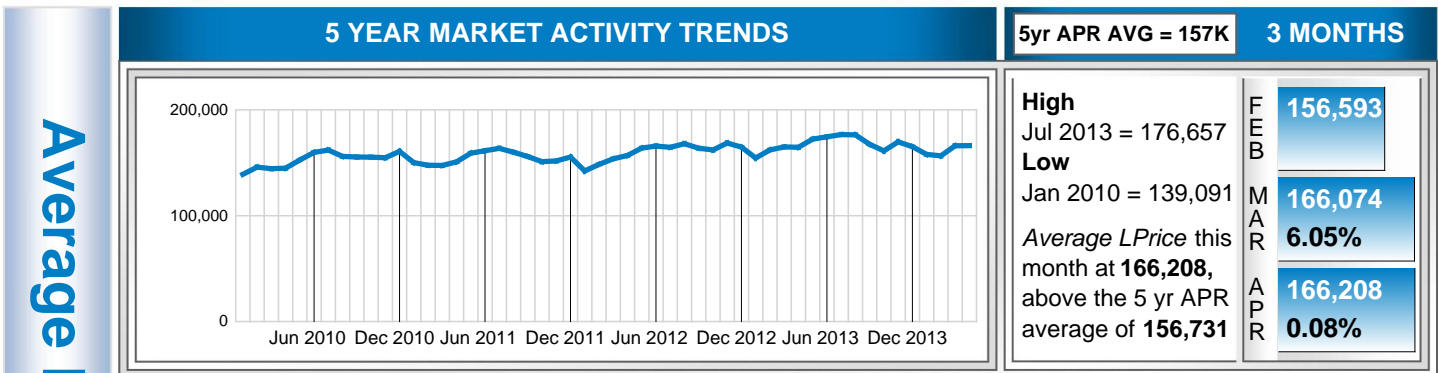
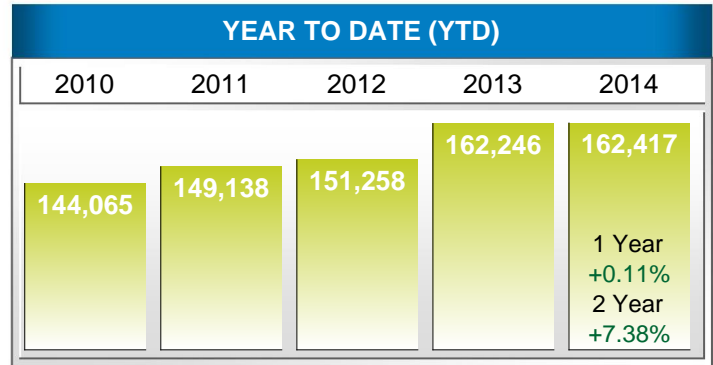
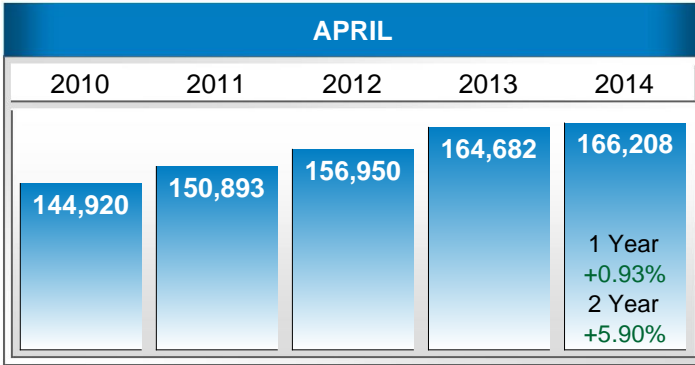
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## Average List Price at Closing

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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	121		3.25%	18,122	20,898	20,397	21,282	13,500
\$25,001 - \$75,000	633		17.03%	51,911	53,327	55,436	57,396	54,333
\$75,001 - \$100,000	394		10.60%	89,283	91,577	91,558	95,895	90,925
\$100,001 - \$150,000	939		25.26%	128,249	127,027	129,715	136,185	135,880
\$150,001 - \$200,000	696		18.72%	174,432	177,640	175,483	179,051	185,253
\$200,001 - \$275,000	473		12.72%	236,289	233,612	236,387	243,887	252,849
\$275,001 and up	462		12.43%	420,211	378,882	386,341	418,945	553,661
Average List Price:	\$166,208				\$114,196	\$141,783	\$241,780	\$406,331
Total Closed Units:	3,718				728	2062	818	110
Total List Volume:	617,962,542				83.13M	292.36M	197.78M	44.70M





# Monthly Inventory Analysis

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## April 2014

Closed Sales as of May 12, 2014



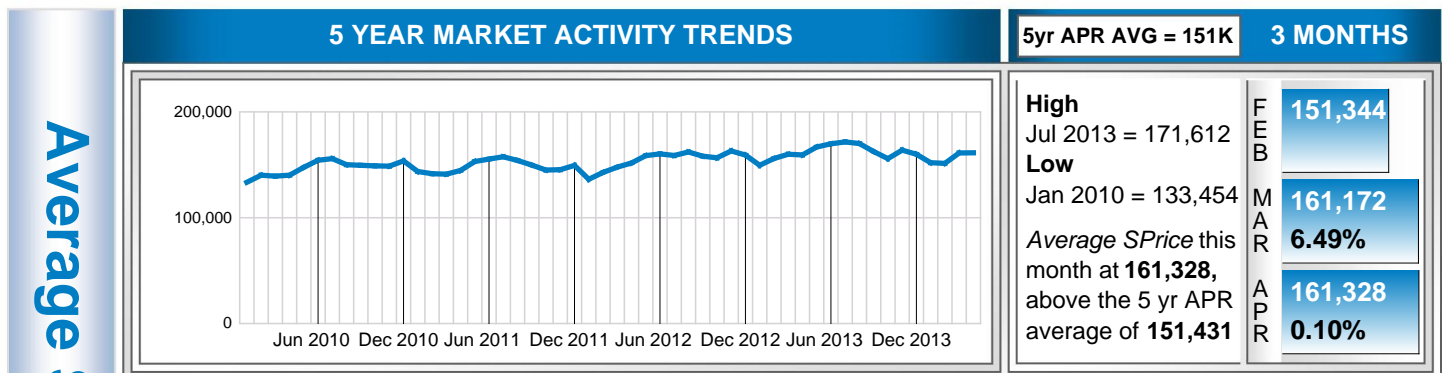
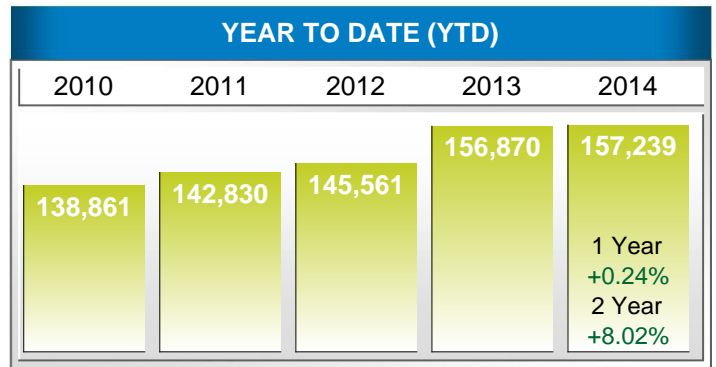
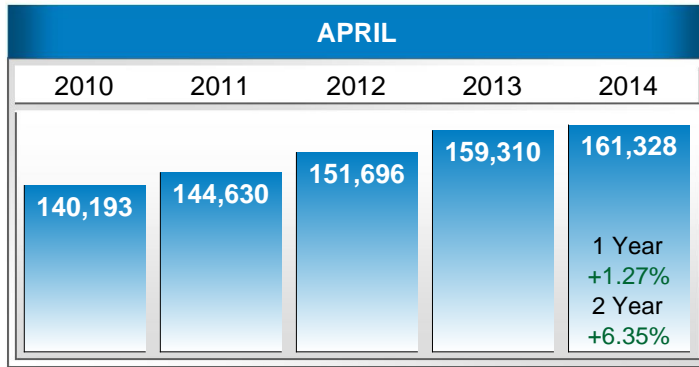
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## Average Sold Price at Closing

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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	144		3.87%	17,001	16,824	17,469	16,559	9,500	
\$25,001 - \$75,000	658		17.70%	51,133	49,517	51,926	53,086	51,848	
\$75,001 - \$100,000	377		10.14%	88,953	88,580	88,738	91,213	87,100	
\$100,001 - \$150,000	949		25.52%	127,003	123,931	126,665	132,080	135,335	
\$150,001 - \$200,000	678		18.24%	173,079	172,801	171,968	175,851	175,300	
\$200,001 - \$275,000	477		12.83%	235,614	228,879	232,413	239,424	250,153	
\$275,001 and up	435		11.70%	413,623	366,937	375,950	403,135	532,883	
Average Closed Price:					\$161,328	\$110,031	\$138,106	\$234,487	\$392,085
Total Closed Units:					3,718	728	2062	818	110
Total Closed Volume:					599,816,637	80.10M	284.77M	191.81M	43.13M



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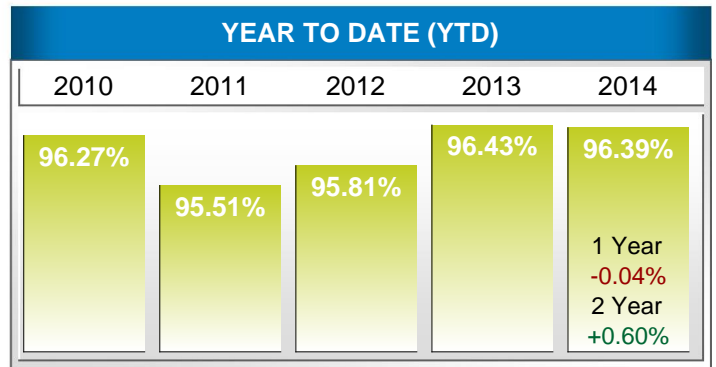
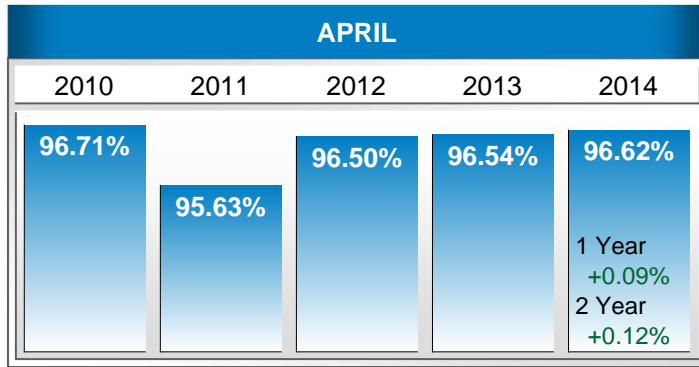
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### Average Percent of List Price to Selling Price

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Average List/Sell Price

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#### 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	144	3.87%	85.24%	81.85%	90.73%	82.98%	70.37%	
\$25,001 - \$75,000	658	17.70%	94.03%	93.34%	94.46%	94.06%	94.75%	
\$75,001 - \$100,000	377	10.14%	97.05%	96.90%	97.34%	95.56%	96.09%	
\$100,001 - \$150,000	949	25.52%	97.72%	97.83%	97.73%	97.43%	99.76%	
\$150,001 - \$200,000	678	18.24%	98.02%	97.48%	98.11%	98.27%	94.97%	
\$200,001 - \$275,000	477	12.83%	98.37%	98.12%	98.45%	98.28%	99.30%	
\$275,001 and up	435	11.70%	97.44%	97.15%	97.66%	97.44%	97.21%	
Average List/Sell Ratio:				96.60%	94.50%	97.05%	97.35%	97.07%
Total Closed Units:				3,718	728	2062	818	110
Total Closed Volume:				599,816,637	80.10M	284.77M	191.81M	43.13M



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## April 2014

Inventory as of May 12, 2014



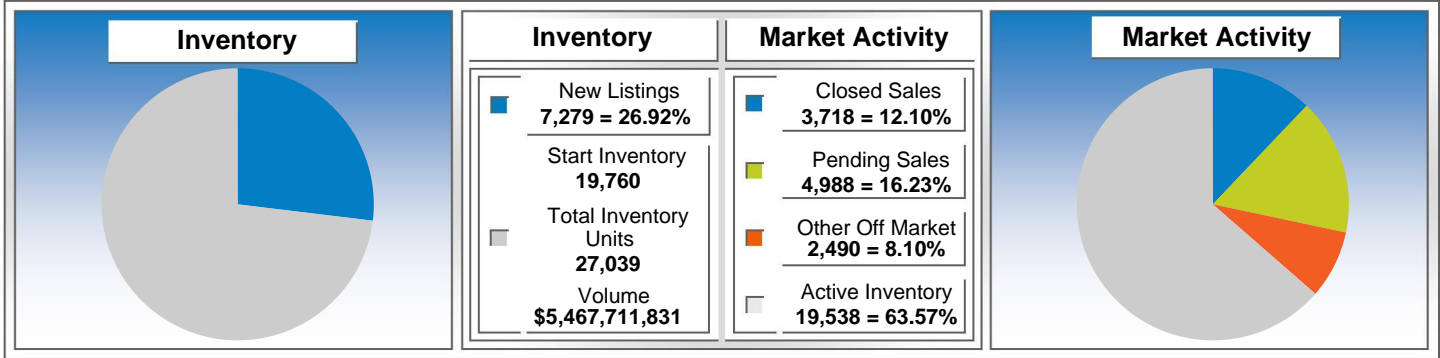
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## Market Summary

Report Produced on: May 12, 2014

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



**Absorption:** Last 12 months, an Average of **3,627** Sales/Month

**Active Inventory** as of April 30, 2014 = **19,538**

	APRIL			Year To Date		
	2013	2014	+/-%	2013	2014	+/-%
Closed Sales	3,979	3,718	-6.56%	12,945	12,629	-2.44%
Pending Sales	4,319	4,988	15.49%	15,400	15,942	3.52%
New Listings	7,086	7,279	2.72%	25,219	24,987	-0.92%
Average List Price	164,682	166,208	0.93%	162,246	162,417	0.11%
Average Sale Price	159,310	161,328	1.27%	156,870	157,239	0.24%
Average Percent of List Price to Selling Price	96.54%	96.62%	0.09%	96.43%	96.39%	-0.04%
Average Days on Market to Sale	79.62	75.44	-5.25%	82.11	80.54	-1.92%
Monthly Inventory	21,715	19,538	-10.03%	21,715	19,538	-10.03%
Months Supply of Inventory	6.21	5.39	-13.29%	6.21	5.39	-13.29%

