



August 2014

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



OKLAHOMA
ASSOCIATION OF
REALTORS®

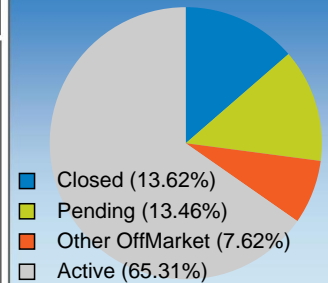
CONNECTING · INFORMING · UNITING

Absorption: Last 12 months, an Average of **3,654** Sales/Month

Active Inventory as of August 31, 2014 = **20,561**

	AUGUST		
	2013	2014	+/-%
Closed Listings	4,293	4,287	-0.14%
Pending Listings	3,977	4,238	6.56%
New Listings	6,307	6,270	-0.59%
Average List Price	176,853	177,847	0.56%
Average Sale Price	170,532	172,910	1.39%
Average Percent of List Price to Selling Price	96.73%	96.87%	0.15%
Average Days on Market to Sale	72.44	65.52	-9.55%
End of Month Inventory	23,233	20,561	-11.50%
Months Supply of Inventory	6.52	5.63	-13.63%

Market Activity



Report Produced on: Sep 17, 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 August 2014 decreased **11.50%** to 20,561 existing homes available for sale. Over the last 12 months this area has had an average of 3,654 closed sales per month. This represents an unsold inventory index of **5.63** 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 **1.39%** in August 2014 to \$172,910 versus the previous year at \$170,532.

Average Days on Market Shortens

The average number of **65.52** days that homes spent on the market before selling decreased by 6.92 days or **9.55%** in August 2014 compared to last year's same month at **72.44** DOM.

Sales Success for August 2014 is Positive

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

There were 6,270 New Listings in August 2014, down **0.59%** from last year at 6,307. Furthermore, there were 4,287 Closed Listings this month versus last year at 4,293, a **-0.14%** decrease.

Closed versus Listed trends yielded a **68.4%** ratio, up from last year's August 2014 at **68.1%**, a **0.45%** 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.

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®

August 2014

Closed Sales as of Sep 13, 2014



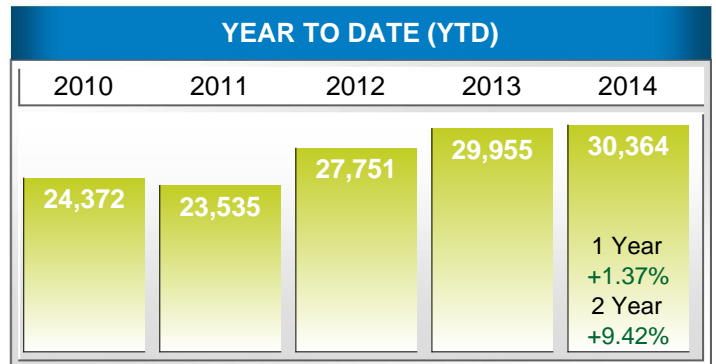
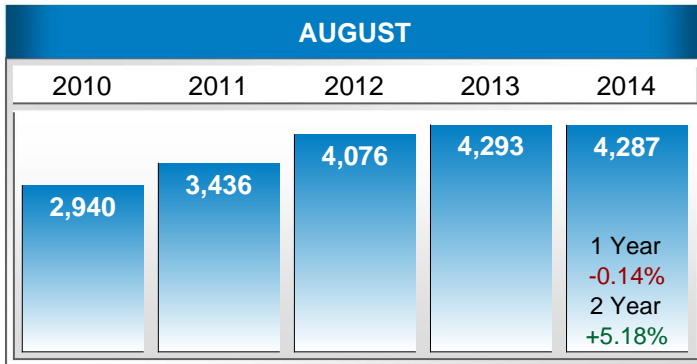
OKLAHOMA
ASSOCIATION OF
REALTORS®

CONNECTING · INFORMING · UNITING

Closed Listings

Report Produced on: Sep 17, 2014

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+	
\$50,000 and less	422	9.84%	81.5	184	205	32	1	
\$50,001 - \$75,000	337	7.86%	75.1	123	188	21	5	
\$75,001 - \$100,000	403	9.40%	67.2	112	251	35	5	
\$100,001 - \$150,000	1,086	25.33%	54.9	174	780	126	6	
\$150,001 - \$225,000	1,093	25.50%	62.3	124	651	295	23	
\$225,001 - \$300,000	520	12.13%	64.4	50	187	248	35	
\$300,001 and up	426	9.94%	77.0	42	98	228	58	
Total Closed Units: 4,287				65.5	809	2360	985	133
Total Closed Volume: 741,265,811					97.47M	347.54M	245.08M	51.16M
Average Closed Price: \$172,910					\$120,487	\$147,265	\$248,815	\$384,696



Monthly Inventory Analysis

Data from the
OKLAHOMA ASSOCIATION OF REALTORS®

August 2014

Pending Listings as of Sep 13, 2014



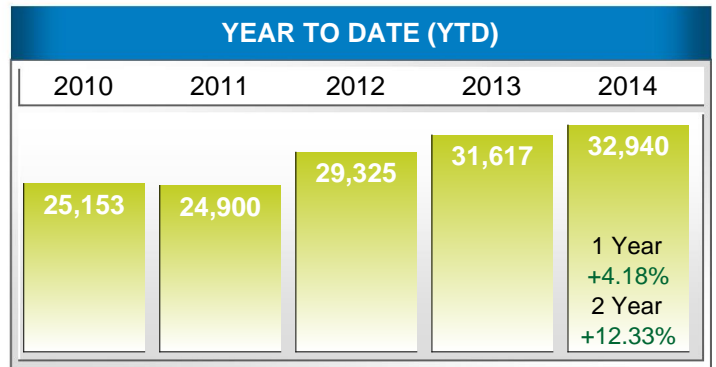
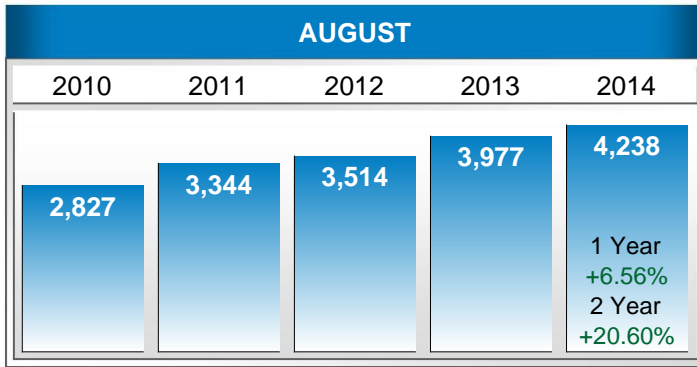
OKLAHOMA
ASSOCIATION OF
REALTORS®

CONNECTING . INFORMING . UNITING

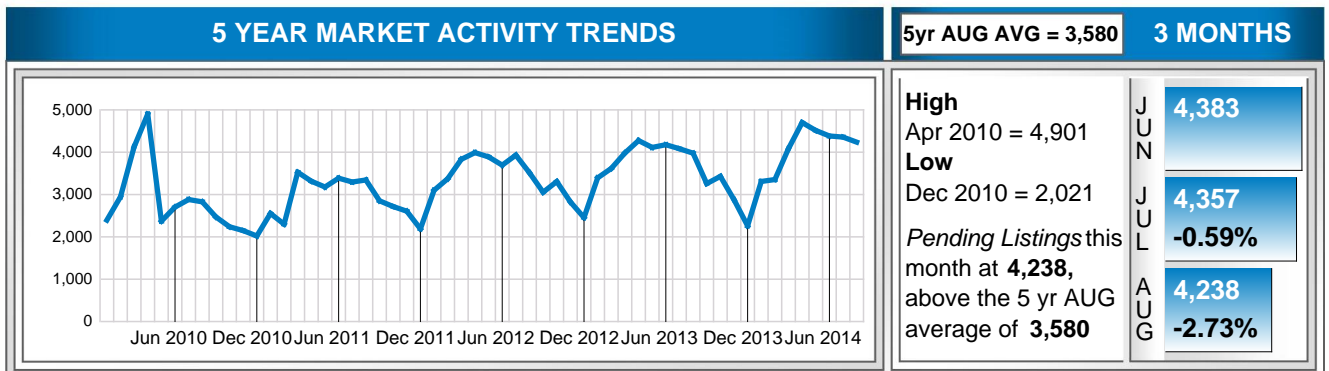
Pending Listings

Report Produced on: Sep 17, 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	425		10.03%	64.2	177	216	28	4		
\$50,001 - \$75,000	338		7.98%	72.6	105	205	25	3		
\$75,001 - \$100,000	468		11.04%	66.7	111	320	34	3		
\$100,001 - \$150,000	1,045		24.66%	53.5	184	731	123	7		
\$150,001 - \$200,000	811		19.14%	52.2	102	488	210	11		
\$200,001 - \$300,000	705		16.64%	65.7	86	314	288	17		
\$300,001 and up	446		10.52%	80.6	36	113	248	49		
Total Pending Units:					4,238	64.6	801	2387	956	94
Total Pending Volume:					739,695,774		98.88M	350.11M	252.50M	38.20M
Average Listing Price:					\$166,762		\$123,451	\$146,674	\$264,125	\$406,352

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



Monthly Inventory Analysis

Data from the
OKLAHOMA ASSOCIATION OF REALTORS®

August 2014

New Listings as of Sep 13, 2014



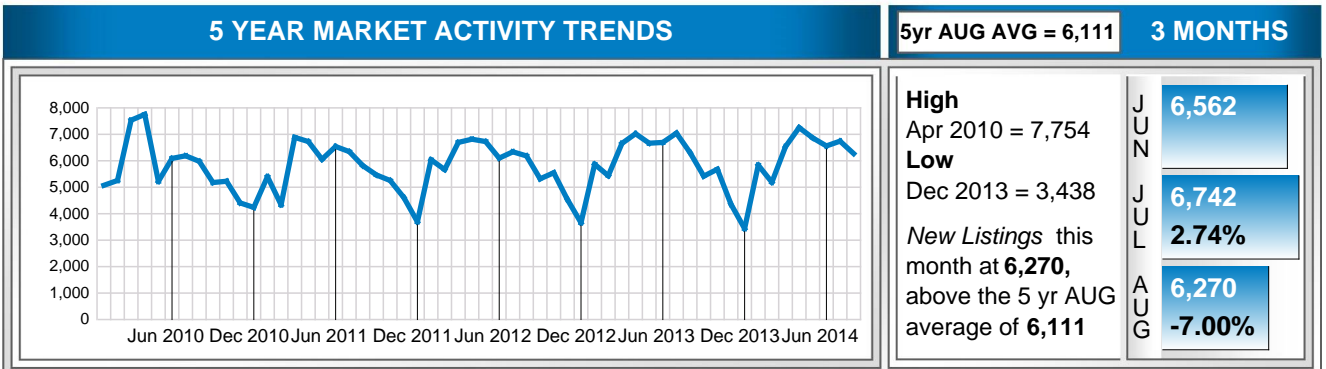
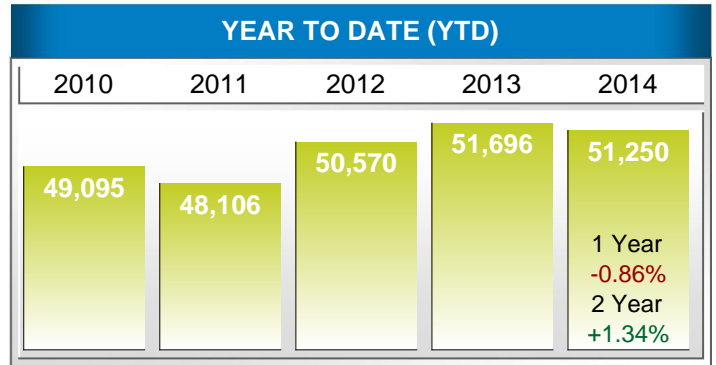
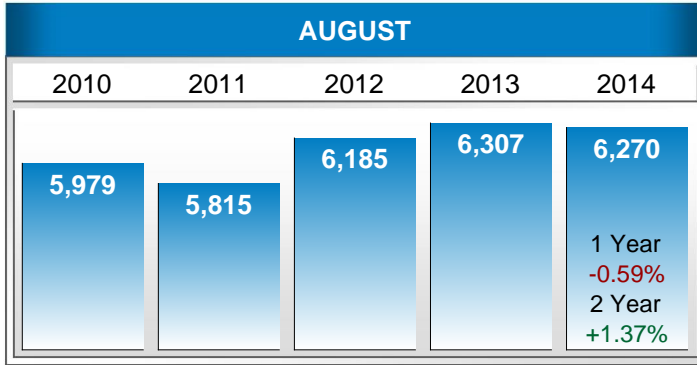
OKLAHOMA
ASSOCIATION OF
REALTORS®

CONNECTING · INFORMING · UNITING

New Listings

Report Produced on: Sep 17, 2014

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	547	8.72%	260	255	25	7	
\$50,001 - \$75,000	534	8.52%	189	304	37	4	
\$75,001 - \$125,000	1,282	20.45%	292	865	116	9	
\$125,001 - \$175,000	1,413	22.54%	224	930	243	16	
\$175,001 - \$225,000	910	14.51%	119	508	262	21	
\$225,001 - \$325,000	861	13.73%	99	319	386	57	
\$325,001 and up	723	11.53%	62	167	380	114	
Total New Listed Units:			6,270	1245	3348	1449	228
Total New Listed Volume:			1,198,594,588	166.62M	519.52M	405.14M	107.31M
Average New Listed Listing Price:			\$161,085	\$133,833	\$155,172	\$279,600	\$470,676



Monthly Inventory Analysis

Data from the
OKLAHOMA ASSOCIATION OF REALTORS®

August 2014

Active Inventory as of Sep 13, 2014



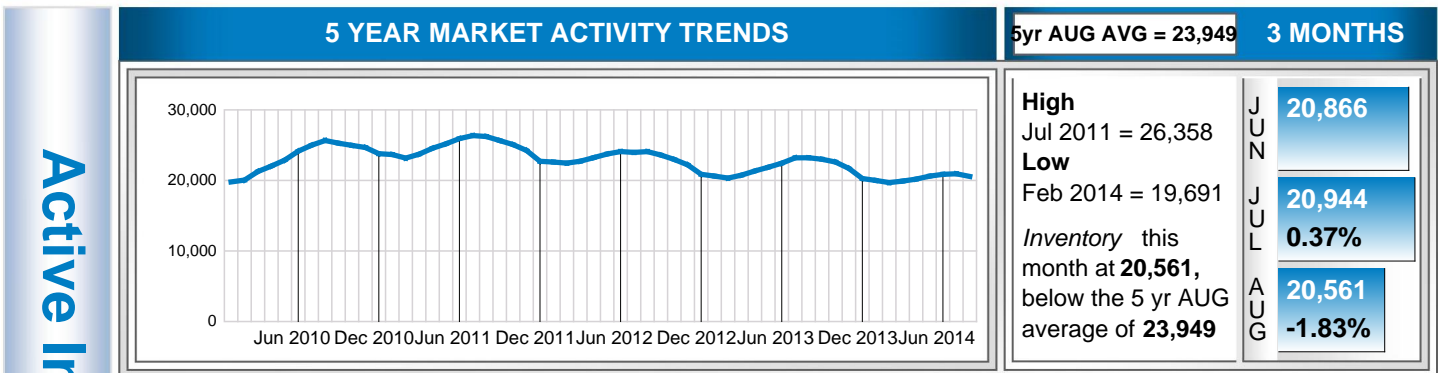
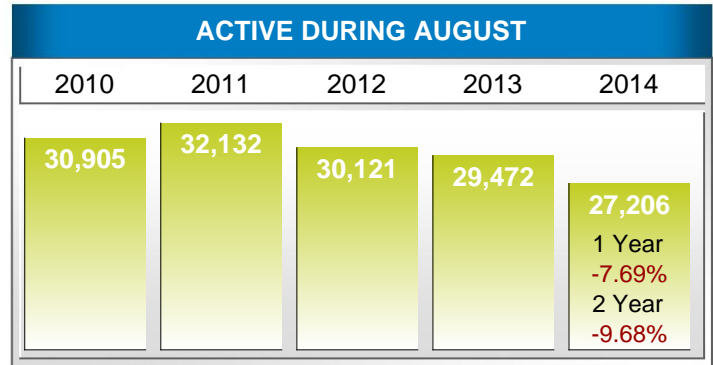
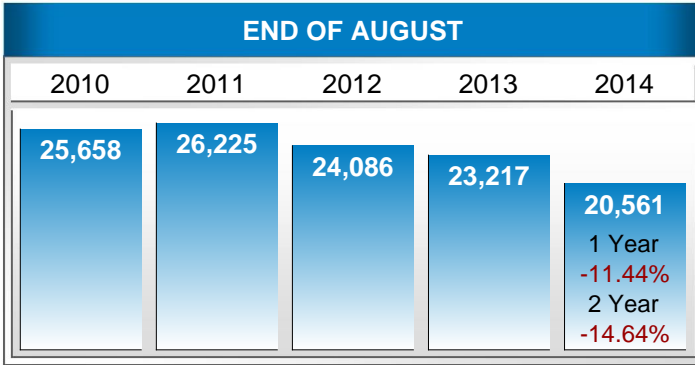
OKLAHOMA
ASSOCIATION OF
REALTORS®

CONNECTING · INFORMING · UNITING

Active Inventory

Report Produced on: Sep 17, 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	1,699	8.26%	122.6	891	713	81	14	
\$50,001 - \$75,000	2,080	10.12%	120.3	829	1,104	130	17	
\$75,001 - \$100,000	2,285	11.11%	111.7	628	1,407	222	28	
\$100,001 - \$175,000	5,670	27.58%	95.4	1,101	3,558	910	101	
\$175,001 - \$250,000	3,687	17.93%	96.3	596	1,777	1,205	109	
\$250,001 - \$375,000	2,757	13.41%	107.8	373	850	1,290	244	
\$375,001 and up	2,383	11.59%	118.9	271	467	1,168	477	
Total Active Inventory by Units:			20,561	106.5	4,689	9,876	5,006	990
Total Active Inventory by Volume:			4,449,229,714		748.91M	1.63B	1.54B	525.88M
Average Active Inventory Listing Price:			\$216,392		\$159,716	\$165,221	\$308,175	\$531,190



Monthly Inventory Analysis

Data from the
OKLAHOMA ASSOCIATION OF REALTORS®

August 2014

Active Inventory as of Sep 13, 2014



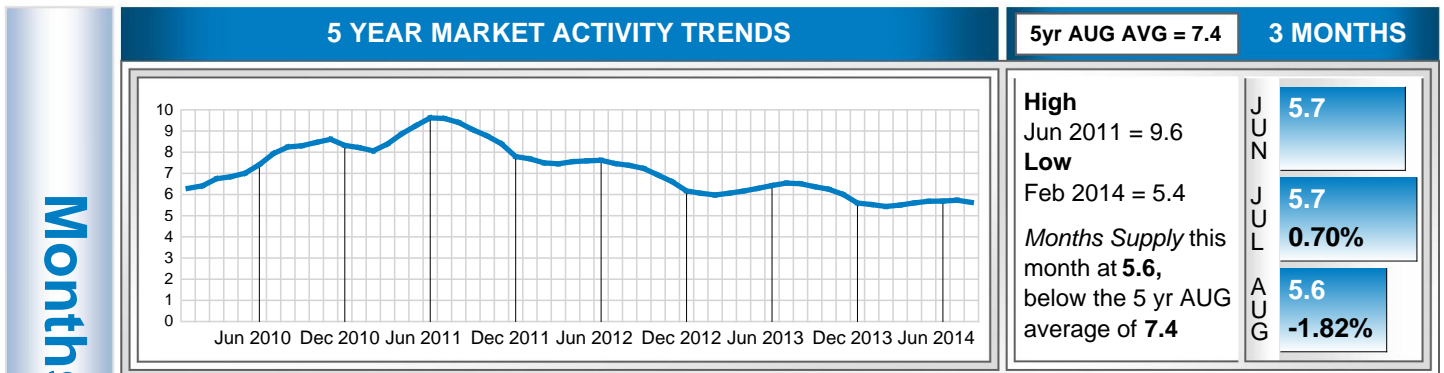
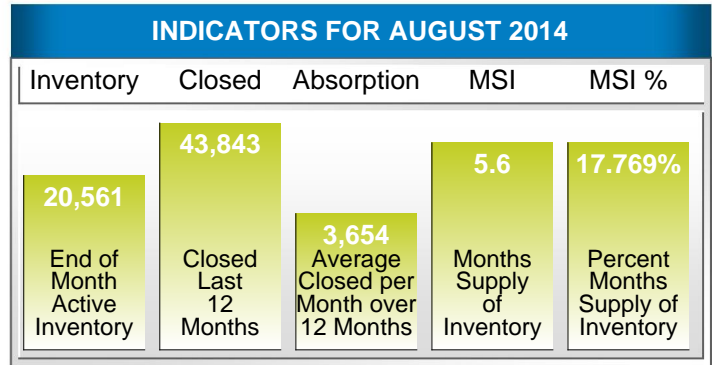
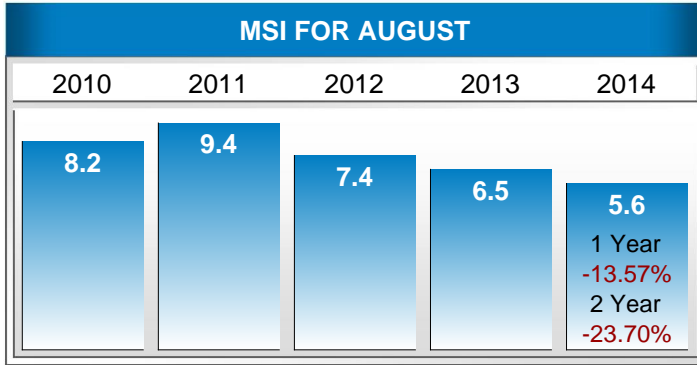
OKLAHOMA
ASSOCIATION OF
REALTORS®

CONNECTING · INFORMING · UNITING

Months Supply of Inventory

Report Produced on: Sep 17, 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	1,699	8.26%	4.0	4.8	3.5	2.8	3.9
\$50,001 - \$75,000	2,080	10.12%	6.6	7.9	5.9	6.0	7.8
\$75,001 - \$100,000	2,285	11.11%	5.9	6.7	5.4	6.7	7.8
\$100,001 - \$175,000	5,670	27.58%	4.4	5.4	4.0	4.6	7.2
\$175,001 - \$250,000	3,687	17.93%	5.7	7.2	5.6	5.1	6.4
\$250,001 - \$375,000	2,757	13.41%	7.0	9.9	7.0	6.3	8.3
\$375,001 and up	2,383	11.59%	13.1	20.1	13.2	12.1	13.2
MSI:	5.6			6.5	4.9	6.1	9.3
Total Active Inventory:	20,561			4,689	9,876	5,006	990



Monthly Inventory Analysis

Data from the
OKLAHOMA ASSOCIATION OF REALTORS®

August 2014

Closed Sales as of Sep 13, 2014



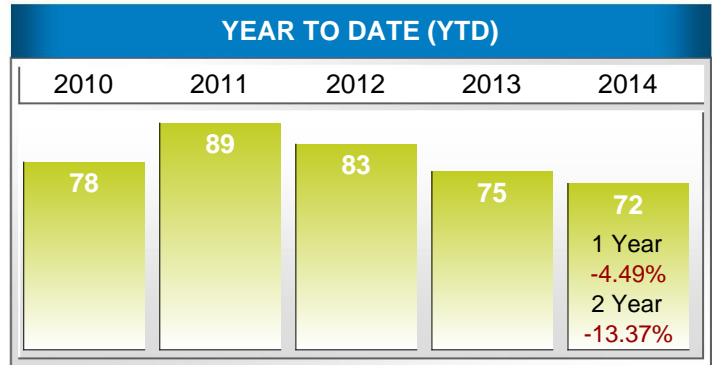
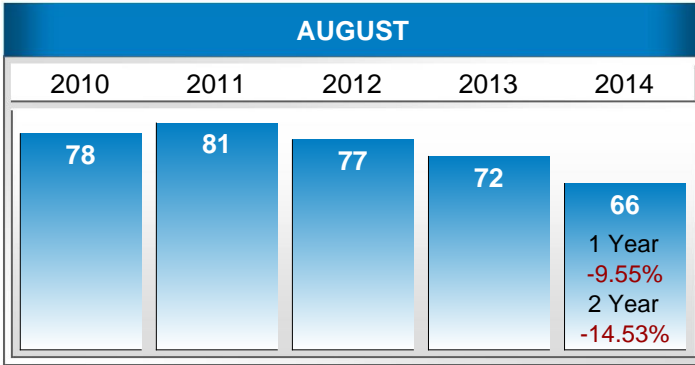
OKLAHOMA
ASSOCIATION OF
REALTORS®

CONNECTING · INFORMING · UNITING

Average Days on Market to Sale

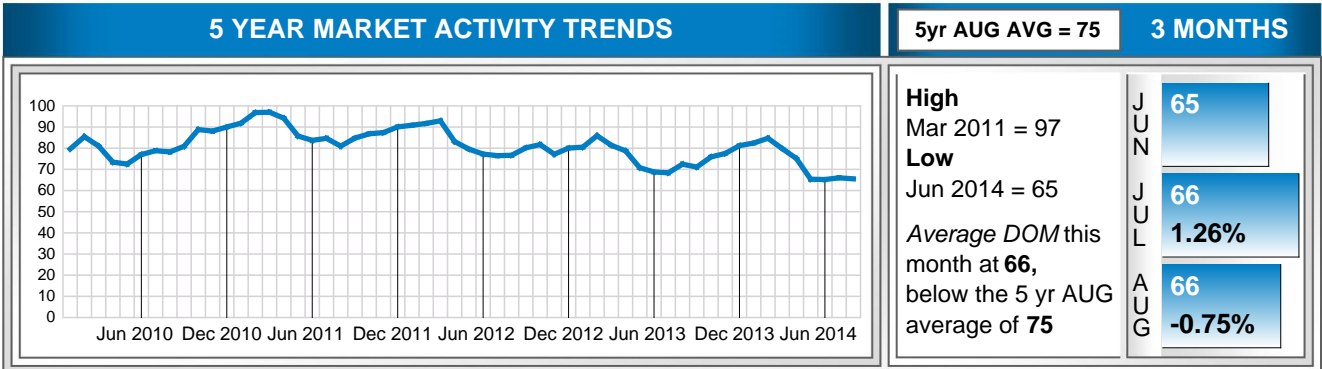
Report Produced on: Sep 17, 2014

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+
\$50,000 and less	422	9.84%	81.5	76.8	85.3	84.3	86.0
\$50,001 - \$75,000	337	7.86%	75.1	78.7	71.4	87.9	74.0
\$75,001 - \$100,000	403	9.40%	67.2	82.2	62.8	53.6	49.8
\$100,001 - \$150,000	1,086	25.33%	54.9	54.2	55.2	52.9	88.2
\$150,001 - \$225,000	1,093	25.50%	62.3	80.5	59.1	60.0	87.7
\$225,001 - \$300,000	520	12.13%	64.4	72.9	57.0	64.5	90.9
\$300,001 and up	426	9.94%	77.0	124.9	64.2	74.8	72.5
Average Closed DOM: 65.5				75.8	61.5	64.8	80.0
Total Closed Units: 4,287				809	2360	985	133
Total Closed Volume: 741,265,811				97.47M	347.54M	245.08M	51.16M



Monthly Inventory Analysis

Data from the
OKLAHOMA ASSOCIATION OF REALTORS®

August 2014

Closed Sales as of Sep 13, 2014



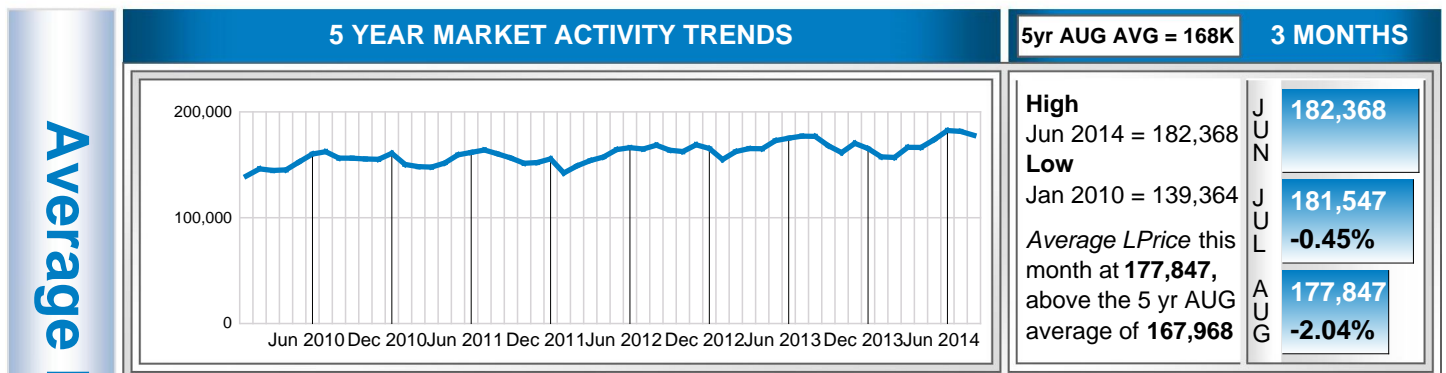
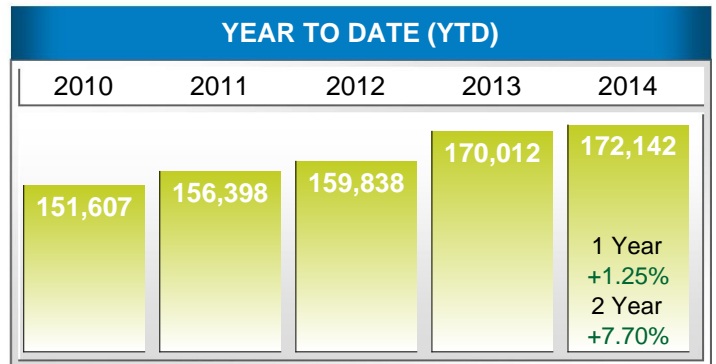
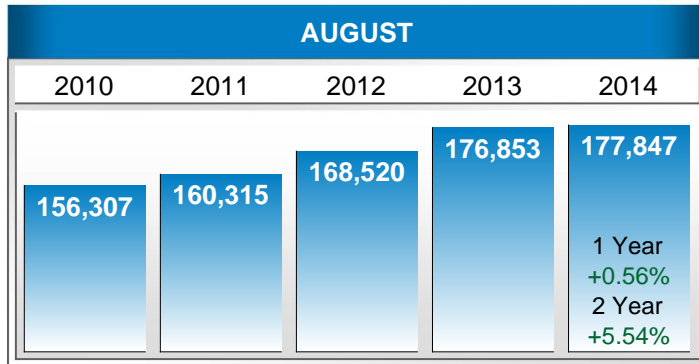
OKLAHOMA
ASSOCIATION OF
REALTORS®

CONNECTING · INFORMING · UNITING

Average List Price at Closing

Report Produced on: Sep 17, 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+
\$50,000 and less	387		9.03%	34,171	34,120	37,658	39,848	39,900
\$50,001 - \$75,000	326		7.60%	64,716	67,375	68,566	69,188	71,200
\$75,001 - \$100,000	415		9.68%	89,364	91,392	91,894	95,499	98,301
\$100,001 - \$150,000	1,068		24.91%	128,817	129,159	130,400	133,925	136,730
\$150,001 - \$225,000	1,099		25.64%	183,675	188,789	185,033	191,388	186,391
\$225,001 - \$300,000	556		12.97%	260,081	260,631	262,293	264,163	270,484
\$300,001 and up	436		10.17%	474,732	421,233	423,261	466,036	655,445
Average List Price:	\$177,847				\$125,350	\$151,006	\$254,998	\$402,087
Total Closed Units:	4,287				809	2360	985	133
Total List Volume:	762,431,400				101.41M	356.37M	251.17M	53.48M



Monthly Inventory Analysis

Data from the
OKLAHOMA ASSOCIATION OF REALTORS®

August 2014

Closed Sales as of Sep 13, 2014



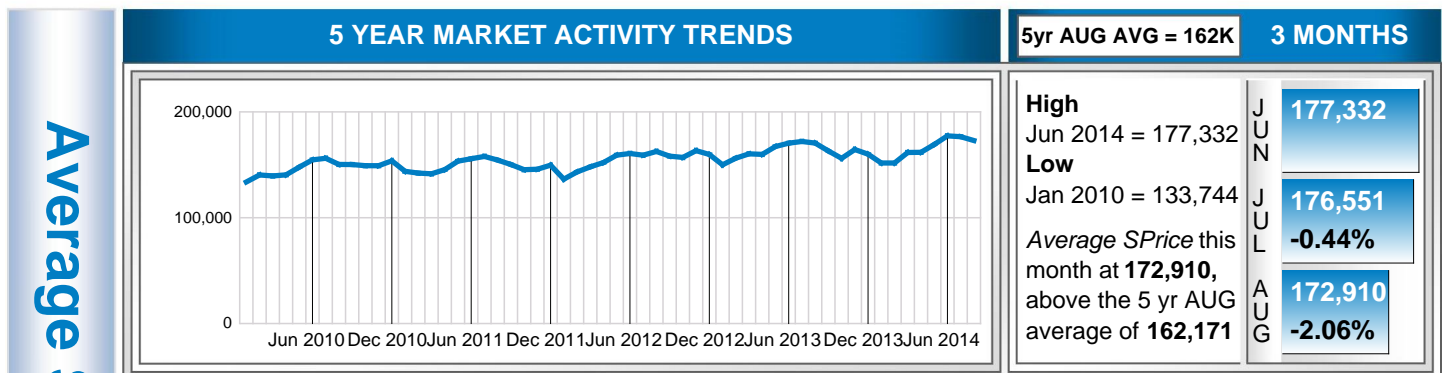
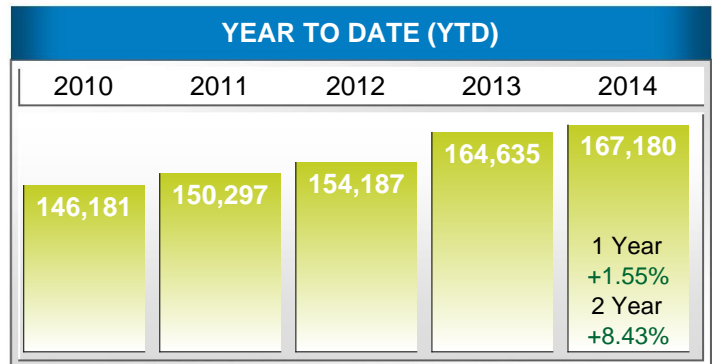
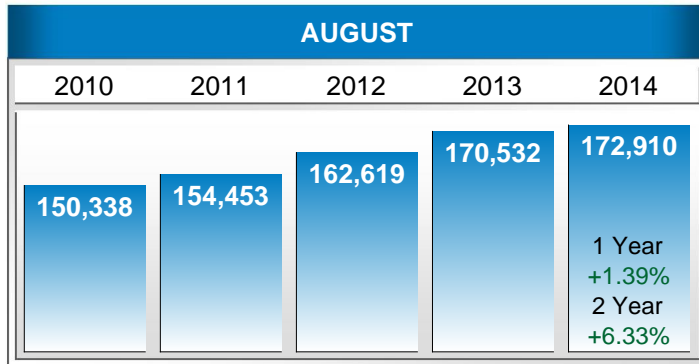
OKLAHOMA
ASSOCIATION OF
REALTORS®

CONNECTING · INFORMING · UNITING

Average Sold Price at Closing

Report Produced on: Sep 17, 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+	
\$50,000 and less	422	9.84%	32,812	30,731	33,868	37,913	36,000	
\$50,001 - \$75,000	337	7.86%	64,293	62,968	65,203	64,039	63,750	
\$75,001 - \$100,000	403	9.40%	88,448	87,359	88,598	90,706	89,520	
\$100,001 - \$150,000	1,086	25.33%	127,195	124,919	127,286	129,612	130,546	
\$150,001 - \$225,000	1,093	25.50%	183,380	183,654	181,596	187,255	182,715	
\$225,001 - \$300,000	520	12.13%	258,864	254,454	257,284	259,905	266,229	
\$300,001 and up	426	9.94%	462,278	406,158	413,173	453,168	621,699	
Average Closed Price:				\$172,910	\$120,487	\$147,265	\$248,815	\$384,696
Total Closed Units:				4,287	809	2,360	985	133
Total Closed Volume:				741,265,811	97.47M	347.54M	245.08M	51.16M



Monthly Inventory Analysis

Data from the
OKLAHOMA ASSOCIATION OF REALTORS®

August 2014

Closed Sales as of Sep 13, 2014



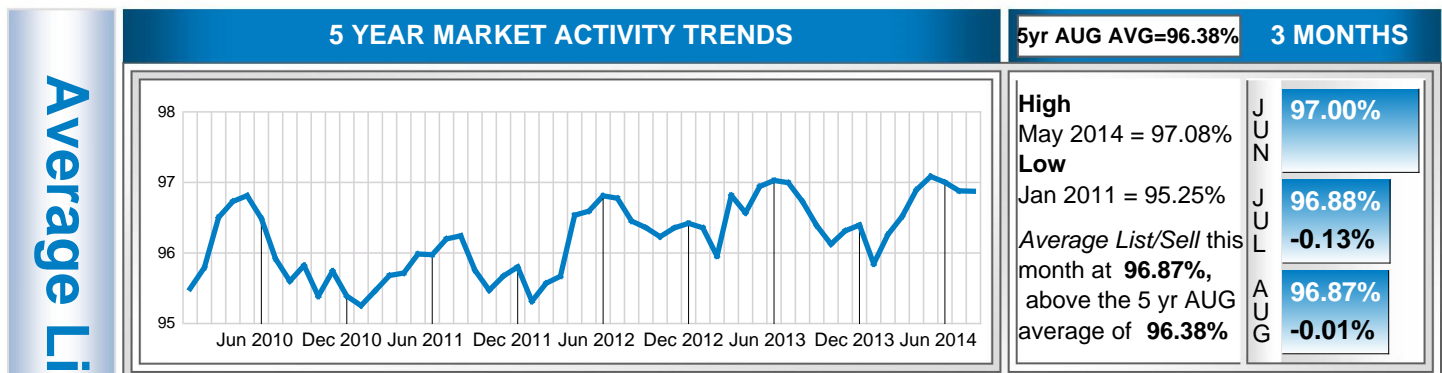
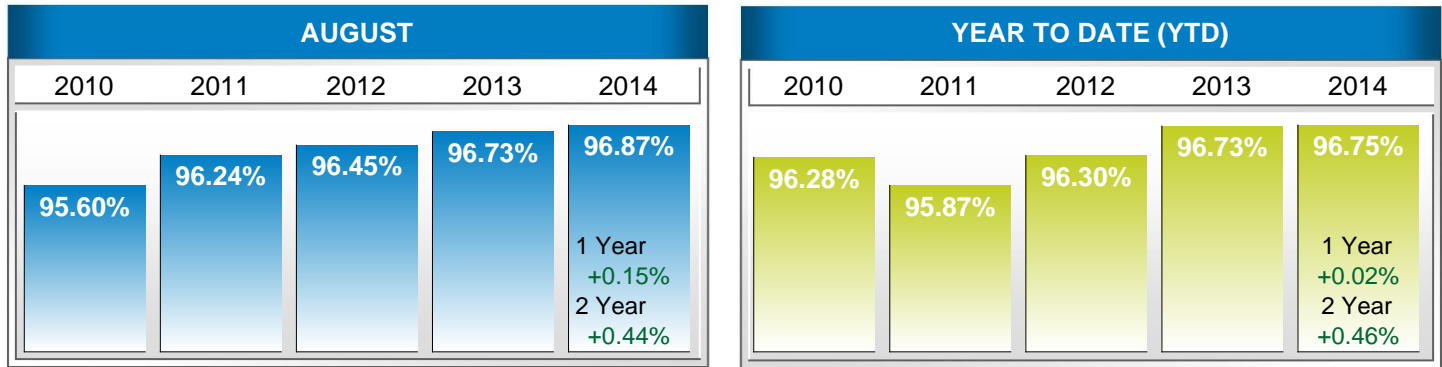
OKLAHOMA
ASSOCIATION OF
REALTORS®

CONNECTING · INFORMING · UNITING

Average Percent of List Price to Selling Price

Report Produced on: Sep 17, 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+
\$50,000 and less	422	9.84%	91.10%	90.04%	91.19%	96.60%	90.23%
\$50,001 - \$75,000	337	7.86%	95.17%	94.50%	95.78%	94.54%	90.83%
\$75,001 - \$100,000	403	9.40%	96.42%	95.91%	96.86%	95.50%	91.92%
\$100,001 - \$150,000	1,086	25.33%	97.56%	96.93%	97.82%	96.93%	95.52%
\$150,001 - \$225,000	1,093	25.50%	98.08%	97.45%	98.23%	98.00%	98.17%
\$225,001 - \$300,000	520	12.13%	98.29%	97.71%	98.16%	98.47%	98.48%
\$300,001 and up	426	9.94%	97.82%	96.62%	100.04%	97.61%	95.77%
Average List/Sell Ratio: 96.90%				94.97%	97.21%	97.69%	96.52%
Total Closed Units: 4,287				809	2360	985	133
Total Closed Volume: 741,265,811				97.47M	347.54M	245.08M	51.16M



Monthly Inventory Analysis

Data from the
OKLAHOMA ASSOCIATION OF REALTORS®

August 2014

Inventory as of Sep 13, 2014



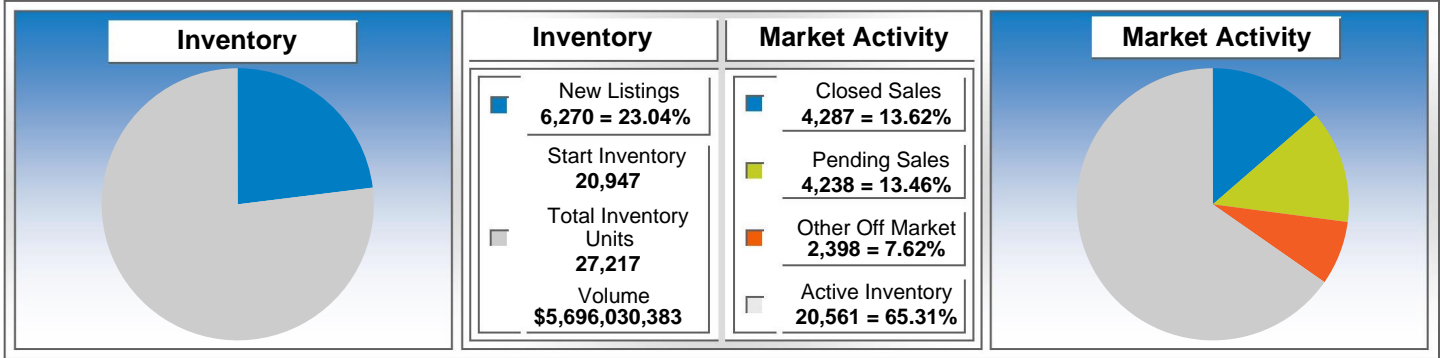
OKLAHOMA
ASSOCIATION OF
REALTORS®

CONNECTING . INFORMING . UNITING

Market Summary

Report Produced on: Sep 17, 2014

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



Absorption: Last 12 months, an Average of **3,654** Sales/Month

Active Inventory as of August 31, 2014 = **20,561**

	AUGUST			Year To Date		
	2013	2014	+/-%	2013	2014	+/-%
Closed Sales	4,293	4,287	-0.14%	29,955	30,364	1.37%
Pending Sales	3,977	4,238	6.56%	31,617	32,940	4.18%
New Listings	6,307	6,270	-0.59%	51,696	51,250	-0.86%
Average List Price	176,853	177,847	0.56%	170,012	172,142	1.25%
Average Sale Price	170,532	172,910	1.39%	164,635	167,180	1.55%
Average Percent of List Price to Selling Price	96.73%	96.87%	0.15%	96.73%	96.75%	0.02%
Average Days on Market to Sale	72.44	65.52	-9.55%	74.90	71.54	-4.49%
Monthly Inventory	23,233	20,561	-11.50%	23,233	20,561	-11.50%
Months Supply of Inventory	6.52	5.63	-13.63%	6.52	5.63	-13.63%

