



# January 2014

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

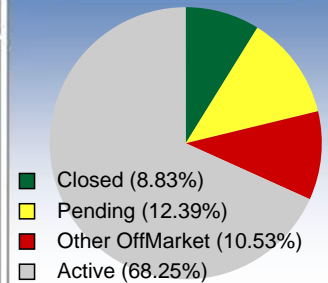


**Absorption:** Last 12 months, an Average of **3,641** Sales/Month

**Active Inventory** as of January 31, 2014 = **19,192**

	JANUARY		
	2013	2014	+/- %
Closed Listings	2,532	2,482	-1.97%
Pending Listings	3,426	3,483	1.66%
New Listings	5,934	5,849	-1.43%
Average List Price	154,477	158,360	2.51%
Average Sale Price	149,464	152,510	2.04%
Average Percent of List Price to Selling Price	96.34%	96.25%	-0.09%
Average Days on Market to Sale	81.71	82.43	0.87%
End of Month Inventory	20,550	19,192	-6.61%
Months Supply of Inventory	5.99	5.27	-12.00%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Feb 12, 2014

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 January 2014 decreased **6.61%** to 19,192 existing homes available for sale. Over the last 12 months this area has had an average of 3,641 closed sales per month. This represents an unsold inventory index of **5.27** 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 **2.04%** in January 2014 to \$152,510 versus the previous year at \$149,464.

### Average Days on Market Lengthens

The average number of **82.43** days that homes spent on the market before selling increased by 0.71 days or **0.87%** in January 2014 compared to last year's same month at **81.71** DOM.

### Sales Success for January 2014 is Positive

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

There were 5,849 New Listings in January 2014, down **1.43%** from last year at 5,934. Furthermore, there were 2,482 Closed Listings this month versus last year at 2,532, a **-1.97%** decrease.

Closed versus Listed trends yielded a **42.4%** ratio, down from last year's January 2014 at **42.7%**, a **0.55%** 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

<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

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

## January 2014

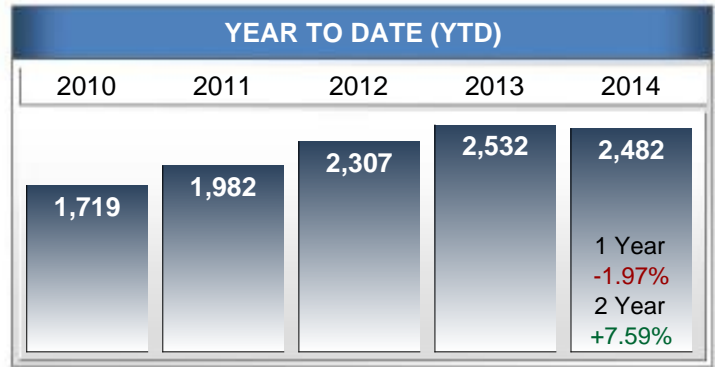
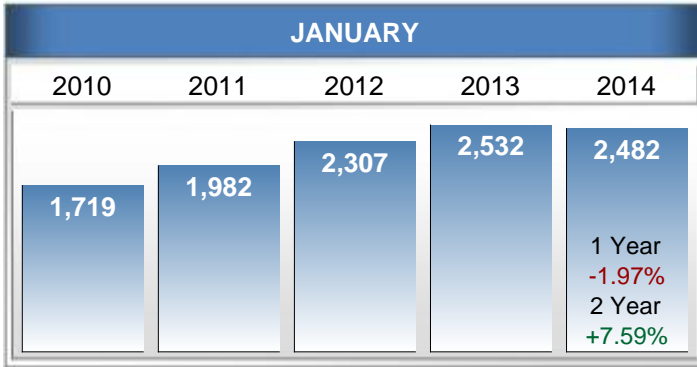
Closed Sales as of Feb 12, 2014



### Closed Listings

Report Produced on: Feb 12, 2014

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



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	125	5.04%	83.5	57	62	4	2		
\$25,001 - \$50,000	243	9.79%	79.6	87	127	23	6		
\$50,001 - \$100,000	569	22.93%	83.3	160	354	54	1		
\$100,001 - \$150,000	580	23.37%	78.9	81	402	87	10		
\$150,001 - \$200,000	376	15.15%	76.9	54	218	95	9		
\$200,001 - \$275,000	315	12.69%	86.6	41	136	129	9		
\$275,001 and up	274	11.04%	92.9	20	59	155	40		
Total Closed Units:				2,482	82.4	500	1358	547	77
Total Closed Volume:				378,530,713		52.04M	175.14M	125.56M	25.80M
Average Closed Price:				\$152,510		\$104,075	\$128,966	\$229,542	\$335,035



# Monthly Inventory Analysis

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

## January 2014

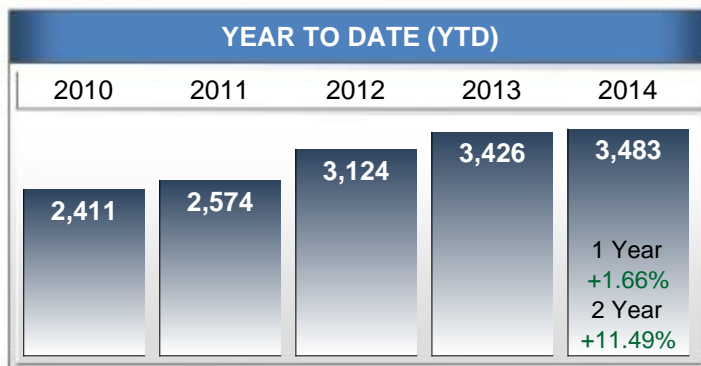
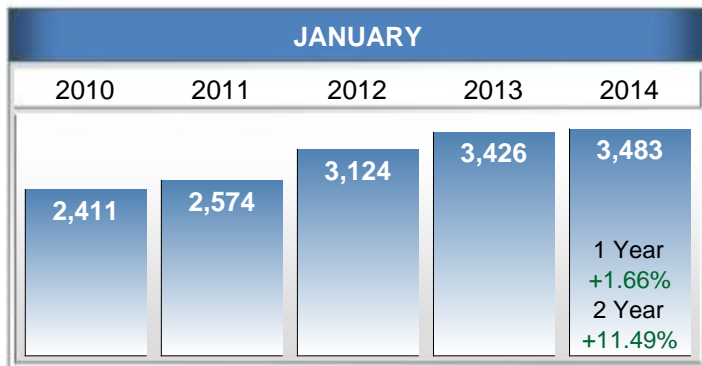
Pending Listings as of Feb 12, 2014



### Pending Listings

Report Produced on: Feb 12, 2014

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



Pending Listings

Ready to Buy or Sell Real Estate?  
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#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$40,000 and less	336	9.65%	72.9	149	163	21	3
\$40,001 - \$70,000	365	10.48%	83.4	124	212	26	3
\$70,001 - \$110,000	608	17.46%	79.1	135	406	60	7
\$110,001 - \$160,000	874	25.09%	76.4	119	617	129	9
\$160,001 - \$200,000	463	13.29%	77.9	59	269	128	7
\$200,001 - \$290,000	487	13.98%	83.8	53	200	212	22
\$290,001 and up	350	10.05%	98.5	21	103	181	45
Total Pending Units: 3,483    88.3				660	1970	757	96
Total Pending Volume: 553,736,349				70.11M	276.14M	175.92M	31.56M
Average Listing Price: \$143,886				\$106,232	\$140,172	\$232,391	\$328,785



# Monthly Inventory Analysis

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

## January 2014

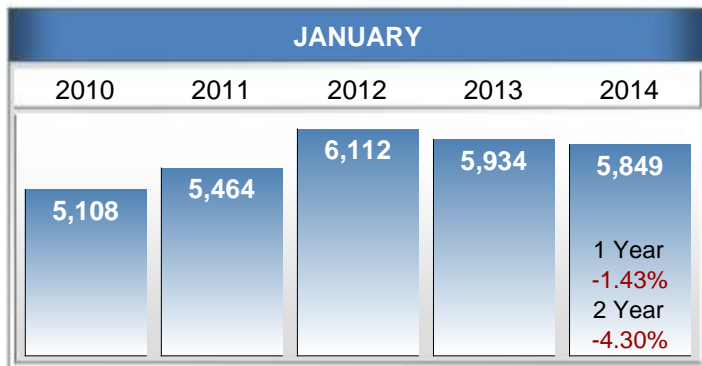
New Listings as of Feb 12, 2014



### New Listings

Report Produced on: Feb 12, 2014

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	584	9.98%	251	292	39	2
\$50,001 - \$80,000	658	11.25%	227	381	46	4
\$80,001 - \$110,000	769	13.15%	168	510	85	6
\$110,001 - \$170,000	1,538	26.30%	250	1,051	217	20
\$170,001 - \$230,000	917	15.68%	122	475	305	15
\$230,001 - \$350,000	809	13.83%	82	314	360	53
\$350,001 and up	574	9.81%	46	124	303	101
Total New Listed Units:			1,146	3,147	1,355	201
Total New Listed Volume:			149.91M	488.73M	369.61M	100.91M
Average New Listed Listing Price:			\$130,813	\$155,301	\$272,772	\$502,031





# Monthly Inventory Analysis

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

## January 2014

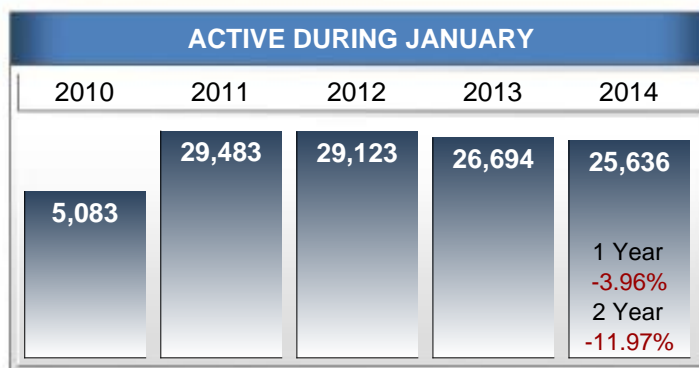
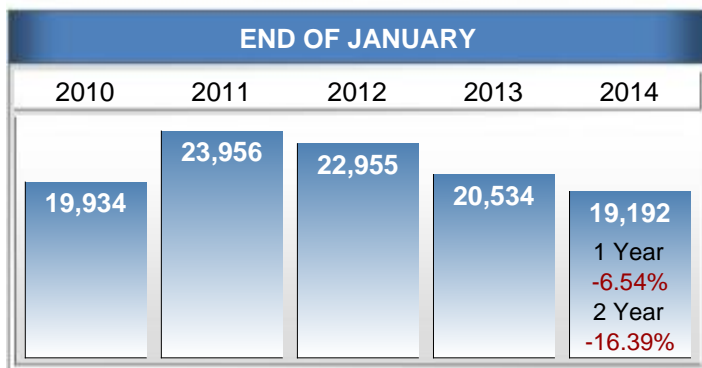
Active Inventory as of Feb 12, 2014



### Active Inventory

Report Produced on: Feb 12, 2014

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



Active Inventory

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5yr JAN AVG = 21,314		3 MONTHS	
<b>High</b>	Jul 2011 = 26,728	<b>NOV</b>	21,368
<b>Low</b>	Jan 2014 = 19,192	<b>DEC</b>	19,797
<i>Inventory this month at 19,192, below the 5 yr JAN average of 21,314</i>		<b>JAN</b>	19,192
			-7.35%
			-3.06%

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$50,000 and less	1,970	10.26%	127.6	980	870	111	9		
\$50,001 - \$75,000	2,027	10.56%	133.9	793	1,081	137	16		
\$75,001 - \$100,000	2,315	12.06%	118.7	639	1,438	218	20		
\$100,001 - \$175,000	5,373	28.00%	110.5	973	3,457	859	84		
\$175,001 - \$225,000	2,450	12.77%	111.4	389	1,256	751	54		
\$225,001 - \$375,000	3,153	16.43%	119.7	442	1,074	1,401	236		
\$375,001 and up	1,904	9.92%	127.5	206	388	910	400		
Total Active Inventory by Units:				19,192	119.0	4,422	9,564	4,387	819
Total Active Inventory by Volume:				3,841,508,192		621.23M	1.50B	1.29B	430.29M
Average Active Inventory Listing Price:				\$200,162		\$140,485	\$157,348	\$292,937	\$525,388



# Monthly Inventory Analysis

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

## January 2014

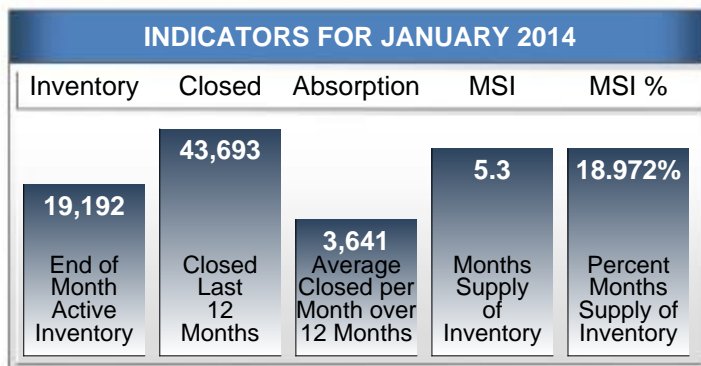
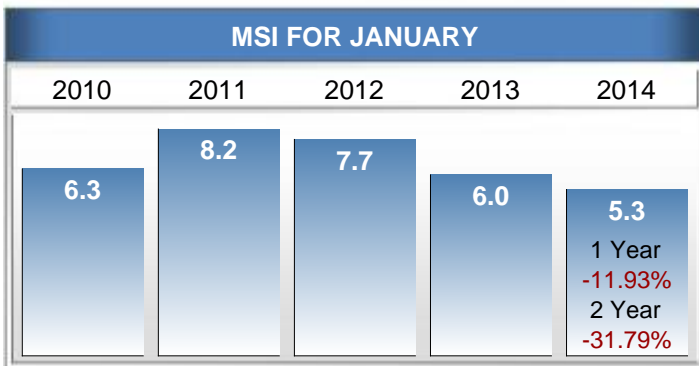
Active Inventory as of Feb 12, 2014



### Months Supply of Inventory

Report Produced on: Feb 12, 2014

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



**Months Supply**  
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5yr JAN AVG = 6.7	3 MONTHS
<b>High</b> Jun 2011 = 9.7	<b>NOV</b> 5.9
<b>Low</b> Jan 2014 = 5.3	<b>DEC</b> 5.4
Months Supply this month at <b>5.3</b> , below the 5 yr JAN average of <b>6.7</b>	<b>JAN</b> 5.3
	<b>DEC</b> -7.44%
	<b>JAN</b> -2.95%

#### 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	1,970	10.26%	4.7	5.3	4.2	4.1	2.2
\$50,001 - \$70,000	1,643	8.56%	6.5	8.2	5.8	5.3	4.9
\$70,001 - \$110,000	3,300	17.19%	5.4	6.3	5.0	6.1	8.0
\$110,001 - \$170,000	4,458	23.23%	4.1	4.6	3.9	4.1	7.4
\$170,001 - \$240,000	3,267	17.02%	4.9	5.7	4.9	4.5	5.4
\$240,001 - \$370,000	2,576	13.42%	6.2	8.5	6.6	5.4	7.2
\$370,001 and up	1,978	10.31%	11.0	16.5	11.6	9.8	11.7
MSI:	5.3			6.1	4.8	5.4	8.3
Total Active Inventory:	19,192			4,422	9,564	4,387	819



# Monthly Inventory Analysis

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## January 2014

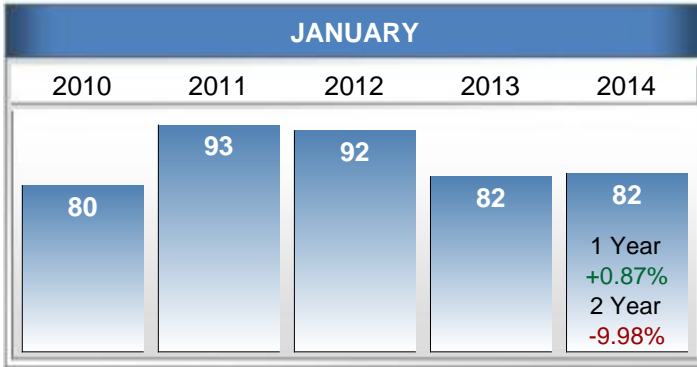
Closed Sales as of Feb 12, 2014



### Average Days on Market to Sale

Report Produced on: Feb 12, 2014

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



Average Days on Market

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#### 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	125	5.04%	83.5	97.1	74.9	54.8	21.0
\$25,001 - \$50,000	243	9.79%	79.6	97.6	68.2	70.3	98.5
\$50,001 - \$100,000	569	22.93%	83.3	88.7	82.5	74.2	8.0
\$100,001 - \$150,000	580	23.37%	78.9	103.6	72.8	81.3	101.9
\$150,001 - \$200,000	376	15.15%	76.9	93.1	76.2	71.0	59.4
\$200,001 - \$275,000	315	12.69%	86.6	101.0	80.8	86.0	118.1
\$275,001 and up	274	11.04%	92.9	117.1	110.1	85.0	85.8
Average Closed DOM:				96.2	77.9	80.3	86.9
Total Closed Units:				500	1358	547	77
Total Closed Volume:				52.04M	175.14M	125.56M	25.80M



# Monthly Inventory Analysis

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## January 2014

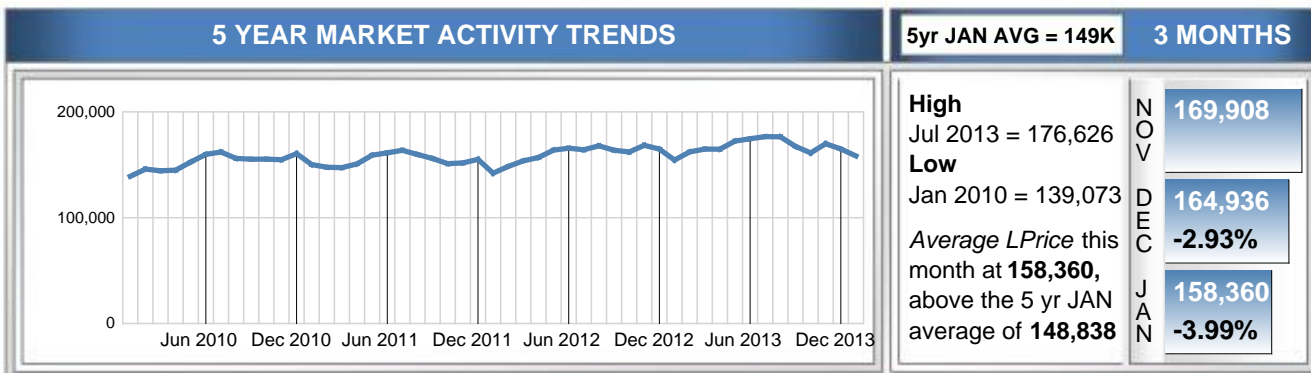
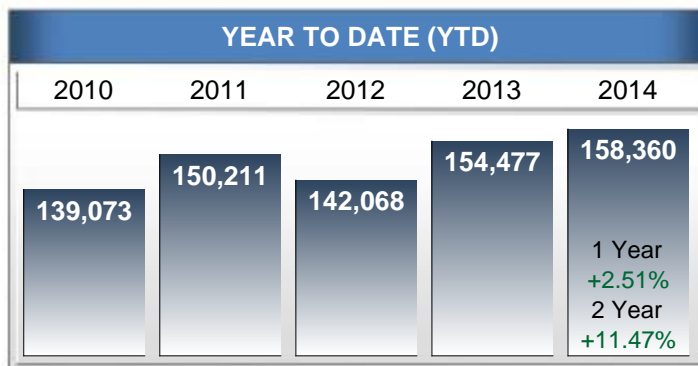
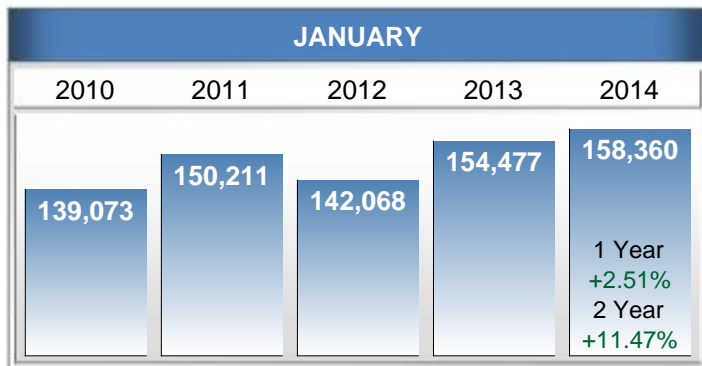
Closed Sales as of Feb 12, 2014



### Average List Price at Closing

Report Produced on: Feb 12, 2014

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



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	105	4.23%	17,528	18,643	23,524	16,600	15,950
\$25,001 \$50,000	246	9.91%	39,415	40,877	45,809	39,523	36,700
\$50,001 \$100,000	551	22.20%	77,196	75,590	81,033	79,814	70,000
\$100,001 \$150,000	578	23.29%	127,970	130,783	129,837	135,722	143,895
\$150,001 \$200,000	398	16.04%	172,875	177,375	174,288	175,675	183,475
\$200,001 \$275,000	315	12.69%	235,966	236,947	237,450	241,061	253,177
\$275,001 and up	289	11.64%	421,720	390,713	403,416	416,071	533,195
Average List Price:	\$158,360			\$108,828	\$134,202	\$236,508	\$350,893
Total Closed Units:	2,482			500	1,358	547	77
Total List Volume:	393,048,974			54.41M	182.25M	129.37M	27.02M





# Monthly Inventory Analysis

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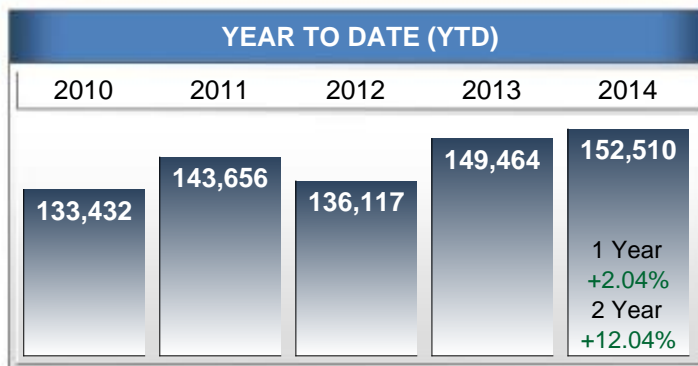
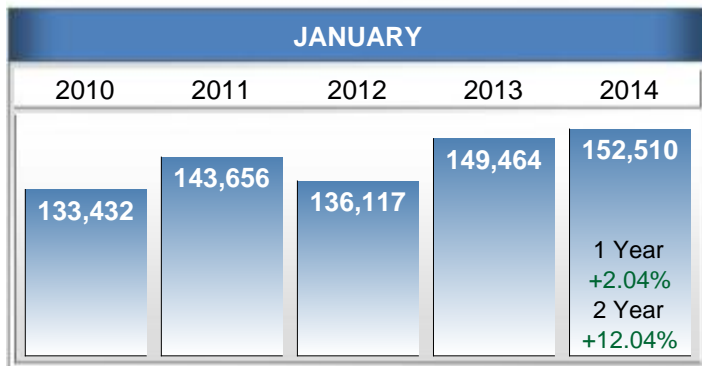
Closed Sales as of Feb 12, 2014



### Average Sold Price at Closing

Report Produced on: Feb 12, 2014

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



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	125	5.04%	17,242	15,857	18,643	15,677	16,426
\$25,001 \$50,000	243	9.79%	38,034	36,844	39,216	37,304	33,049
\$50,001 \$100,000	569	22.93%	75,469	71,931	77,087	75,591	62,500
\$100,001 \$150,000	580	23.37%	126,300	124,132	125,613	130,291	136,765
\$150,001 \$200,000	376	15.15%	171,356	173,619	170,358	171,630	179,053
\$200,001 \$275,000	315	12.69%	233,034	231,344	230,252	236,038	239,710
\$275,001 and up	274	11.04%	412,780	375,204	385,807	403,017	509,188
Average Closed Price:	\$152,510			\$104,075	\$128,966	\$229,542	\$335,035
Total Closed Units:	2,482			500	1358	547	77
Total Closed Volume:	378,530,713			52.04M	175.14M	125.56M	25.80M



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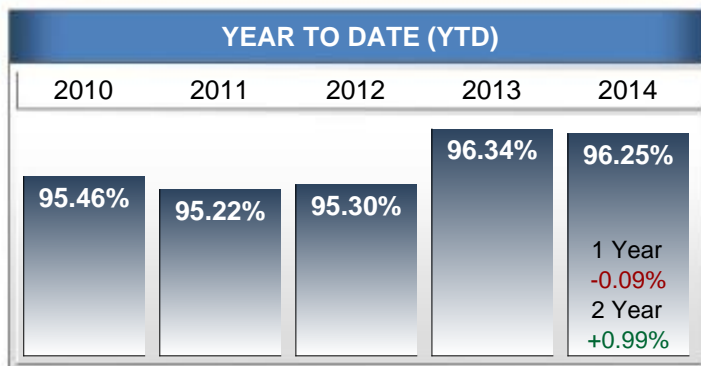
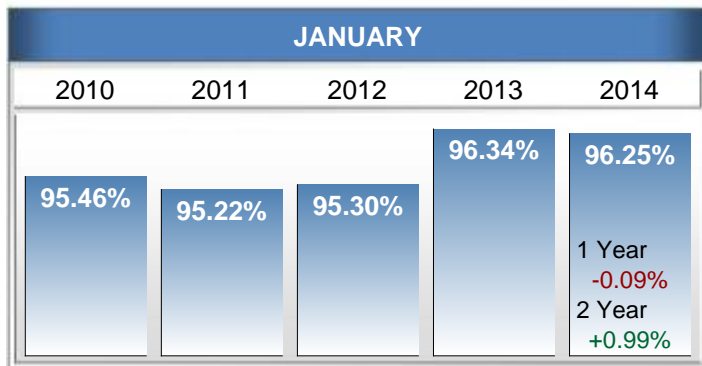
Closed Sales as of Feb 12, 2014



### Average Percent of List Price to Selling Price

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



Average List/Sell Price

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#### 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	125	5.04%	89.79%	86.85%	91.77%	94.34%	102.87%	
\$25,001 \$50,000	243	9.79%	91.81%	92.05%	90.88%	95.86%	92.55%	
\$50,001 \$100,000	569	22.93%	96.75%	96.16%	97.08%	96.51%	89.29%	
\$100,001 \$150,000	580	23.37%	96.56%	95.09%	96.94%	96.28%	95.66%	
\$150,001 \$200,000	376	15.15%	98.36%	97.91%	98.72%	97.87%	97.68%	
\$200,001 \$275,000	315	12.69%	97.54%	97.77%	97.15%	98.03%	95.22%	
\$275,001 and up	274	11.04%	97.05%	96.33%	97.04%	97.28%	96.51%	
Average List/Sell Ratio:				96.20%	94.54%	96.48%	97.24%	96.15%
Total Closed Units:				2,482	500	1,358	547	77
Total Closed Volume:				378,530,713	52.04M	175.14M	125.56M	25.80M



# Monthly Inventory Analysis

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## January 2014

Inventory as of Feb 12, 2014



### Market Summary

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**Absorption:** Last 12 months, an Average of **3,641** Sales/Month

**Active Inventory** as of January 31, 2014 = **19,192**

	JANUARY			Year To Date		
	2013	2014	+/-%	2013	2014	+/-%
Closed Sales	2,532	2,482	-1.97%	2,532	2,482	-1.97%
Pending Sales	3,426	3,483	1.66%	3,426	3,483	1.66%
New Listings	5,934	5,849	-1.43%	5,934	5,849	-1.43%
Average List Price	154,477	158,360	2.51%	154,477	158,360	2.51%
Average Sale Price	149,464	152,510	2.04%	149,464	152,510	2.04%
Average Percent of List Price to Selling Price	96.34%	96.25%	-0.09%	96.34%	96.25%	-0.09%
Average Days on Market to Sale	81.71	82.43	0.87%	81.71	82.43	0.87%
Monthly Inventory	20,550	19,192	-6.61%	20,550	19,192	-6.61%
Months Supply of Inventory	5.99	5.27	-12.00%	5.99	5.27	-12.00%

