



July 2014

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



OKLAHOMA
ASSOCIATION OF
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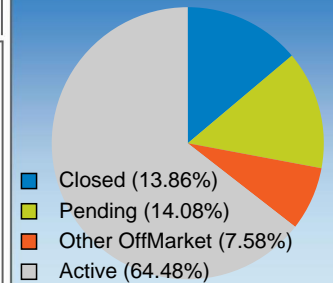
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Absorption: Last 12 months, an Average of **3,685** Sales/Month

Active Inventory as of July 31, 2014 = **20,749**

	JULY		
	2013	2014	+/-%
Closed Listings	4,638	4,460	-3.84%
Pending Listings	4,119	4,531	10.00%
New Listings	7,154	6,788	-5.12%
Average List Price	176,700	180,974	2.42%
Average Sale Price	171,665	175,952	2.50%
Average Percent of List Price to Selling Price	96.97%	96.86%	-0.11%
Average Days on Market to Sale	69.04	66.21	-4.10%
End of Month Inventory	23,636	20,749	-12.21%
Months Supply of Inventory	6.60	5.63	-14.64%

Market Activity



Report Produced on: Aug 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 July 2014 decreased **12.21%** to 20,749 existing homes available for sale. Over the last 12 months this area has had an average of 3,685 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 **2.50%** in July 2014 to \$175,952 versus the previous year at \$171,665.

Average Days on Market Shortens

The average number of **66.21** days that homes spent on the market before selling decreased by 2.83 days or **4.10%** in July 2014 compared to last year's same month at **69.04** DOM.

Sales Success for July 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 6,788 New Listings in July 2014, down **5.12%** from last year at 7,154. Furthermore, there were 4,460 Closed Listings this month versus last year at 4,638, a **-3.84%** decrease.

Closed versus Listed trends yielded a **65.7%** ratio, up from last year's July 2014 at **64.8%**, a **1.35%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the following months to come.

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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
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Or visit: www.okrealtors.com



Monthly Inventory Analysis

Data from the
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July 2014

Closed Sales as of Aug 08, 2014



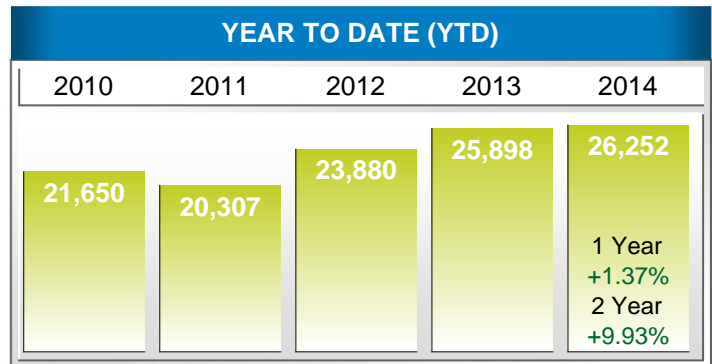
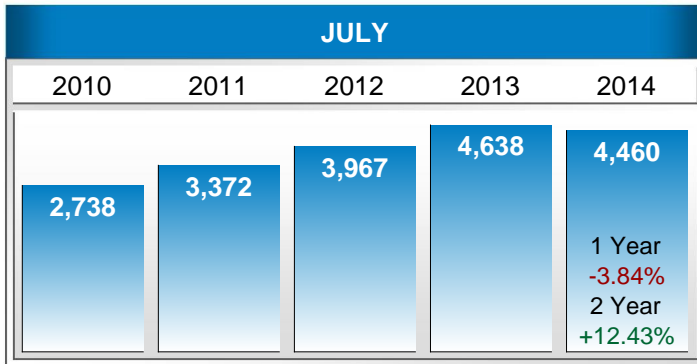
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Closed Listings

Report Produced on: Aug 14, 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+	
\$50,000 and less	416	9.33%	78.0	199	184	31	2	
\$50,001 - \$75,000	318	7.13%	91.3	124	172	22	0	
\$75,001 - \$125,000	945	21.19%	62.4	206	648	82	9	
\$125,001 - \$175,000	1,101	24.69%	53.7	160	733	191	17	
\$175,001 - \$225,000	668	14.98%	69.5	94	337	227	10	
\$225,001 - \$300,000	522	11.70%	62.8	63	180	253	26	
\$300,001 and up	490	10.99%	74.7	47	125	240	78	
Total Closed Units: 4,460				66.2	893	2379	1046	142
Total Closed Volume: 784,747,535					112.95M	358.35M	259.77M	53.68M
Average Closed Price: \$175,952					\$126,480	\$150,629	\$248,351	\$378,033



Monthly Inventory Analysis

Data from the
OKLAHOMA ASSOCIATION OF REALTORS®

July 2014

Pending Listings as of Aug 08, 2014



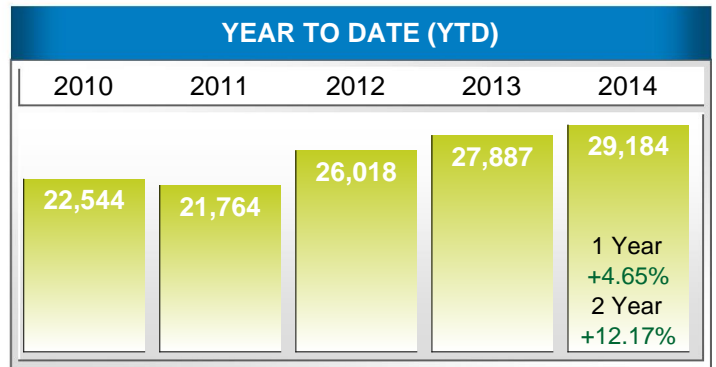
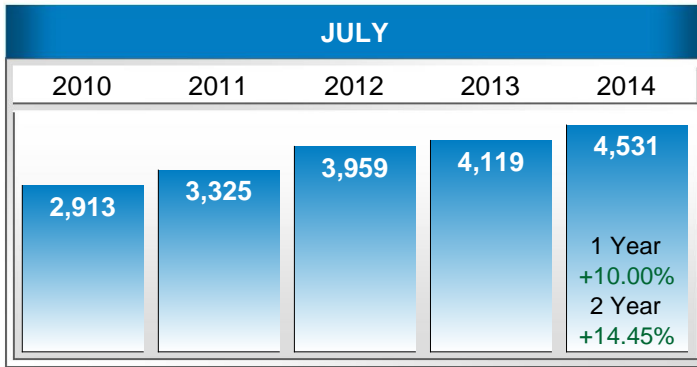
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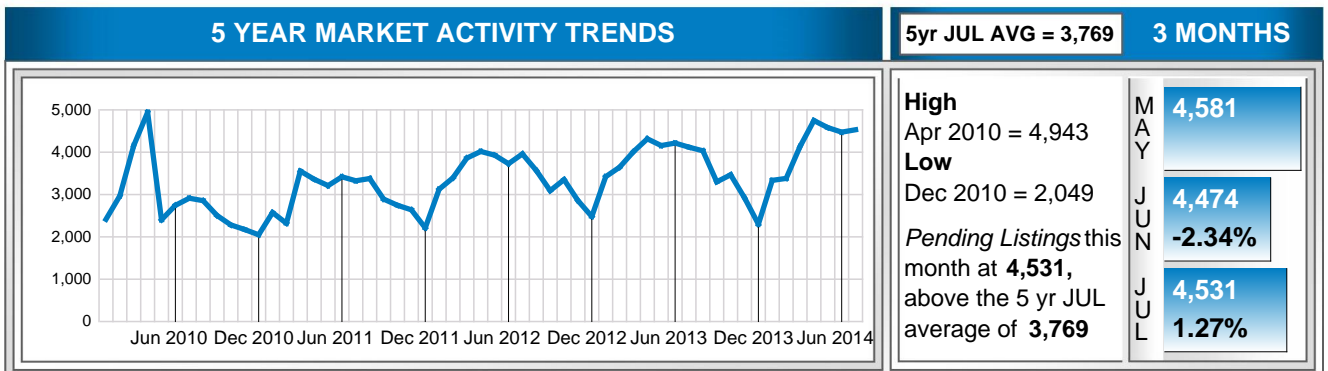
Pending Listings

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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	429		9.47%	67.1	193	201	32	3	
\$50,001 - \$75,000	367		8.10%	72.1	112	231	19	5	
\$75,001 - \$100,000	484		10.68%	63.0	133	307	40	4	
\$100,001 - \$150,000	1,143		25.23%	51.5	189	808	136	10	
\$150,001 - \$200,000	889		19.62%	61.6	125	534	213	17	
\$200,001 - \$300,000	762		16.82%	68.0	82	312	330	38	
\$300,001 and up	457		10.09%	77.7	43	108	248	58	
Total Pending Units: 4,531					65.1	877	2501	1018	135
Total Pending Volume: 823,944,087						109.10M	366.02M	299.99M	48.83M
Average Listing Price: \$167,066						\$124,407	\$146,348	\$294,688	\$361,707

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Monthly Inventory Analysis

Data from the
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July 2014

New Listings as of Aug 08, 2014



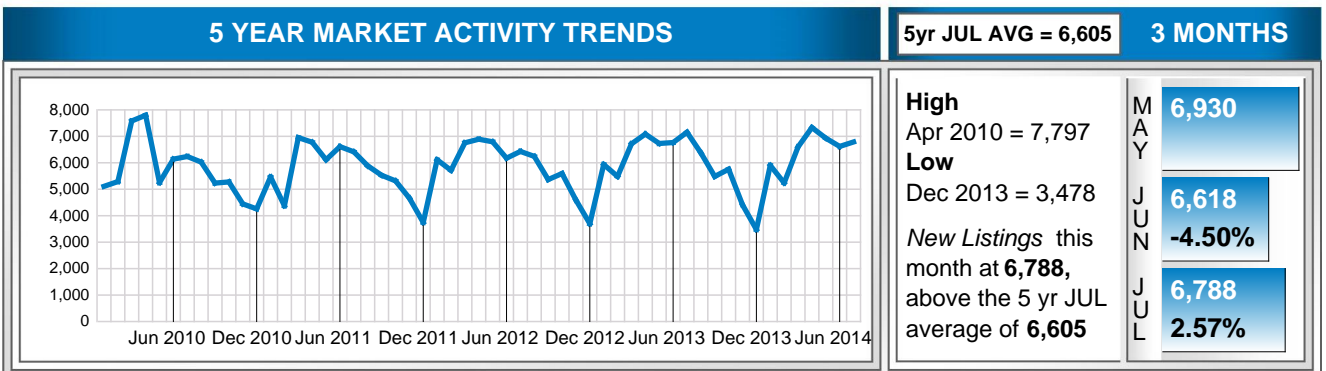
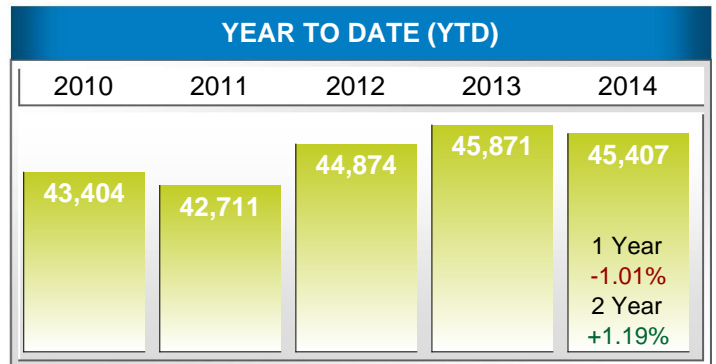
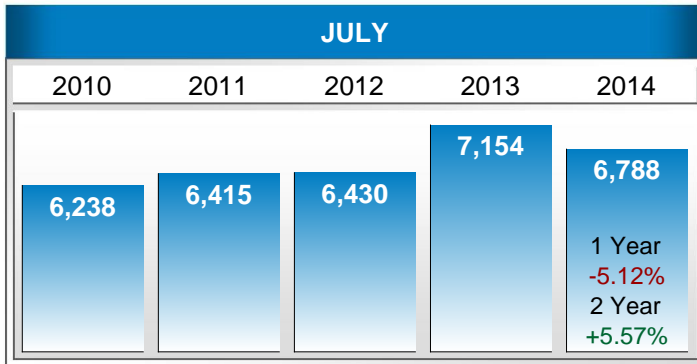
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New Listings

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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	511	7.53%	246	242	16	7	
\$50,001 - \$75,000	550	8.10%	217	297	31	5	
\$75,001 - \$125,000	1,459	21.49%	314	979	156	10	
\$125,001 - \$175,000	1,523	22.44%	239	1,009	249	26	
\$175,001 - \$225,000	937	13.80%	132	496	292	17	
\$225,001 - \$325,000	999	14.72%	112	371	461	55	
\$325,001 and up	809	11.92%	84	183	410	132	
Total New Listed Units:			6,788	1344	3577	1615	252
Total New Listed Volume:			1,370,193,392	185.29M	565.72M	501.28M	117.91M
Average New Listed Listing Price:			\$193,134	\$137,861	\$158,155	\$310,388	\$467,893



Monthly Inventory Analysis

Data from the
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July 2014

Active Inventory as of Aug 08, 2014



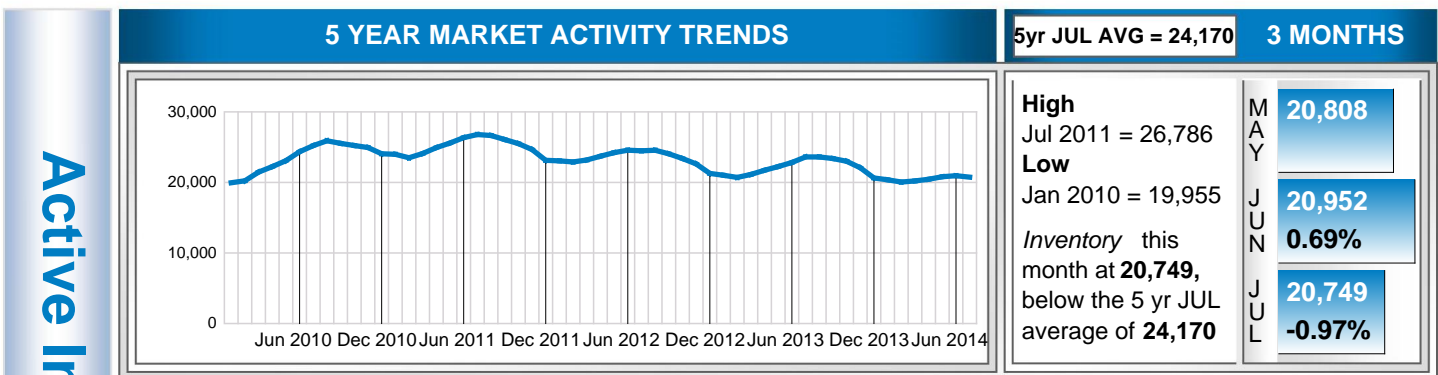
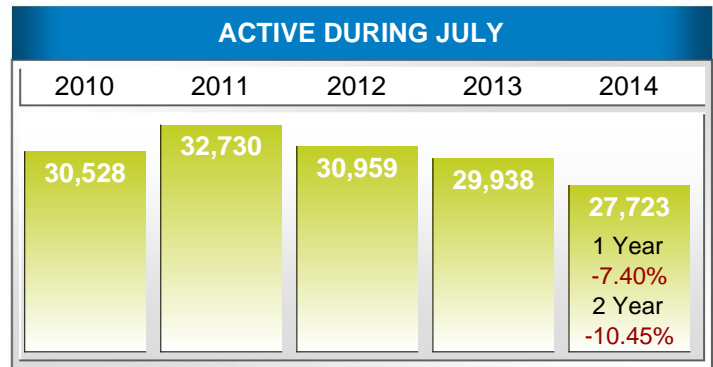
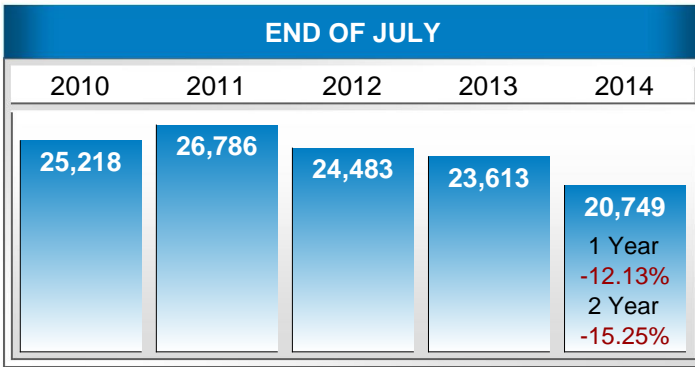
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Active Inventory

Report Produced on: Aug 14, 2014

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



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	1,745	8.41%	128.2	907	739	88	11		
\$50,001 - \$75,000	2,095	10.10%	118.2	829	1,121	129	16		
\$75,001 - \$100,000	2,377	11.46%	110.0	655	1,464	233	25		
\$100,001 - \$175,000	5,689	27.42%	95.0	1,077	3,592	916	104		
\$175,001 - \$250,000	3,661	17.64%	97.5	605	1,766	1,193	97		
\$250,001 - \$375,000	2,755	13.28%	105.6	367	865	1,295	228		
\$375,001 and up	2,427	11.70%	117.9	276	488	1,187	476		
Total Active Inventory by Units:				20,749	106.4	4,716	10,035	5,041	957
Total Active Inventory by Volume:				4,493,893,153		751.29M	1.66B	1.57B	521.58M
Average Active Inventory Listing Price:				\$216,584		\$159,307	\$164,967	\$310,568	\$545,017



Monthly Inventory Analysis

Data from the
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July 2014

Active Inventory as of Aug 08, 2014



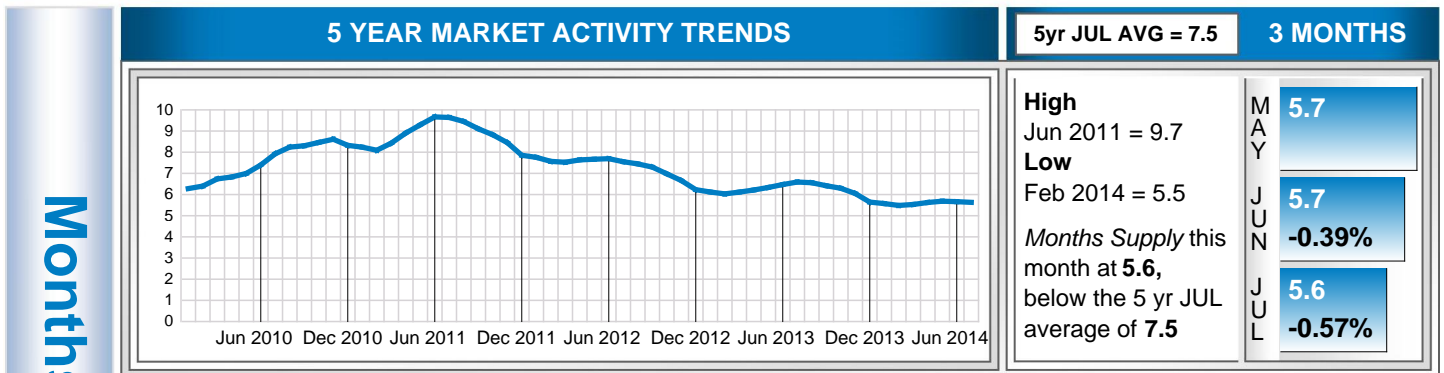
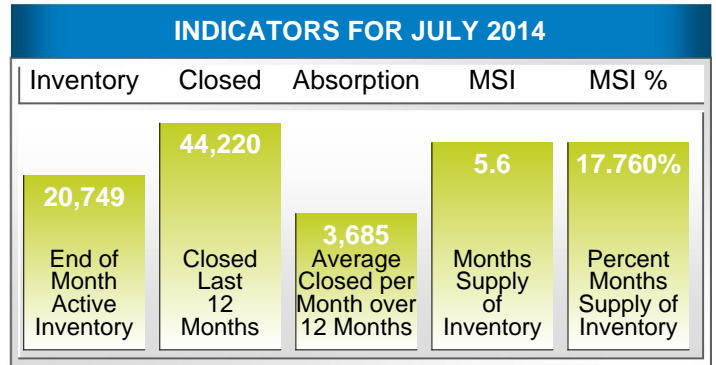
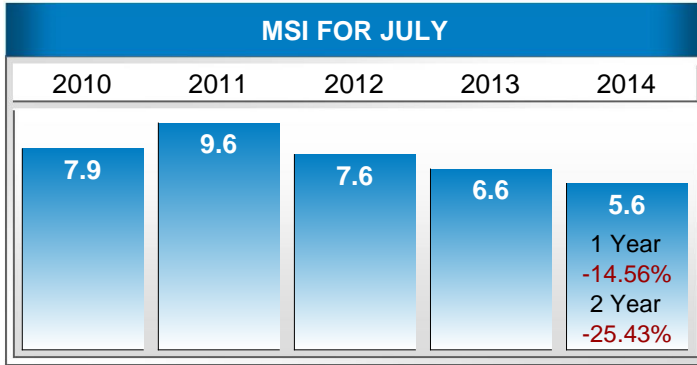
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Months Supply of Inventory

Report Produced on: Aug 14, 2014

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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	1,745	8.41%	4.1	4.9	3.6	3.1	2.7
\$50,001 - \$75,000	2,095	10.10%	6.5	7.9	5.8	5.6	8.3
\$75,001 - \$100,000	2,377	11.46%	5.9	7.0	5.5	6.7	7.0
\$100,001 - \$175,000	5,689	27.42%	4.3	5.2	4.0	4.5	7.4
\$175,001 - \$250,000	3,661	17.64%	5.6	7.1	5.6	5.0	5.7
\$250,001 - \$375,000	2,755	13.28%	7.1	9.8	7.2	6.4	8.1
\$375,001 and up	2,427	11.70%	13.4	20.7	13.7	12.3	13.3
MSI:	5.6			6.5	4.9	6.1	9.1
Total Active Inventory:	20,749			4,716	10,035	5,041	957



Monthly Inventory Analysis

Data from the
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July 2014

Closed Sales as of Aug 08, 2014



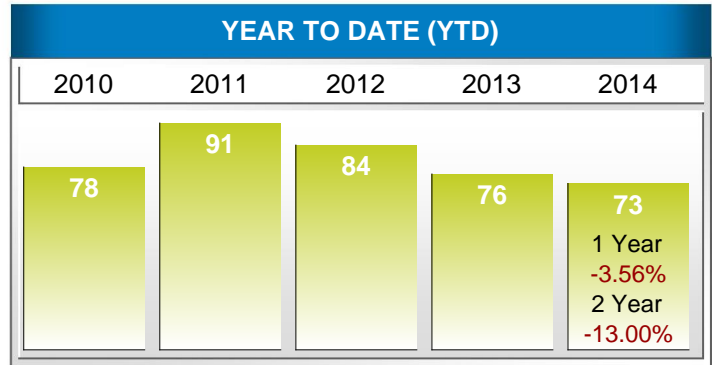
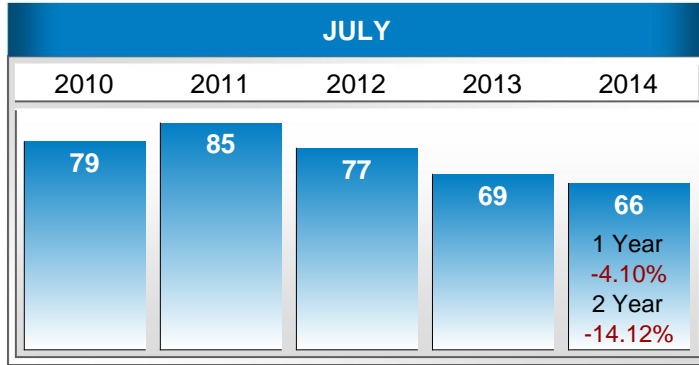
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Average Days on Market to Sale

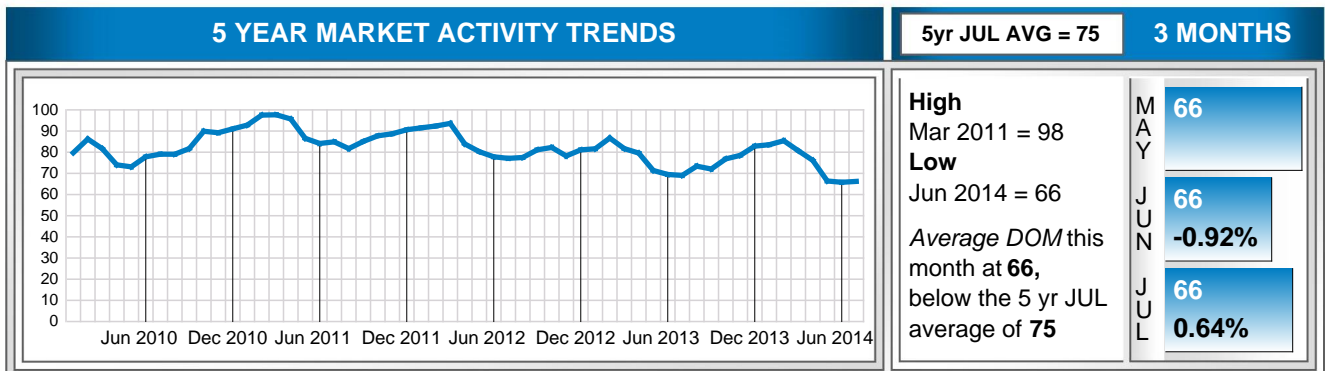
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Area Delimited by Entire OK State MLS - Single-Family Property Type



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+
\$50,000 and less	416	9.33%	78.0	81.4	73.1	84.3	85.5
\$50,001 - \$75,000	318	7.13%	91.3	98.8	77.1	159.7	0.0
\$75,001 - \$125,000	945	21.19%	62.4	66.8	61.8	54.8	78.6
\$125,001 - \$175,000	1,101	24.69%	53.7	57.1	54.3	47.0	67.5
\$175,001 - \$225,000	668	14.98%	69.5	87.5	67.9	63.0	99.4
\$225,001 - \$300,000	522	11.70%	62.8	90.7	49.8	63.0	82.9
\$300,001 and up	490	10.99%	74.7	98.4	71.8	62.5	102.2
Average Closed DOM: 66.2				78.3	62.0	62.0	92.6
Total Closed Units: 4,460				893	2379	1046	142
Total Closed Volume: 784,747,535				112.95M	358.35M	259.77M	53.68M



Monthly Inventory Analysis

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July 2014

Closed Sales as of Aug 08, 2014



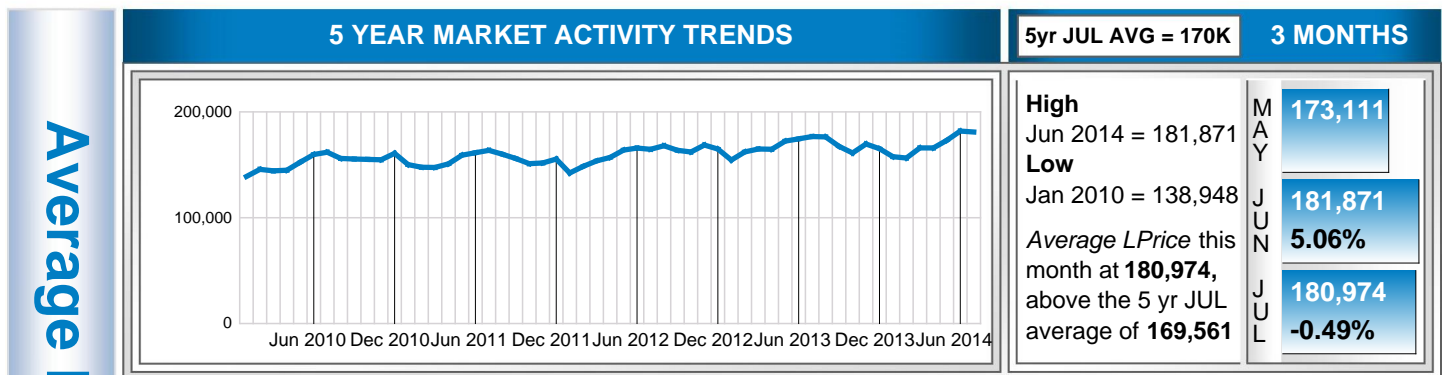
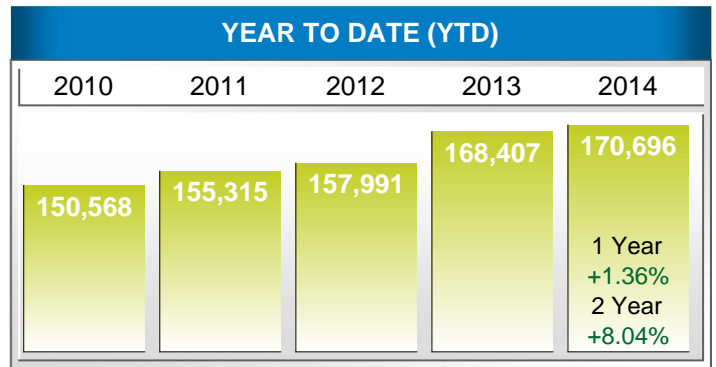
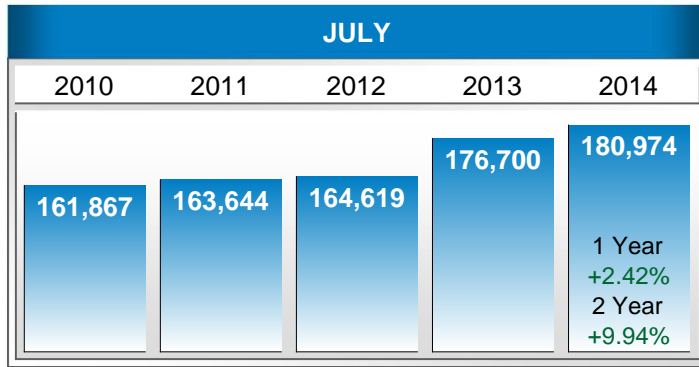
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Average List Price at Closing

Report Produced on: Aug 14, 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+
\$50,000 and less	377		8.45%	32,468	33,771	35,423	40,803	59,750
\$50,001 - \$75,000	315		7.06%	64,255	66,200	67,217	69,977	0
\$75,001 - \$125,000	921		20.65%	102,355	103,622	106,073	107,197	108,344
\$125,001 - \$175,000	1,104		24.75%	150,713	154,975	151,577	159,810	160,155
\$175,001 - \$225,000	685		15.36%	198,827	200,058	201,688	204,207	210,435
\$225,001 - \$300,000	549		12.31%	259,737	267,167	261,679	265,754	265,107
\$300,001 and up	509		11.41%	462,113	431,280	438,720	462,650	548,395
Average List Price:		\$180,974			\$130,995	\$154,616	\$255,014	\$391,473
Total Closed Units:		4,460			893	2379	1046	142
Total List Volume:		807,144,409			116.98M	367.83M	266.74M	55.59M



Monthly Inventory Analysis

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OKLAHOMA ASSOCIATION OF REALTORS®

July 2014

Closed Sales as of Aug 08, 2014



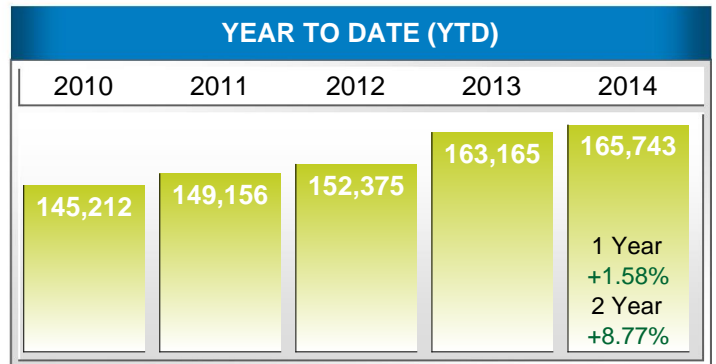
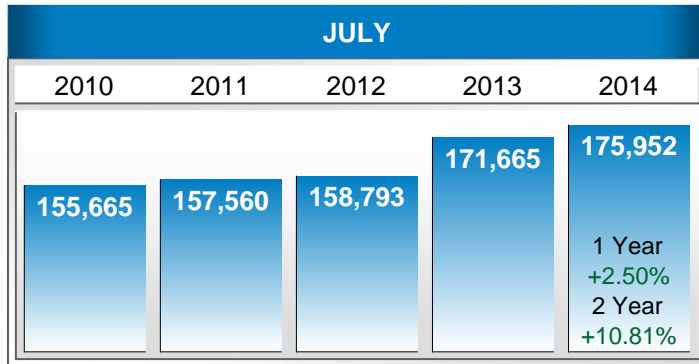
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Average Sold Price at Closing

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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+
\$50,000 and less	416	9.33%	31,148	29,693	31,727	35,842	50,000
\$50,001 \$75,000	318	7.13%	63,583	62,779	64,089	64,163	0
\$75,001 \$125,000	945	21.19%	101,926	99,303	102,591	102,918	105,046
\$125,001 \$175,000	1,101	24.69%	150,426	150,937	148,638	156,375	155,894
\$175,001 \$225,000	668	14.98%	198,889	196,992	198,261	200,359	204,490
\$225,001 \$300,000	522	11.70%	259,174	259,175	256,953	260,678	259,921
\$300,001 and up	490	10.99%	452,010	421,310	423,910	447,969	527,977
Average Closed Price:	\$175,952			\$126,480	\$150,629	\$248,351	\$378,033
Total Closed Units:	4,460			893	2379	1046	142
Total Closed Volume:	784,747,535			112.95M	358.35M	259.77M	53.68M



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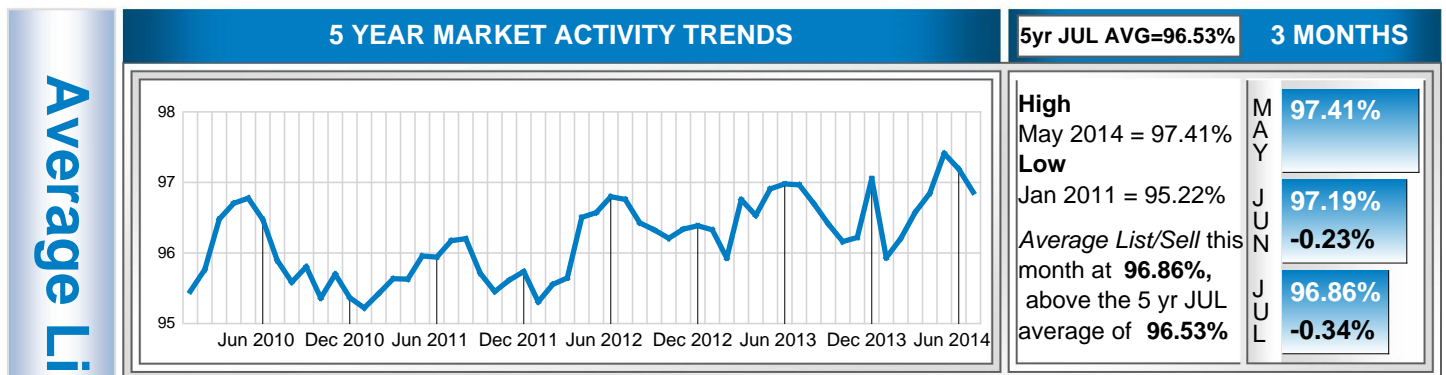
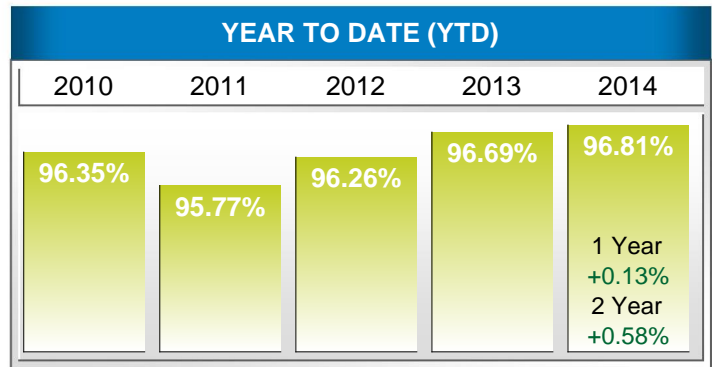
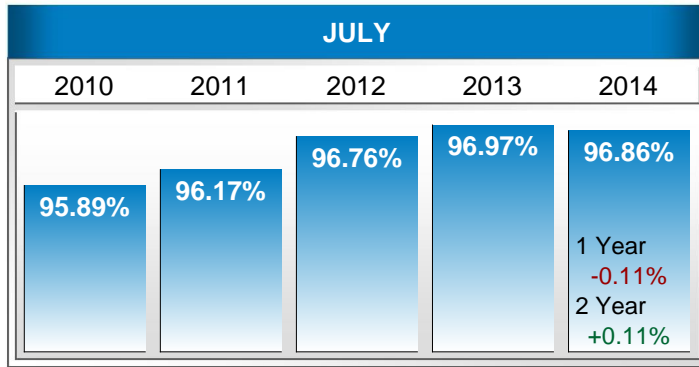
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Average Percent of List Price to Selling Price

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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+	
\$50,000 and less	416	9.33%	89.95%	89.68%	90.39%	89.26%	85.97%	
\$50,001 - \$75,000	318	7.13%	95.33%	95.18%	95.82%	92.38%	0.00%	
\$75,001 - \$125,000	945	21.19%	96.80%	96.23%	96.87%	97.40%	99.79%	
\$125,001 - \$175,000	1,101	24.69%	98.02%	97.51%	98.16%	97.98%	97.47%	
\$175,001 - \$225,000	668	14.98%	98.72%	101.09%	98.42%	98.24%	97.14%	
\$225,001 - \$300,000	522	11.70%	98.15%	97.31%	98.31%	98.24%	98.17%	
\$300,001 and up	490	10.99%	97.33%	97.94%	97.00%	97.37%	97.37%	
Average List/Sell Ratio:				96.90%	95.53%	97.02%	97.54%	97.51%
Total Closed Units:				4,460	893	2,379	1,046	142
Total Closed Volume:				784,747,535	112.95M	358.35M	259.77M	53.68M



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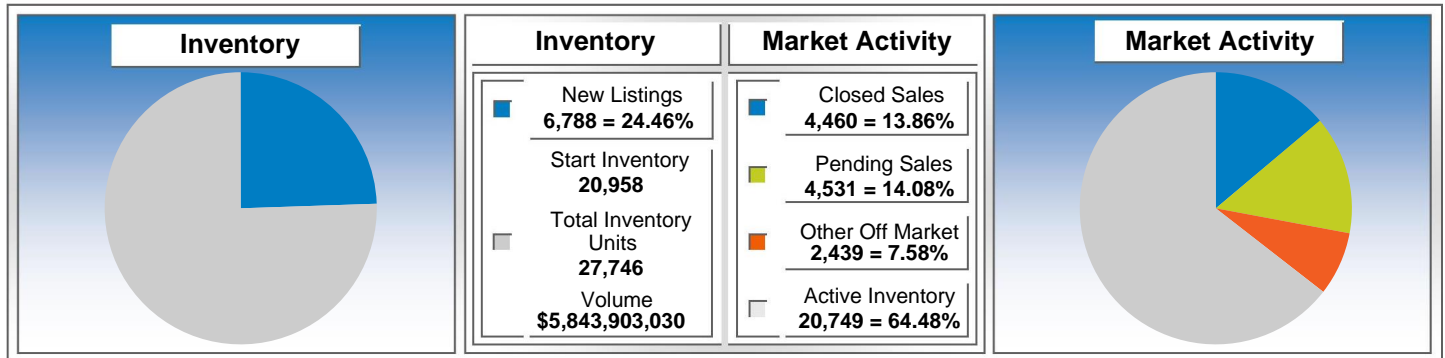
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Market Summary

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Absorption: Last 12 months, an Average of **3,685** Sales/Month

Active Inventory as of July 31, 2014 = **20,749**

	JULY			Year To Date		
	2013	2014	+/-%	2013	2014	+/-%
Closed Sales	4,638	4,460	-3.84%	25,898	26,252	1.37%
Pending Sales	4,119	4,531	10.00%	27,887	29,184	4.65%
New Listings	7,154	6,788	-5.12%	45,871	45,407	-1.01%
Average List Price	176,700	180,974	2.42%	168,407	170,696	1.36%
Average Sale Price	171,665	175,952	2.50%	163,165	165,743	1.58%
Average Percent of List Price to Selling Price	96.97%	96.86%	-0.11%	96.69%	96.81%	0.13%
Average Days on Market to Sale	69.04	66.21	-4.10%	76.01	73.31	-3.56%
Monthly Inventory	23,636	20,749	-12.21%	23,636	20,749	-12.21%
Months Supply of Inventory	6.60	5.63	-14.64%	6.60	5.63	-14.64%

