



June 2014

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



OKLAHOMA
ASSOCIATION OF
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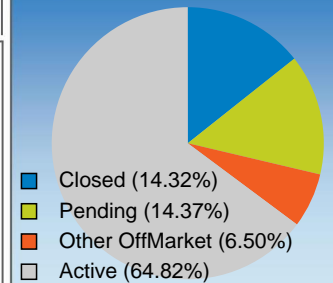
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Absorption: Last 12 months, an Average of **3,693** Sales/Month

Active Inventory as of June 30, 2014 = **20,544**

	JUNE		
	2013	2014	+/-%
Closed Listings	4,107	4,538	10.49%
Pending Listings	4,218	4,553	7.94%
New Listings	6,765	6,587	-2.63%
Average List Price	174,511	181,809	4.18%
Average Sale Price	169,800	176,772	4.11%
Average Percent of List Price to Selling Price	96.98%	97.33%	0.36%
Average Days on Market to Sale	69.48	65.37	-5.91%
End of Month Inventory	22,842	20,544	-10.06%
Months Supply of Inventory	6.48	5.56	-14.11%

Market Activity



Report Produced on: Jul 15, 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 June 2014 decreased **10.06%** to 20,544 existing homes available for sale. Over the last 12 months this area has had an average of 3,693 closed sales per month. This represents an unsold inventory index of **5.56** 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 **4.11%** in June 2014 to \$176,772 versus the previous year at \$169,800.

Average Days on Market Shortens

The average number of **65.37** days that homes spent on the market before selling decreased by 4.11 days or **5.91%** in June 2014 compared to last year's same month at **69.48** DOM.

Sales Success for June 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 6,587 New Listings in June 2014, down **2.63%** from last year at 6,765. Furthermore, there were 4,538 Closed Listings this month versus last year at 4,107, a **10.49%** increase.

Closed versus Listed trends yielded a **68.9%** ratio, up from last year's June 2014 at **60.7%**, a **13.48%** 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
405-848-9944
steve@okrealtors.com
Or visit: www.okrealtors.com



Monthly Inventory Analysis

Data from the
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June 2014

Closed Sales as of Jul 11, 2014



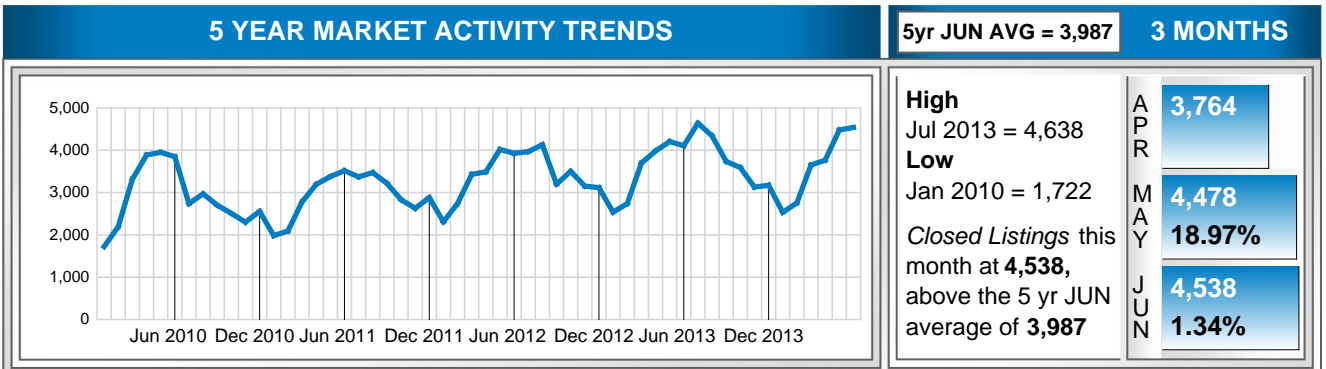
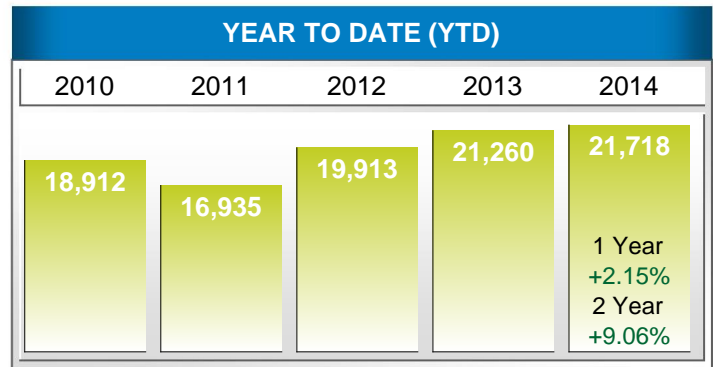
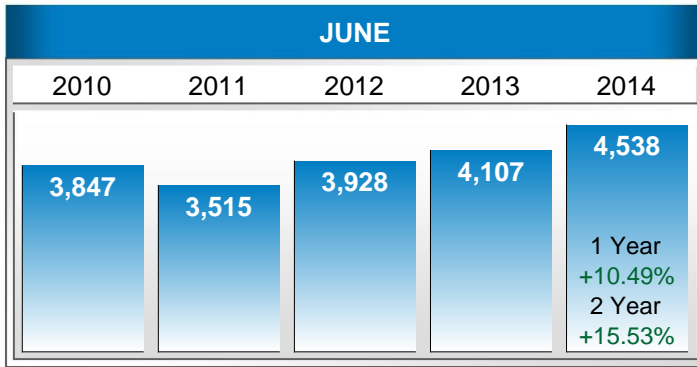
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Closed Listings

Report Produced on: Jul 15, 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	419	9.23%	75.1	182	206	29	2		
\$50,001 - \$75,000	353	7.78%	75.8	104	219	27	3		
\$75,001 - \$125,000	929	20.47%	64.6	198	648	78	5		
\$125,001 - \$150,000	616	13.57%	51.8	95	445	73	3		
\$150,001 - \$225,000	1,216	26.80%	60.6	142	697	357	20		
\$225,001 - \$300,000	502	11.06%	71.9	52	171	247	32		
\$300,001 and up	503	11.08%	72.9	36	112	270	85		
Total Closed Units:				4,538	65.4	809	2498	1081	150
Total Closed Volume:				802,192,269		101.46M	362.60M	275.80M	62.33M
Average Closed Price:				\$176,772		\$125,415	\$145,157	\$255,137	\$415,512



Monthly Inventory Analysis

Data from the
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June 2014

Pending Listings as of Jul 11, 2014



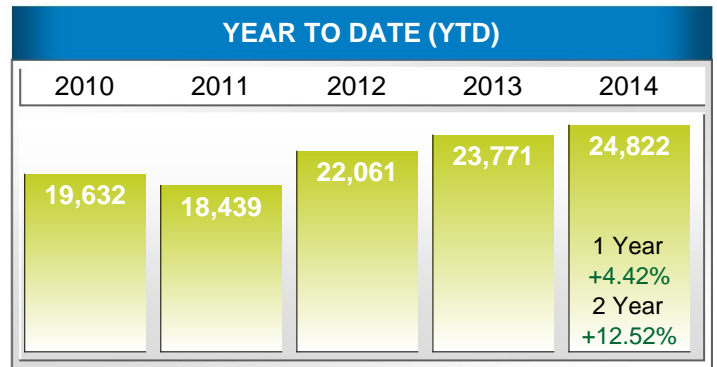
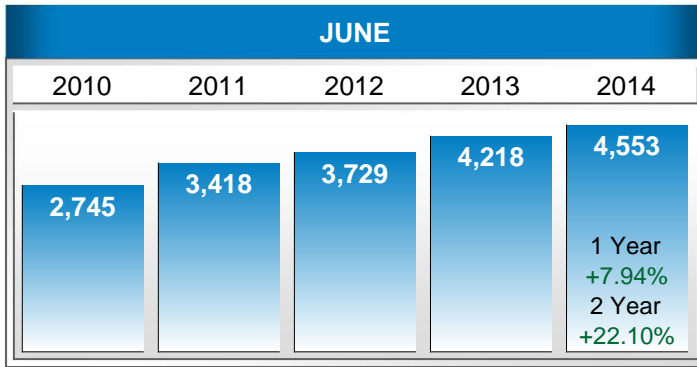
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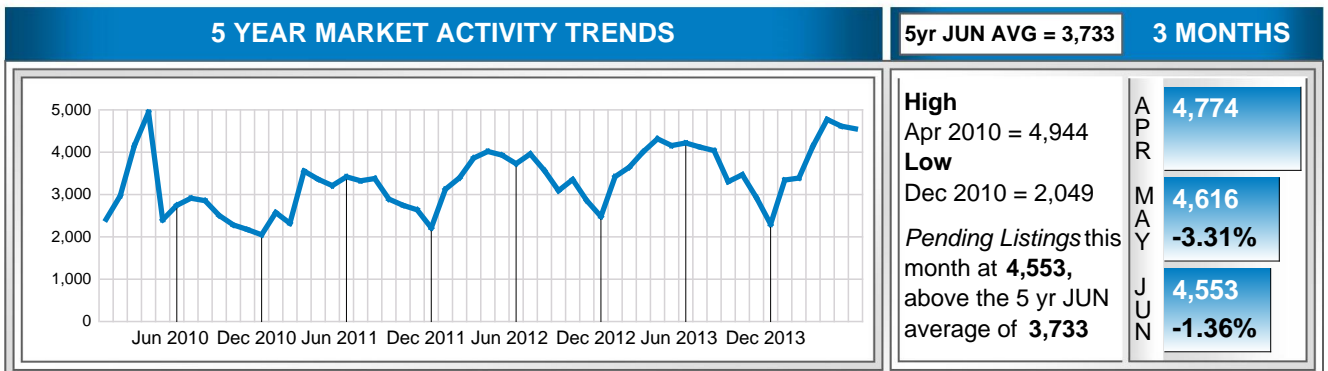
Pending Listings

Report Produced on: Jul 15, 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	411	9.03%	78.2	195	187	26	3		
\$50,001 - \$75,000	363	7.97%	77.9	137	190	31	5		
\$75,001 - \$125,000	960	21.08%	59.6	195	668	88	9		
\$125,001 - \$175,000	1,119	24.58%	52.9	153	778	175	13		
\$175,001 - \$225,000	670	14.72%	63.6	85	350	222	13		
\$225,001 - \$300,000	550	12.08%	61.5	56	203	262	29		
\$300,001 and up	480	10.54%	73.4	43	127	240	70		
Total Pending Units:				4,553	70.9	864	2503	1044	142
Total Pending Volume:				806,869,341		107.31M	381.35M	264.56M	53.64M
Average Listing Price:				\$177,355		\$124,204	\$152,358	\$253,410	\$377,778

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Monthly Inventory Analysis

Data from the
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June 2014

New Listings as of Jul 11, 2014



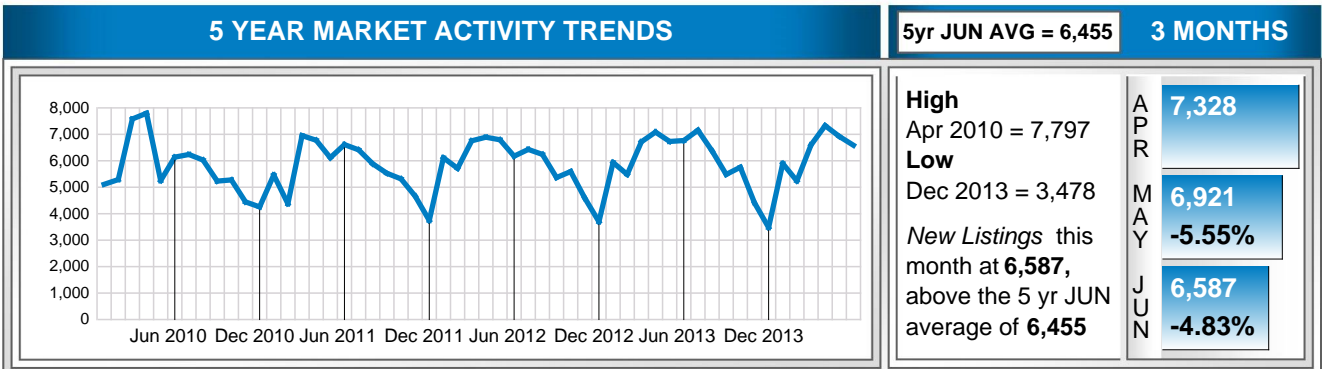
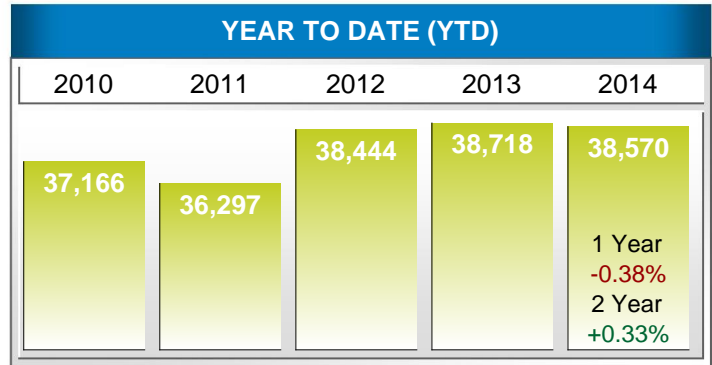
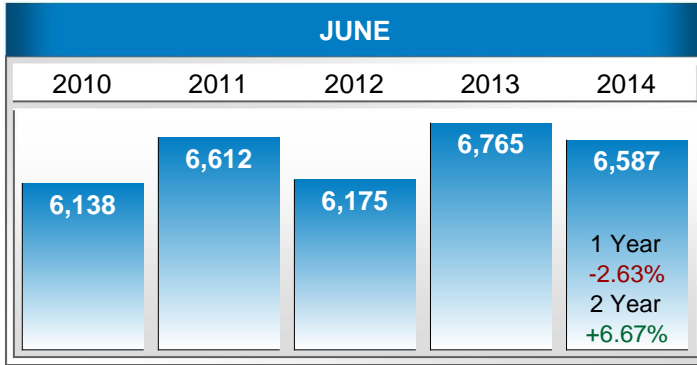
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New Listings

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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	521	7.91%	251	229	37	4
\$50,001 - \$75,000	564	8.56%	212	310	33	9
\$75,001 - \$125,000	1,395	21.18%	336	923	121	15
\$125,001 - \$175,000	1,513	22.97%	234	973	284	22
\$175,001 - \$225,000	897	13.62%	117	463	296	21
\$225,001 - \$350,000	1,013	15.38%	125	377	451	60
\$350,001 and up	684	10.38%	65	137	360	122
Total New Listed Units:			1340	3412	1582	253
Total New Listed Volume:			183.91M	534.94M	456.82M	125.12M
Average New Listed Listing Price:			\$137,243	\$156,781	\$288,761	\$494,558



Monthly Inventory Analysis

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June 2014

Active Inventory as of Jul 11, 2014



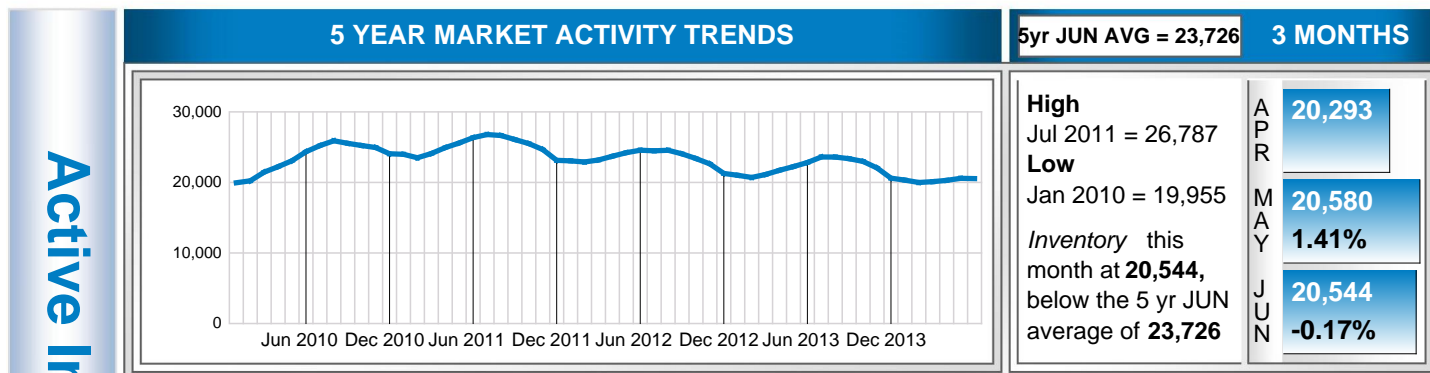
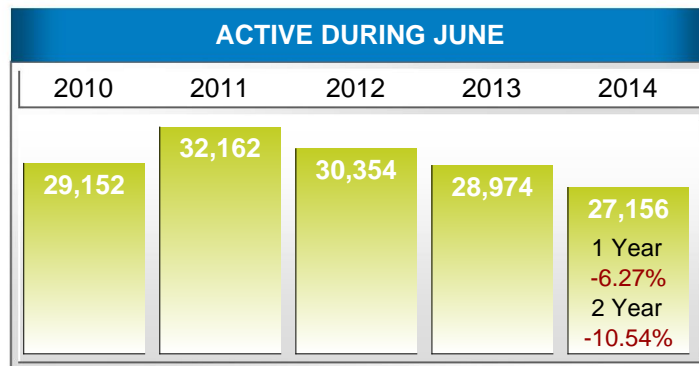
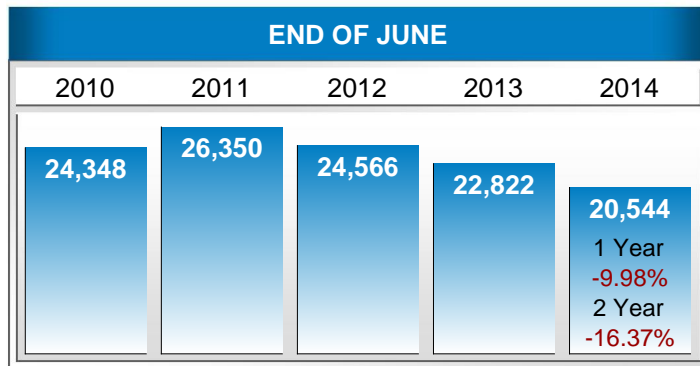
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Active Inventory

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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	1,806	8.79%	127.0	936	755	108	7		
\$50,001 - \$75,000	2,083	10.14%	116.5	802	1,135	130	16		
\$75,001 - \$100,000	2,411	11.74%	109.0	684	1,469	233	25		
\$100,001 - \$175,000	5,583	27.18%	96.9	1,091	3,493	907	92		
\$175,001 - \$250,000	3,592	17.48%	99.9	592	1,739	1,153	108		
\$250,001 - \$375,000	2,670	13.00%	107.6	351	864	1,220	235		
\$375,001 and up	2,399	11.68%	115.8	269	483	1,176	471		
Total Active Inventory by Units:				20,544	107.1	4,725	9,938	4,927	954
Total Active Inventory by Volume:				4,383,289,315		695.16M	1.64B	1.52B	530.45M
Average Active Inventory Listing Price:				\$213,361		\$147,124	\$164,655	\$308,776	\$556,023



Monthly Inventory Analysis

Data from the
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June 2014

Active Inventory as of Jul 11, 2014



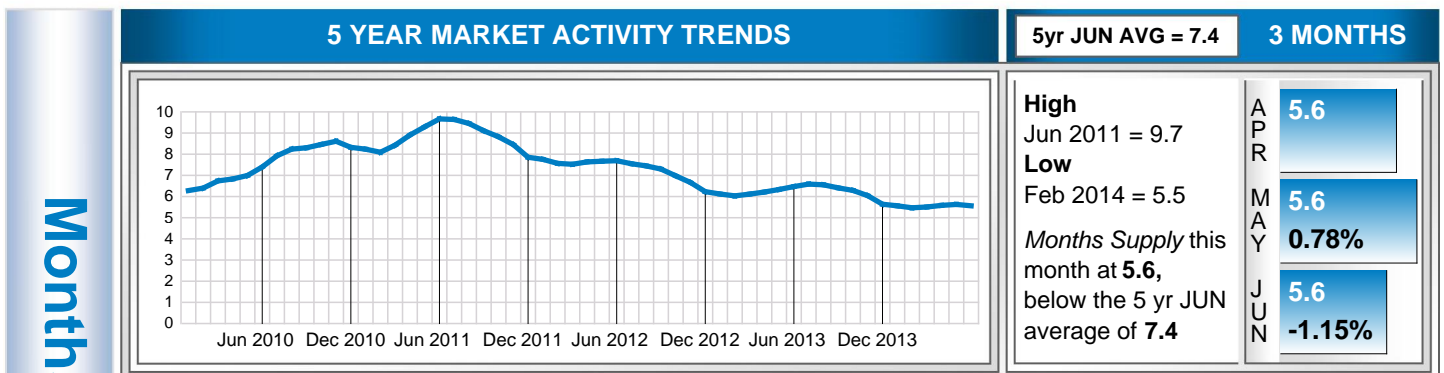
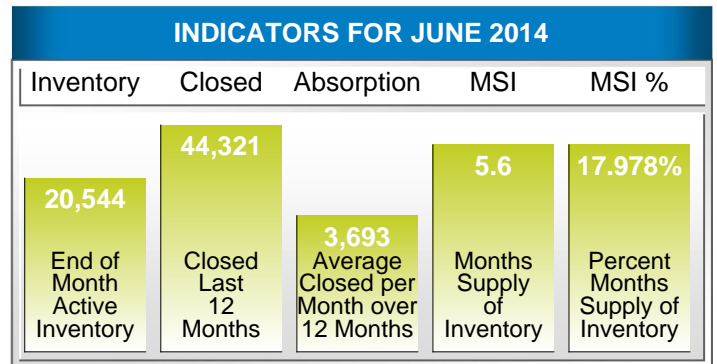
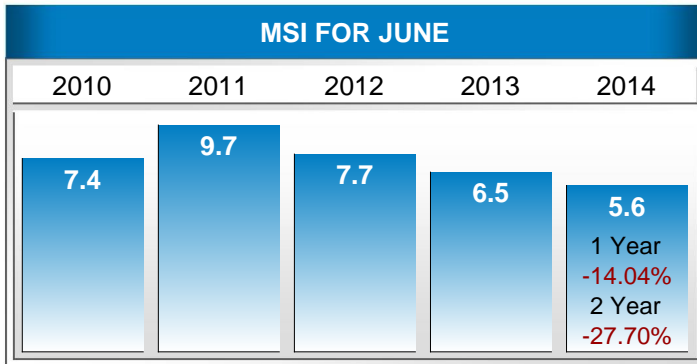
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Months Supply of Inventory

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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	1,806		8.79%	4.2	5.0	3.6	3.9	1.6
\$50,001 - \$75,000	2,083		10.14%	6.4	7.7	5.8	5.7	6.9
\$75,001 - \$100,000	2,411		11.74%	6.1	7.3	5.5	6.7	7.5
\$100,001 - \$175,000	5,583		27.18%	4.2	5.2	3.9	4.5	7.3
\$175,001 - \$250,000	3,592		17.48%	5.4	6.9	5.4	4.8	6.3
\$250,001 - \$375,000	2,670		13.00%	6.9	9.4	7.3	6.0	8.6
\$375,001 and up	2,399		11.68%	13.6	21.1	14.7	12.3	13.2
MSI:	5.6				6.5	4.9	6.0	9.3
Total Active Inventory:	20,544				4,725	9,938	4,927	954



Monthly Inventory Analysis

Data from the
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June 2014

Closed Sales as of Jul 11, 2014



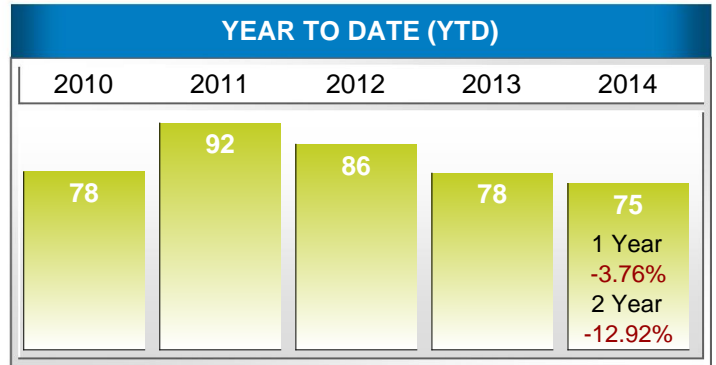
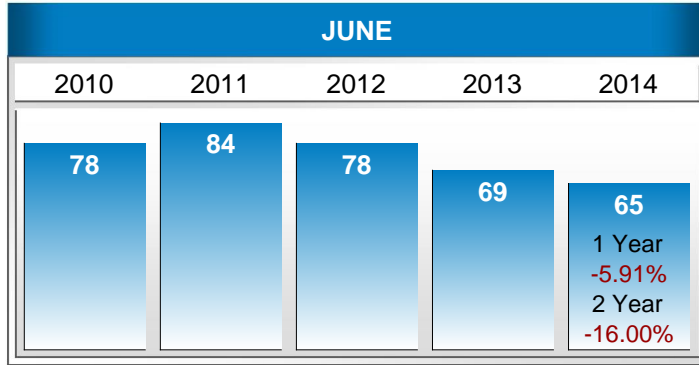
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Average Days on Market to Sale

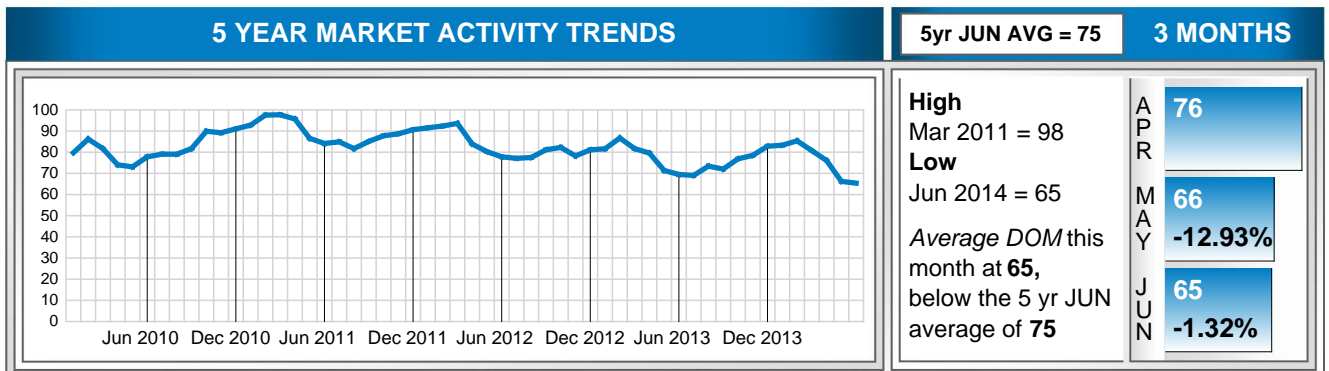
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Area Delimited by Entire OK State MLS - Single-Family Property Type



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	419	9.23%	75.1	76.9	73.9	74.8	31.0
\$50,001 - \$75,000	353	7.78%	75.8	93.6	66.3	86.9	52.3
\$75,001 - \$125,000	929	20.47%	64.6	74.5	58.6	88.4	91.6
\$125,001 - \$150,000	616	13.57%	51.8	70.1	45.1	64.6	143.7
\$150,001 - \$225,000	1,216	26.80%	60.6	68.0	60.0	58.2	72.8
\$225,001 - \$300,000	502	11.06%	71.9	84.1	66.7	71.1	85.4
\$300,001 and up	503	11.08%	72.9	85.8	79.3	66.8	78.5
Average Closed DOM: 65.4				76.9	60.0	67.1	79.8
Total Closed Units: 4,538				809	2498	1081	150
Total Closed Volume: 802,192,269				101.46M	362.60M	275.80M	62.33M



Monthly Inventory Analysis

Data from the
OKLAHOMA ASSOCIATION OF REALTORS®

June 2014

Closed Sales as of Jul 11, 2014



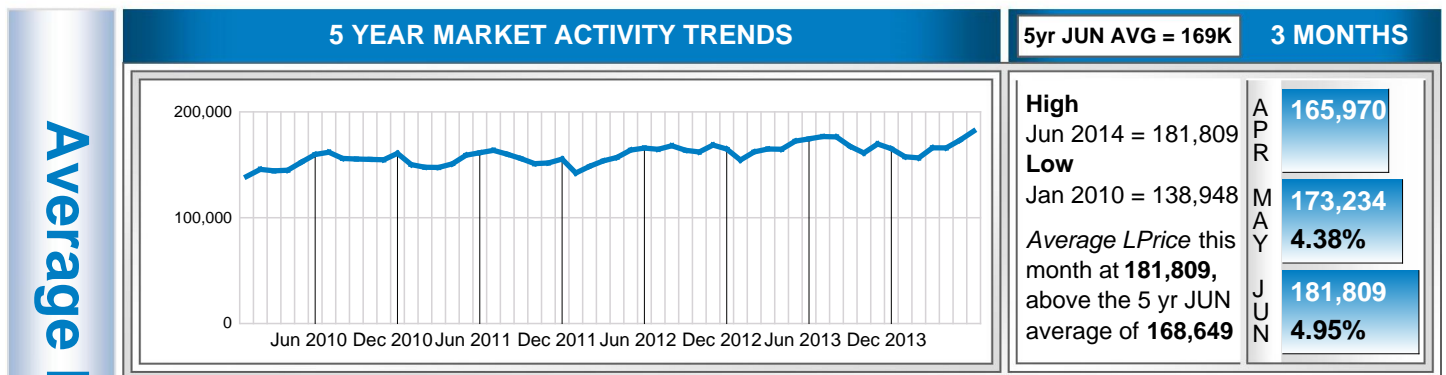
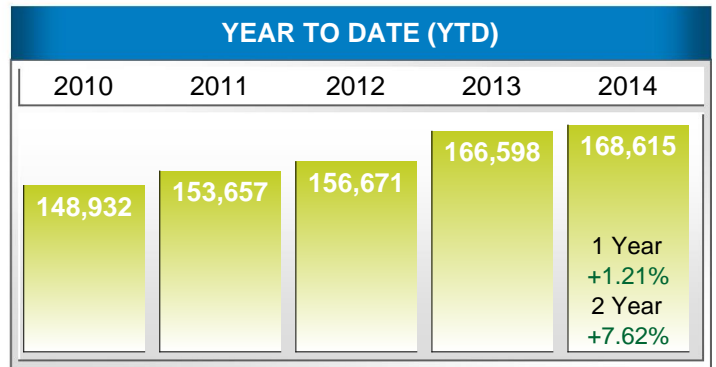
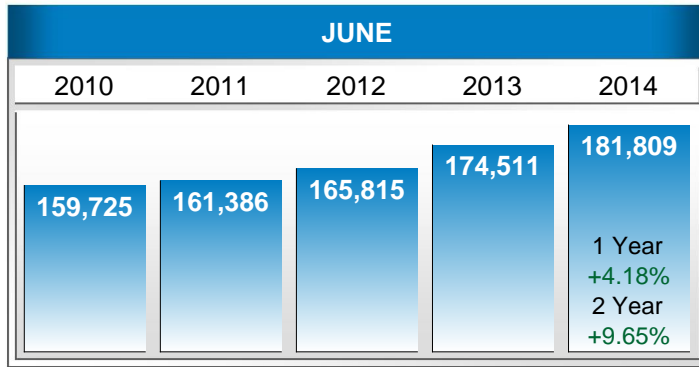
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Average List Price at Closing

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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+
\$50,000 and less	405	8.92%	32,424	32,205	34,672	33,941	21,750
\$50,001 - \$75,000	323	7.12%	65,094	69,485	66,763	68,807	77,867
\$75,001 - \$125,000	908	20.01%	102,247	101,533	106,002	108,046	104,340
\$125,001 - \$150,000	628	13.84%	138,444	140,809	140,483	146,185	141,633
\$150,001 - \$225,000	1,223	26.95%	183,360	185,743	183,843	190,932	193,120
\$225,001 - \$300,000	537	11.83%	260,371	263,279	262,859	264,675	262,573
\$300,001 and up	514	11.33%	480,623	511,770	410,075	474,811	598,140
Average List Price:	\$181,809			\$129,861	\$148,912	\$262,421	\$428,869
Total Closed Units:	4,538			809	2,498	1,081	150
Total List Volume:	825,048,813			105.06M	371.98M	283.68M	64.33M



Monthly Inventory Analysis

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June 2014

Closed Sales as of Jul 11, 2014



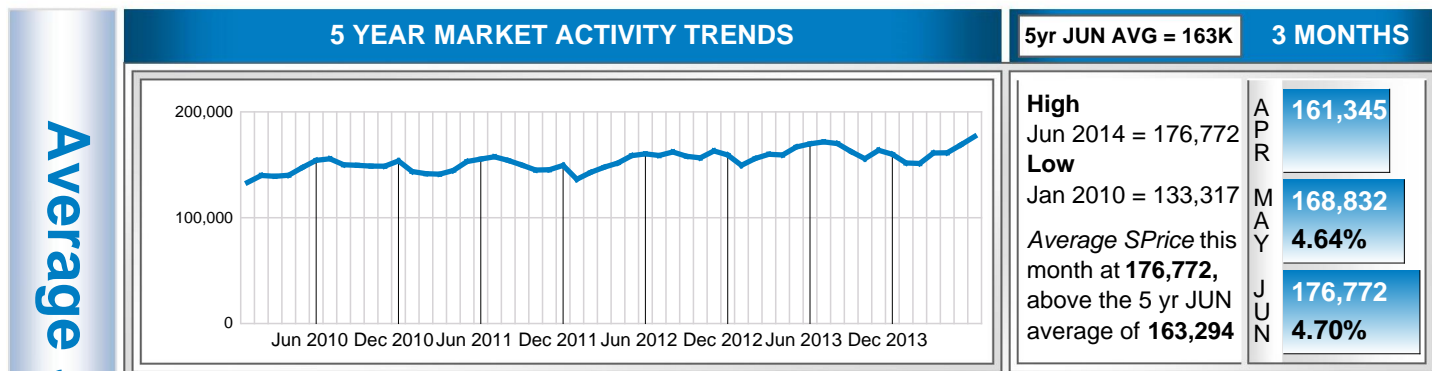
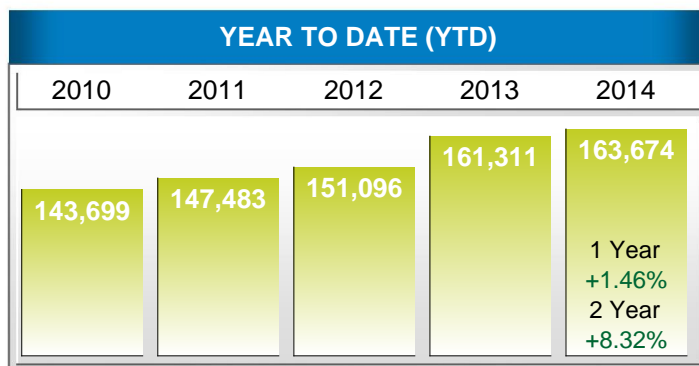
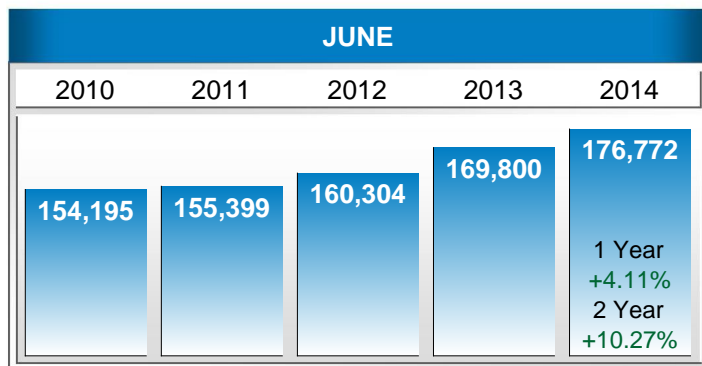
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Average Sold Price at Closing

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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+
\$50,000 and less	419	9.23%	30,172	28,852	31,517	29,550	20,738
\$50,001 - \$75,000	353	7.78%	63,914	64,260	63,603	64,148	72,533
\$75,001 - \$125,000	929	20.47%	102,030	99,097	102,709	104,324	94,400
\$125,001 - \$150,000	616	13.57%	137,615	136,122	137,673	139,228	137,000
\$150,001 - \$225,000	1,216	26.80%	182,748	181,582	180,367	187,507	189,095
\$225,001 - \$300,000	502	11.06%	259,407	259,375	257,437	260,203	263,845
\$300,001 and up	503	11.08%	467,172	491,713	398,424	458,158	575,997
Average Closed Price:	\$176,772			\$125,415	\$145,157	\$255,137	\$415,512
Total Closed Units:	4,538			809	2,498	1,081	150
Total Closed Volume:	802,192,269			101.46M	362.60M	275.80M	62.33M



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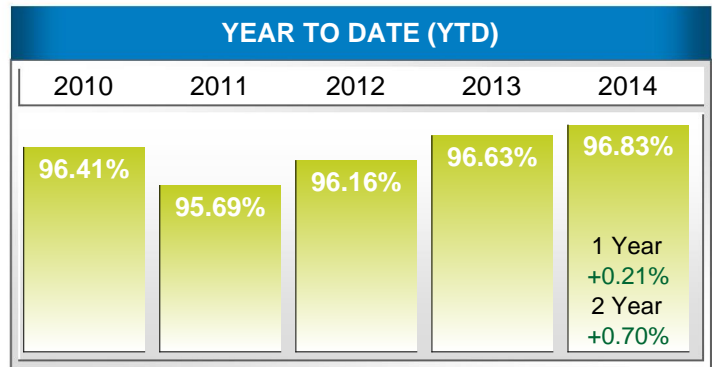
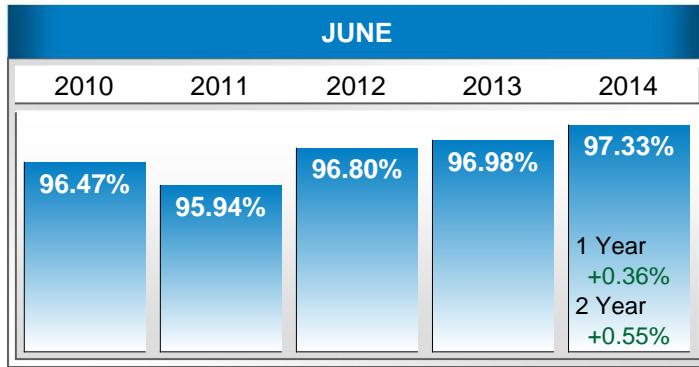
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Average Percent of List Price to Selling Price

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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	419	9.23%	94.13%	93.13%	95.83%	88.08%	96.32%	
\$50,001 - \$75,000	353	7.78%	95.04%	93.04%	96.16%	93.57%	96.21%	
\$75,001 - \$125,000	929	20.47%	97.28%	98.00%	97.06%	97.58%	91.31%	
\$125,001 - \$150,000	616	13.57%	97.66%	96.83%	98.09%	96.17%	96.64%	
\$150,001 - \$225,000	1,216	26.80%	98.20%	97.87%	98.24%	98.27%	97.95%	
\$225,001 - \$300,000	502	11.06%	99.24%	98.58%	98.13%	98.41%	112.72%	
\$300,001 and up	503	11.08%	97.26%	96.48%	97.51%	97.44%	96.68%	
Average List/Sell Ratio:				97.30%	96.08%	97.49%	97.51%	100.08%
Total Closed Units:				4,538	809	2,498	1,081	150
Total Closed Volume:				802,192,269	101.46M	362.60M	275.80M	62.33M



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Inventory as of Jul 11, 2014



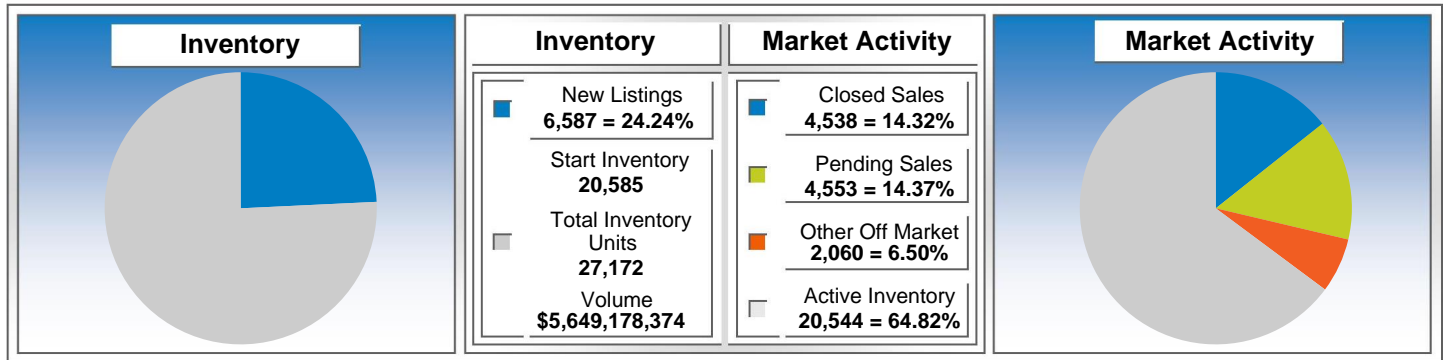
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Market Summary

Report Produced on: Jul 15, 2014

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



Absorption: Last 12 months, an Average of **3,693** Sales/Month

Active Inventory as of June 30, 2014 = **20,544**

	JUNE			Year To Date		
	2013	2014	+/-%	2013	2014	+/-%
Closed Sales	4,107	4,538	10.49%	21,260	21,718	2.15%
Pending Sales	4,218	4,553	7.94%	23,771	24,822	4.42%
New Listings	6,765	6,587	-2.63%	38,718	38,570	-0.38%
Average List Price	174,511	181,809	4.18%	166,598	168,615	1.21%
Average Sale Price	169,800	176,772	4.11%	161,311	163,674	1.46%
Average Percent of List Price to Selling Price	96.98%	97.33%	0.36%	96.63%	96.83%	0.21%
Average Days on Market to Sale	69.48	65.37	-5.91%	77.53	74.62	-3.76%
Monthly Inventory	22,842	20,544	-10.06%	22,842	20,544	-10.06%
Months Supply of Inventory	6.48	5.56	-14.11%	6.48	5.56	-14.11%

