



# May 2014

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



OKLAHOMA  
ASSOCIATION OF  
REALTORS®

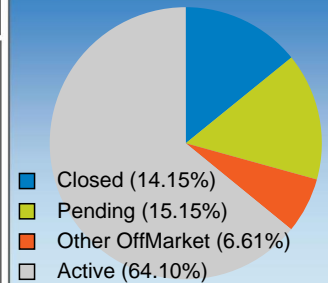
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**Absorption:** Last 12 months, an Average of **3,652** Sales/Month

**Active Inventory** as of May 31, 2014 = **20,088**

	MAY		
	2013	2014	+/-%
Closed Listings	4,204	4,433	5.45%
Pending Listings	4,156	4,746	14.20%
New Listings	6,729	6,892	2.42%
Average List Price	172,358	173,555	0.69%
Average Sale Price	166,785	169,150	1.42%
Average Percent of List Price to Selling Price	96.91%	97.43%	0.53%
Average Days on Market to Sale	71.38	65.78	-7.84%
End of Month Inventory	22,249	20,088	-9.71%
Months Supply of Inventory	6.33	5.50	-13.16%

## Market Activity



Report Produced on: Jun 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 May 2014 decreased **9.71%** to 20,088 existing homes available for sale. Over the last 12 months this area has had an average of 3,652 closed sales per month. This represents an unsold inventory index of **5.50** 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 **1.42%** in May 2014 to \$169,150 versus the previous year at \$166,785.

### Average Days on Market Shortens

The average number of **65.78** days that homes spent on the market before selling decreased by 5.60 days or **7.84%** in May 2014 compared to last year's same month at **71.38** DOM.

### Sales Success for May 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 6,892 New Listings in May 2014, up **2.42%** from last year at 6,729. Furthermore, there were 4,433 Closed Listings this month versus last year at 4,204, a **5.45%** increase.

Closed versus Listed trends yielded a **64.3%** ratio, up from last year's May 2014 at **62.5%**, a **2.95%** 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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## May 2014

Closed Sales as of Jun 11, 2014



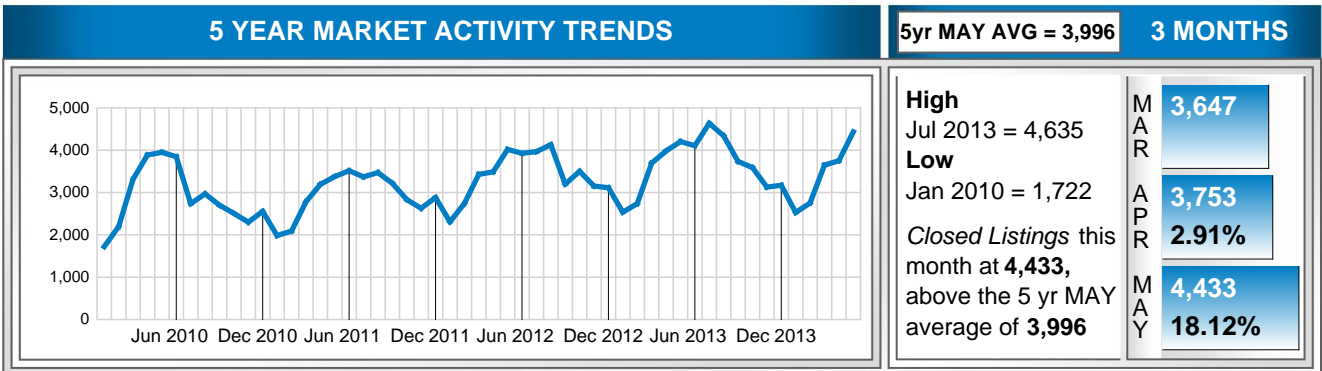
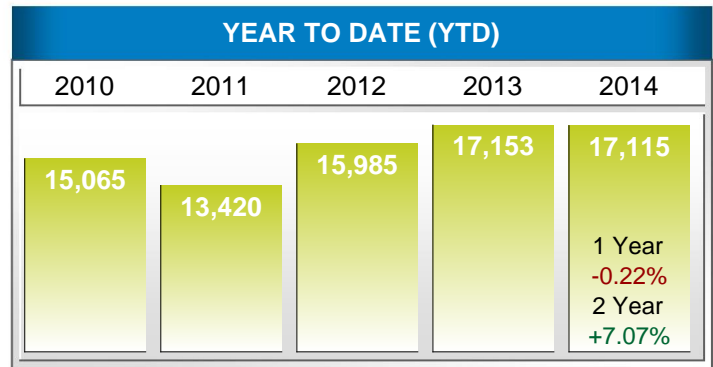
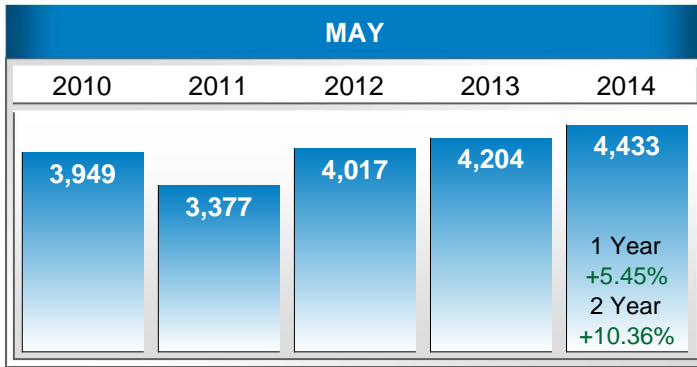
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## Closed Listings

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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+	
\$50,000 and less	427	9.63%	82.1	184	203	36	4	
\$50,001 - \$75,000	338	7.62%	76.0	127	191	19	1	
\$75,001 - \$100,000	467	10.53%	68.3	121	301	42	3	
\$100,001 - \$150,000	1,141	25.74%	56.9	203	810	119	9	
\$150,001 - \$200,000	884	19.94%	59.9	113	523	239	9	
\$200,001 - \$300,000	720	16.24%	68.2	76	288	336	20	
\$300,001 and up	456	10.29%	70.1	47	114	242	53	
Total Closed Units: 4,433				65.8	871	2430	1033	99
Total Closed Volume: 749,841,866					107.97M	353.40M	256.40M	32.07M
Average Closed Price: \$169,150					\$123,961	\$145,434	\$248,210	\$323,914



# Monthly Inventory Analysis

Data from the  
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## May 2014

Pending Listings as of Jun 11, 2014



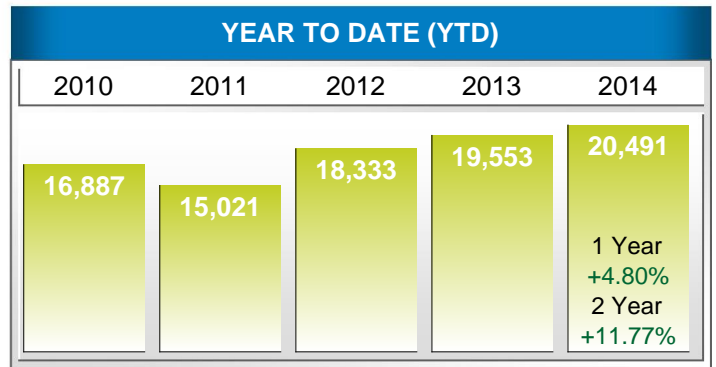
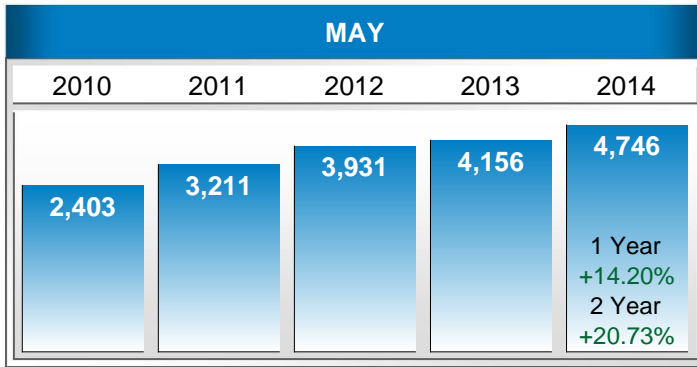
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## Pending Listings

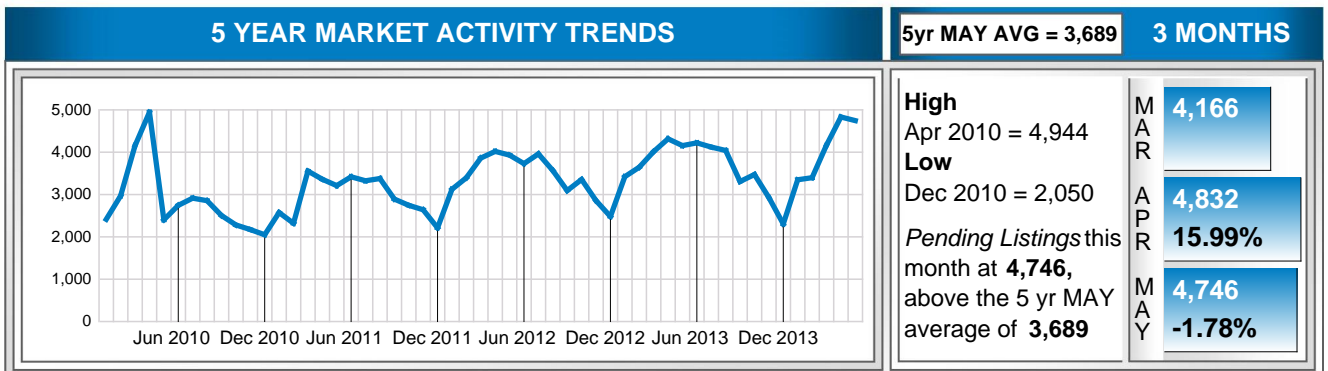
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Pending Listings

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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+	
\$50,000 and less	412		8.68%	70.3	168	211	31	2	
\$50,001 - \$75,000	392		8.26%	70.0	113	253	23	3	
\$75,001 - \$125,000	941		19.83%	57.3	183	663	84	11	
\$125,001 - \$175,000	1,166		24.57%	49.0	160	796	196	14	
\$175,001 - \$225,000	750		15.80%	64.0	88	405	242	15	
\$225,001 - \$300,000	558		11.76%	65.4	62	208	257	31	
\$300,001 and up	527		11.10%	77.1	45	126	274	82	
Total Pending Units: 4,746					67.7	819	2662	1107	158
Total Pending Volume: 848,819,474						106.74M	396.53M	284.96M	60.59M
Average Listing Price: \$164,801						\$130,324	\$148,959	\$257,418	\$383,493



# Monthly Inventory Analysis

Data from the  
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## May 2014

New Listings as of Jun 11, 2014



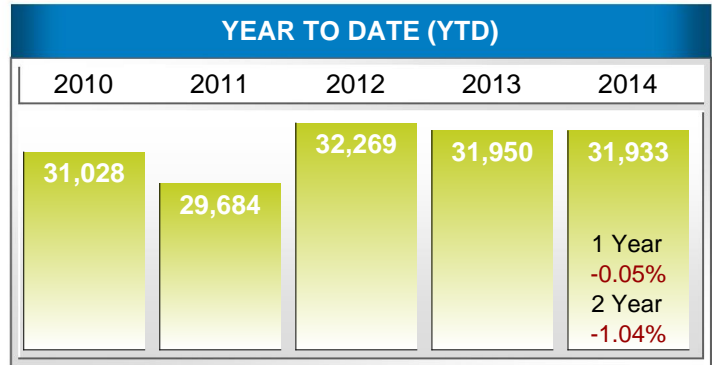
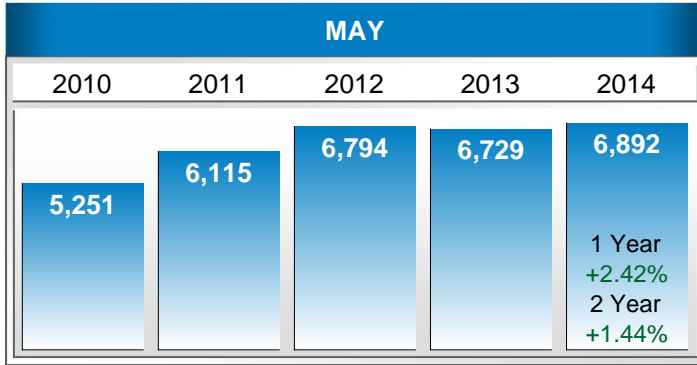
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## New Listings

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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	516	7.49%	252	234	30	0	
\$50,001 - \$75,000	574	8.33%	211	322	37	4	
\$75,001 - \$125,000	1,354	19.65%	307	903	132	12	
\$125,001 - \$175,000	1,575	22.85%	228	1,085	240	22	
\$175,001 - \$225,000	1,017	14.76%	156	530	312	19	
\$225,001 - \$350,000	1,133	16.44%	124	446	490	73	
\$350,001 and up	723	10.49%	69	165	361	128	
Total New Listed Units:			6,892	1347	3685	1602	258
Total New Listed Volume:			1,375,006,739	189.84M	603.13M	457.96M	124.07M
Average New Listed Listing Price:			\$177,390	\$140,932	\$163,673	\$285,869	\$480,908



# Monthly Inventory Analysis

Data from the  
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## May 2014

Active Inventory as of Jun 11, 2014



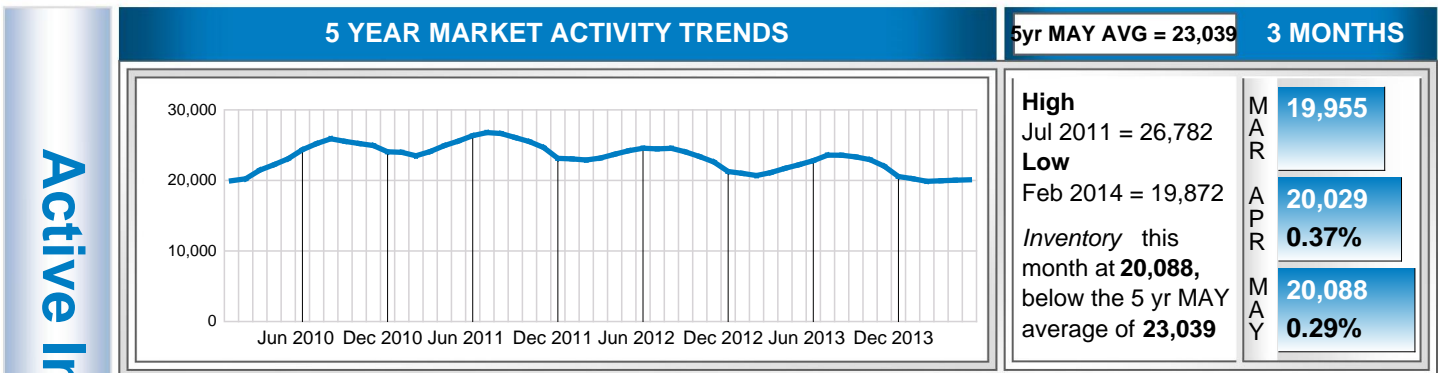
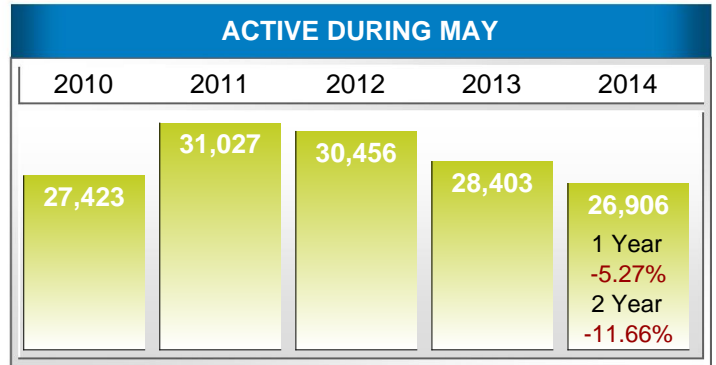
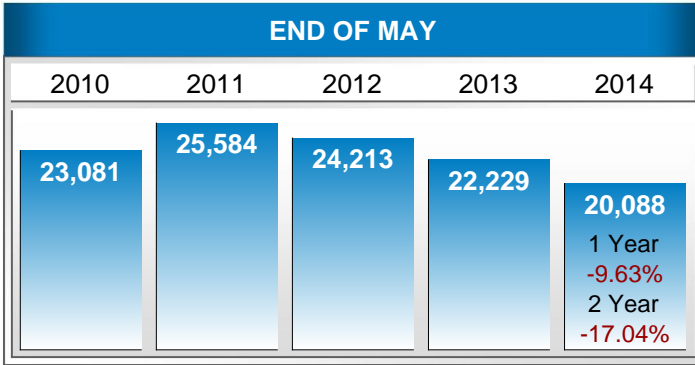
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## Active Inventory

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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	1,763	8.78%	126.2	920	737	101	5		
\$50,001 - \$75,000	2,037	10.14%	117.3	805	1,084	136	12		
\$75,001 - \$100,000	2,316	11.53%	109.1	678	1,387	226	25		
\$100,001 - \$175,000	5,468	27.22%	96.7	1,027	3,552	802	87		
\$175,001 - \$250,000	3,587	17.86%	98.4	567	1,730	1,183	107		
\$250,001 - \$375,000	2,587	12.88%	102.3	347	833	1,186	221		
\$375,001 and up	2,330	11.60%	115.4	263	496	1,092	479		
Total Active Inventory by Units:				20,088	106.0	4,607	9,819	4,726	936
Total Active Inventory by Volume:				4,297,669,846		682.02M	1.63B	1.46B	525.14M
Average Active Inventory Listing Price:				\$213,942		\$148,039	\$166,328	\$308,368	\$561,045



# Monthly Inventory Analysis

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## May 2014

Active Inventory as of Jun 11, 2014



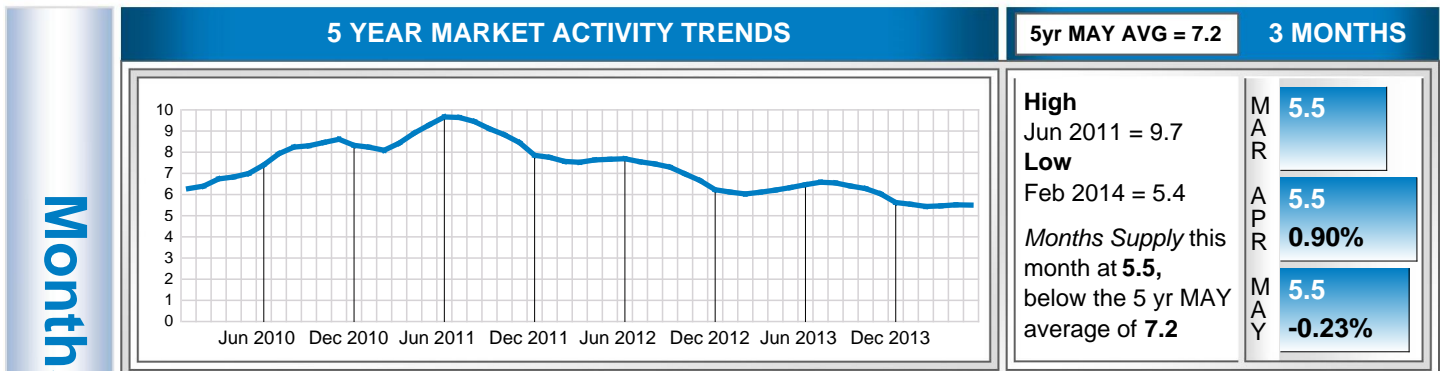
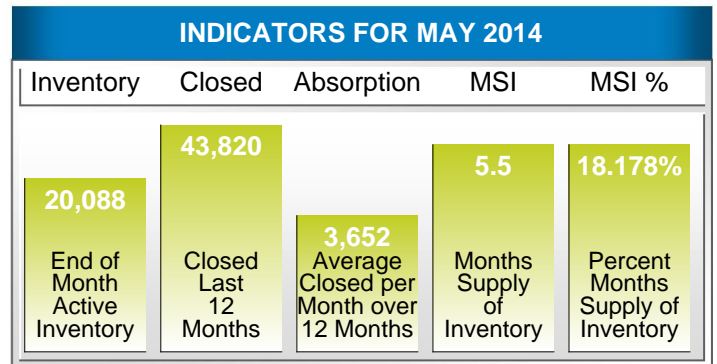
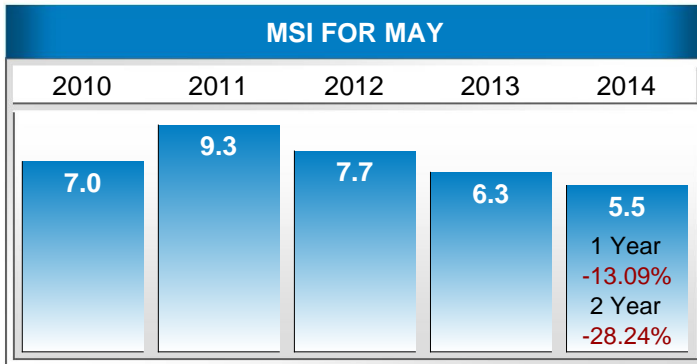
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## Months Supply of Inventory

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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	1,763	8.78%	4.1	5.0	3.5	3.7	1.2
\$50,001 - \$75,000	2,037	10.14%	6.4	7.8	5.7	5.9	5.3
\$75,001 - \$100,000	2,316	11.53%	5.9	7.4	5.3	6.4	8.3
\$100,001 - \$175,000	5,468	27.22%	4.2	4.9	4.0	4.0	7.0
\$175,001 - \$250,000	3,587	17.86%	5.5	6.5	5.5	5.0	6.6
\$250,001 - \$375,000	2,587	12.88%	6.9	9.7	7.2	6.0	8.2
\$375,001 and up	2,330	11.60%	13.5	20.6	14.7	11.8	13.9
MSI:	5.5			6.3	4.9	5.8	9.4
Total Active Inventory:	20,088			4,607	9,819	4,726	936



# Monthly Inventory Analysis

Data from the  
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## May 2014

Closed Sales as of Jun 11, 2014



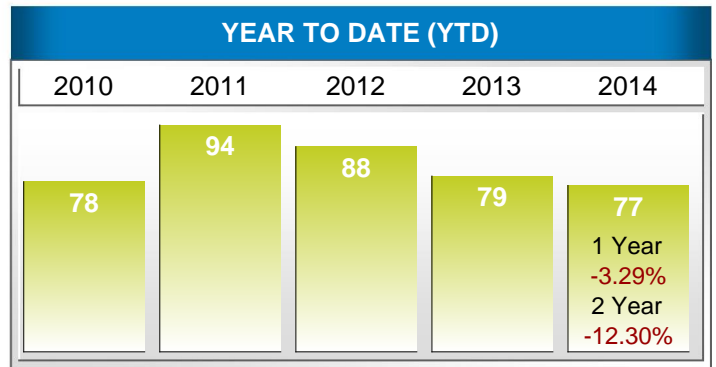
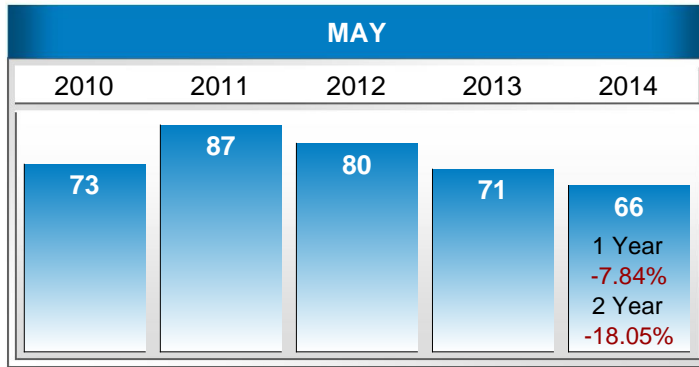
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## Average Days on Market to Sale

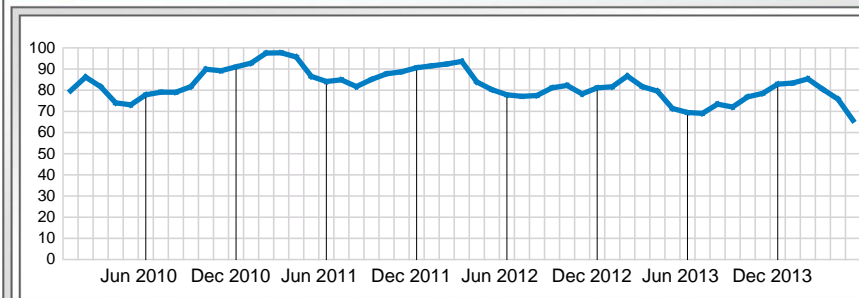
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Average Days on Market

### 5 YEAR MARKET ACTIVITY TRENDS



5yr MAY AVG = 75

3 MONTHS

**High**  
Mar 2011 = 98  
**Low**  
May 2014 = 66  
Average DOM this month at **66**, below the 5 yr MAY average of **75**

MAR	80
APR	76
MAY	66
-5.73%	
-13.22%	

### 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	427	9.63%	82.1	89.6	76.5	79.0	50.0
\$50,001 - \$75,000	338	7.62%	76.0	76.6	72.3	107.9	112.0
\$75,001 - \$100,000	467	10.53%	68.3	74.6	63.6	79.9	116.0
\$100,001 - \$150,000	1,141	25.74%	56.9	66.3	53.6	63.9	48.6
\$150,001 - \$200,000	884	19.94%	59.9	74.6	56.2	60.9	67.8
\$200,001 - \$300,000	720	16.24%	68.2	91.1	68.7	62.9	62.0
\$300,001 and up	456	10.29%	70.1	46.4	76.4	72.8	65.5
Average Closed DOM: 65.8				76.0	61.6	67.0	64.8
Total Closed Units: 4,433				871	2430	1033	99
Total Closed Volume: 749,841,866				107.97M	353.40M	256.40M	32.07M

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# Monthly Inventory Analysis

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

## May 2014

Closed Sales as of Jun 11, 2014



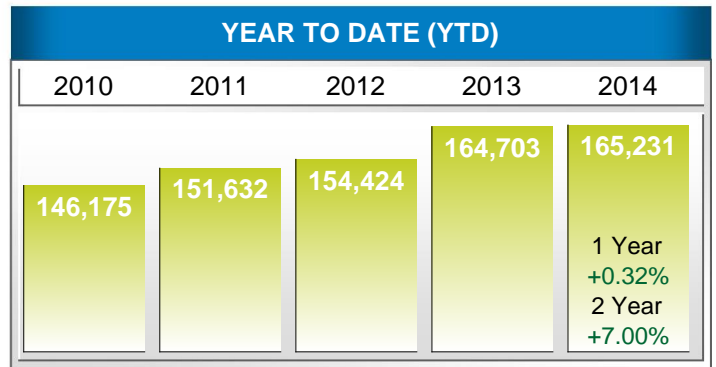
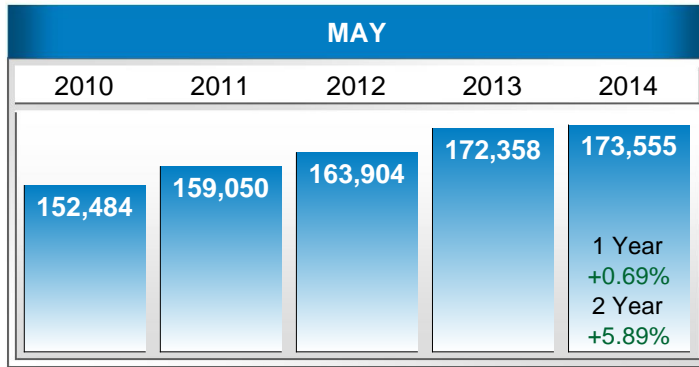
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## Average List Price at Closing

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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	398		8.98%	33,266	34,789	35,375	39,204	31,050
\$50,001 \$75,000	335		7.56%	65,157	67,254	66,682	72,758	59,900
\$75,001 \$100,000	466		10.51%	89,704	90,606	92,038	92,423	99,833
\$100,001 \$150,000	1,117		25.20%	129,013	131,943	130,332	134,285	133,011
\$150,001 \$200,000	908		20.48%	174,553	176,663	175,574	180,327	181,433
\$200,001 \$300,000	742		16.74%	245,041	245,032	244,486	251,215	254,135
\$300,001 and up	467		10.53%	445,559	437,385	413,956	461,910	463,708
Average List Price:	\$173,555				\$128,396	\$149,225	\$253,576	\$333,059
Total Closed Units:	4,433				871	2430	1033	99
Total List Volume:	769,367,233				111.83M	362.62M	261.94M	32.97M





# Monthly Inventory Analysis

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## May 2014

Closed Sales as of Jun 11, 2014



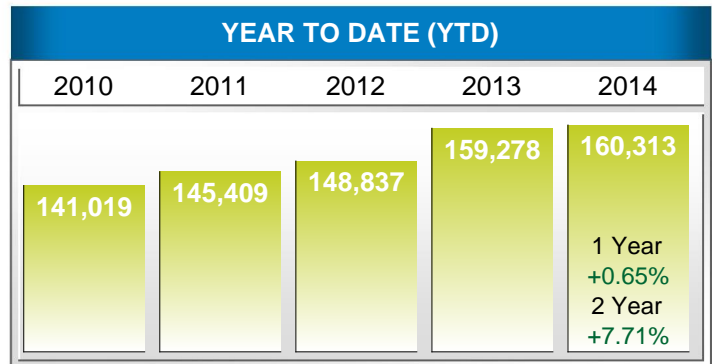
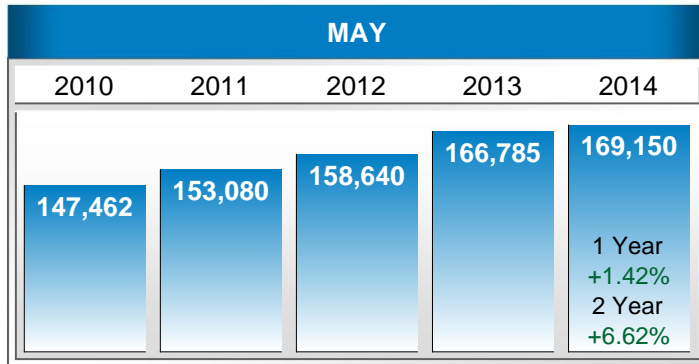
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## Average Sold Price at Closing

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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	427	9.63%	31,956	30,682	32,425	35,709	32,995
\$50,001 - \$75,000	338	7.62%	64,034	64,201	63,955	64,402	51,000
\$75,001 - \$100,000	467	10.53%	88,511	87,608	88,812	88,248	98,467
\$100,001 - \$150,000	1,141	25.74%	127,814	127,839	127,447	130,158	129,333
\$150,001 - \$200,000	884	19.94%	173,681	172,083	172,481	177,058	173,783
\$200,001 - \$300,000	720	16.24%	242,937	238,323	239,572	246,580	247,723
\$300,001 and up	456	10.29%	436,259	426,836	398,577	452,597	451,068
Average Closed Price:	\$169,150			\$123,961	\$145,434	\$248,210	\$323,914
Total Closed Units:	4,433			871	2430	1033	99
Total Closed Volume:	749,841,866			107.97M	353.40M	256.40M	32.07M



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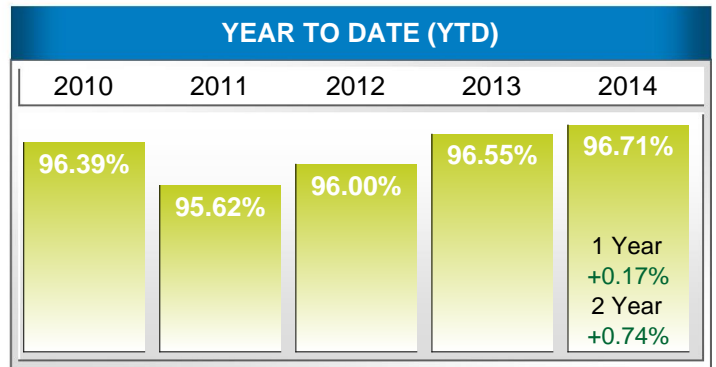
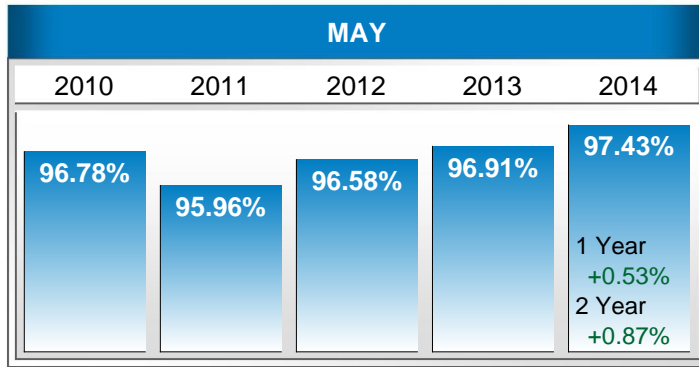
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## Average Percent of List Price to Selling Price

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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	427	9.63%	91.78%	89.58%	93.28%	92.57%	109.33%
\$50,001 - \$75,000	338	7.62%	97.51%	95.75%	99.46%	90.28%	85.14%
\$75,001 - \$100,000	467	10.53%	96.88%	96.86%	96.99%	96.04%	98.63%
\$100,001 - \$150,000	1,141	25.74%	97.70%	97.12%	97.92%	97.17%	97.67%
\$150,001 - \$200,000	884	19.94%	98.22%	97.59%	98.32%	98.37%	96.08%
\$200,001 - \$300,000	720	16.24%	98.11%	97.47%	98.12%	98.28%	97.45%
\$300,001 and up	456	10.29%	99.93%	97.58%	96.84%	102.29%	97.83%
Average List/Sell Ratio: 97.40%				95.41%	97.60%	98.68%	97.94%
Total Closed Units: 4,433				871	2430	1033	99
Total Closed Volume: 749,841,866				107.97M	353.40M	256.40M	32.07M



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Inventory as of Jun 11, 2014



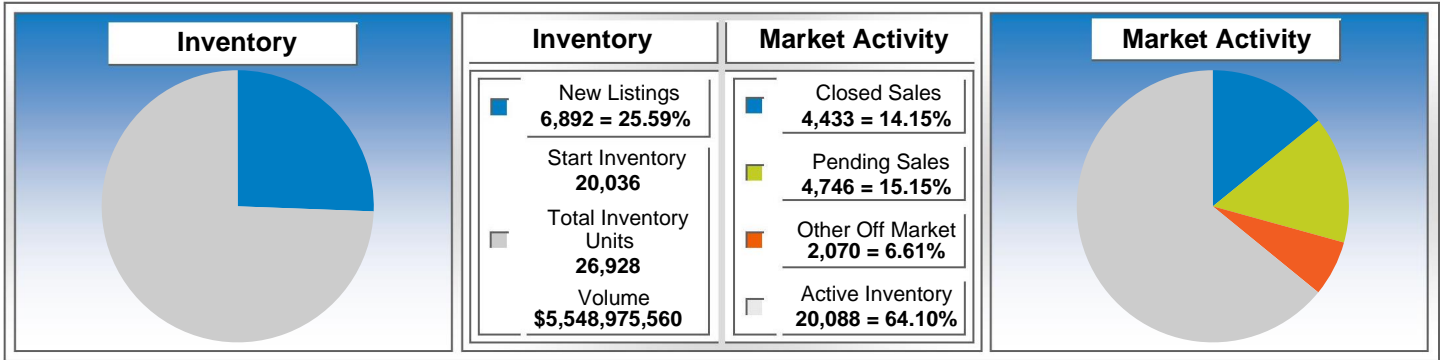
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Area Delimited by Entire OK State MLS - Single-Family Property Type



**Absorption:** Last 12 months, an Average of **3,652** Sales/Month

**Active Inventory** as of May 31, 2014 = **20,088**

	MAY			Year To Date		
	2013	2014	+/-%	2013	2014	+/-%
Closed Sales	4,204	4,433	5.45%	17,153	17,115	-0.22%
Pending Sales	4,156	4,746	14.20%	19,553	20,491	4.80%
New Listings	6,729	6,892	2.42%	31,950	31,933	-0.05%
Average List Price	172,358	173,555	0.69%	164,703	165,231	0.32%
Average Sale Price	166,785	169,150	1.42%	159,278	160,313	0.65%
Average Percent of List Price to Selling Price	96.91%	97.43%	0.53%	96.55%	96.71%	0.17%
Average Days on Market to Sale	71.38	65.78	-7.84%	79.46	76.85	-3.29%
Monthly Inventory	22,249	20,088	-9.71%	22,249	20,088	-9.71%
Months Supply of Inventory	6.33	5.50	-13.16%	6.33	5.50	-13.16%

