



September 2014

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



OKLAHOMA
ASSOCIATION OF
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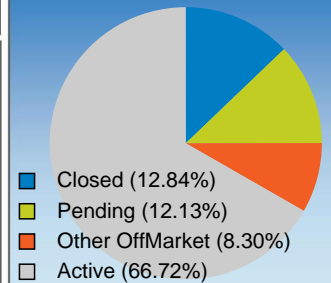
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Absorption: Last 12 months, an Average of **3,719** Sales/Month

Active Inventory as of September 30, 2014 = **20,858**

	SEPTEMBER		
	2013	2014	+/-%
Closed Listings	3,741	4,015	7.32%
Pending Listings	3,298	3,793	15.01%
New Listings	5,489	5,766	5.05%
Average List Price	167,267	172,688	3.24%
Average Sale Price	162,300	167,662	3.30%
Average Percent of List Price to Selling Price	96.31%	96.92%	0.63%
Average Days on Market to Sale	72.04	67.47	-6.35%
End of Month Inventory	23,459	20,858	-11.09%
Months Supply of Inventory	6.43	5.61	-12.80%

Market Activity



Report Produced on: Oct 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 September 2014 decreased **11.09%** to 20,858 existing homes available for sale. Over the last 12 months this area has had an average of 3,719 closed sales per month. This represents an unsold inventory index of **5.61** 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 **3.30%** in September 2014 to \$167,662 versus the previous year at \$162,300.

Average Days on Market Shortens

The average number of **67.47** days that homes spent on the market before selling decreased by 4.57 days or **6.35%** in September 2014 compared to last year's same month at **72.04** DOM.

Sales Success for September 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 5,766 New Listings in September 2014, up **5.05%** from last year at 5,489. Furthermore, there were 4,015 Closed Listings this month versus last year at 3,741, a **7.32%** increase.

Closed versus Listed trends yielded a **69.6%** ratio, up from last year's September 2014 at **68.2%**, a **2.17%** 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
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Or visit: www.okrealtors.com



Monthly Inventory Analysis

Data from the
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September 2014

Closed Sales as of Oct 12, 2014



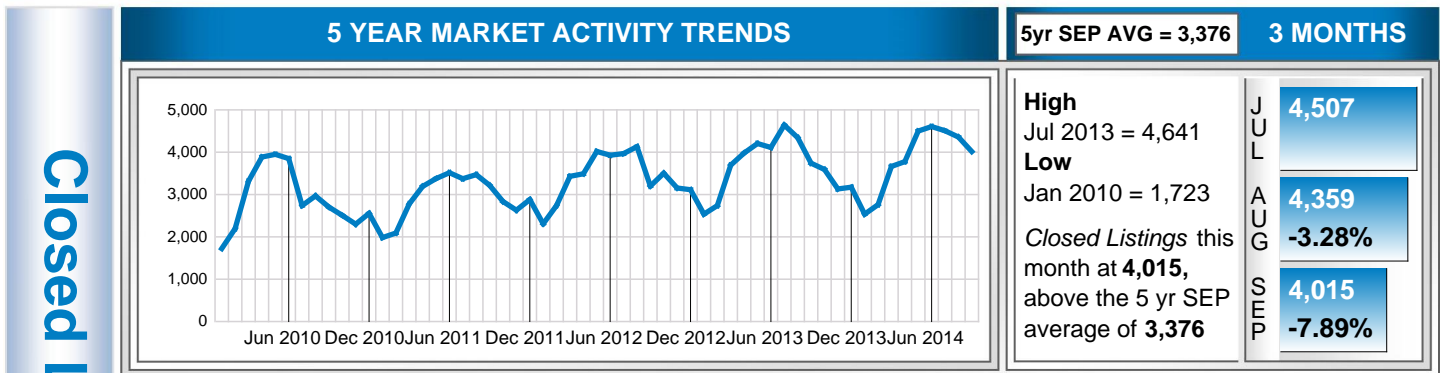
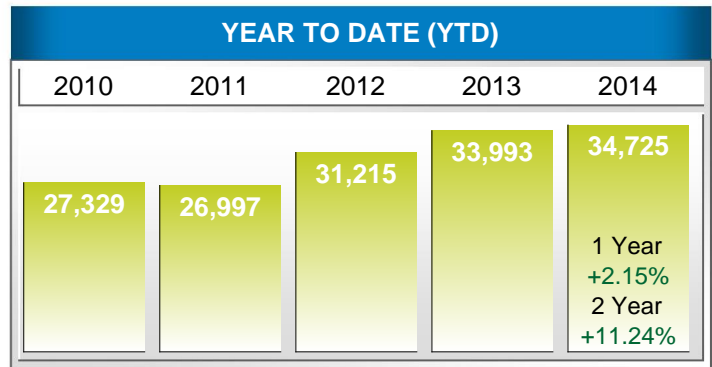
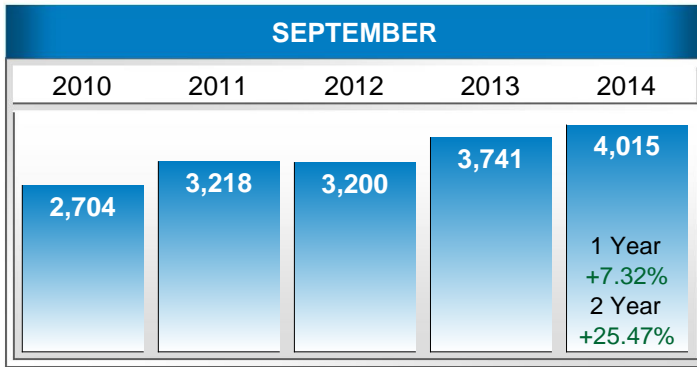
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Closed Listings

Report Produced on: Oct 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+	
\$25,000 and less	127	3.16%	75.1	65	52	10	0	
\$25,001 - \$75,000	622	15.49%	76.7	225	354	38	5	
\$75,001 - \$100,000	436	10.86%	67.1	107	283	41	5	
\$100,001 - \$150,000	979	24.38%	56.5	157	698	119	5	
\$150,001 - \$200,000	789	19.65%	56.9	109	458	211	11	
\$200,001 - \$300,000	664	16.54%	77.7	71	291	285	17	
\$300,001 and up	398	9.91%	81.8	28	107	225	38	
Total Closed Units: 4,015				67.5	762	2243	929	81
Total Closed Volume: 673,162,554					88.22M	325.78M	233.01M	26.15M
Average Closed Price: \$167,662					\$115,771	\$145,245	\$250,815	\$322,878



Monthly Inventory Analysis

Data from the
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September 2014

Pending Listings as of Oct 12, 2014



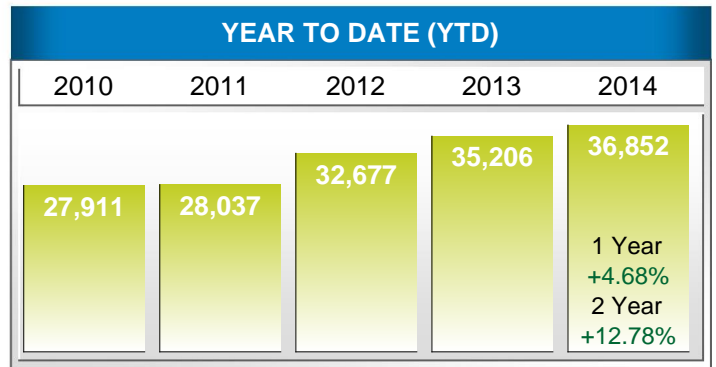
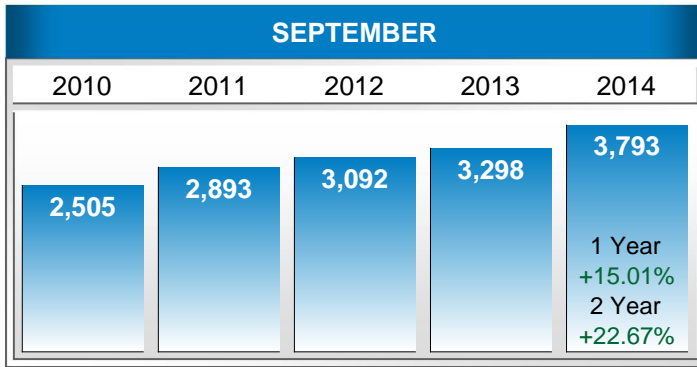
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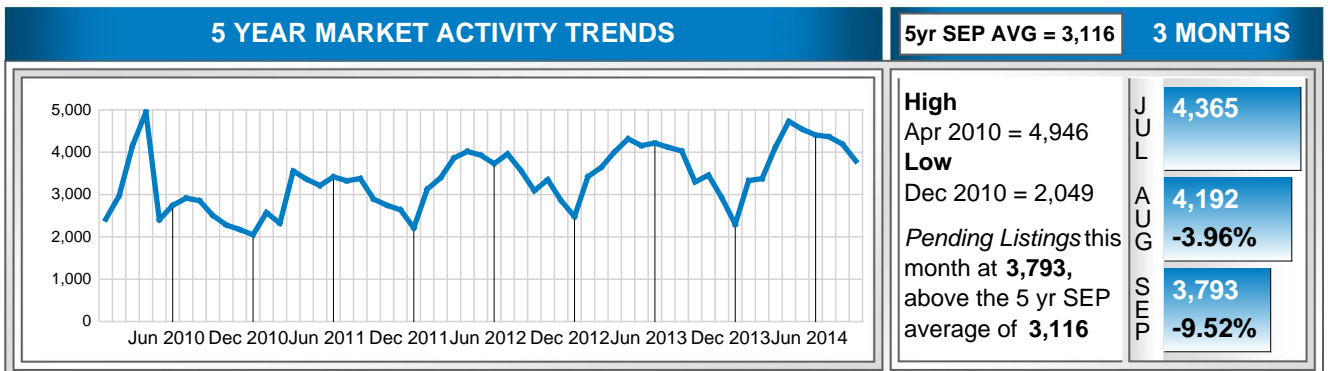
Pending Listings

Report Produced on: Oct 14, 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	369	9.73%	72.1	160	187	21	1	
\$50,001 - \$75,000	285	7.51%	82.0	97	169	17	2	
\$75,001 - \$100,000	436	11.49%	68.2	130	277	28	1	
\$100,001 - \$150,000	930	24.52%	59.1	160	662	102	6	
\$150,001 - \$200,000	724	19.09%	60.4	104	413	196	11	
\$200,001 - \$300,000	644	16.98%	70.5	76	279	260	29	
\$300,001 and up	405	10.68%	80.7	35	96	238	36	
Total Pending Units: 3,793				73.5	762	2083	862	86
Total Pending Volume: 656,454,090					94.27M	308.16M	223.54M	30.49M
Average Listing Price: \$156,139					\$123,708	\$147,943	\$259,324	\$354,493

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Monthly Inventory Analysis

Data from the
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September 2014

New Listings as of Oct 12, 2014



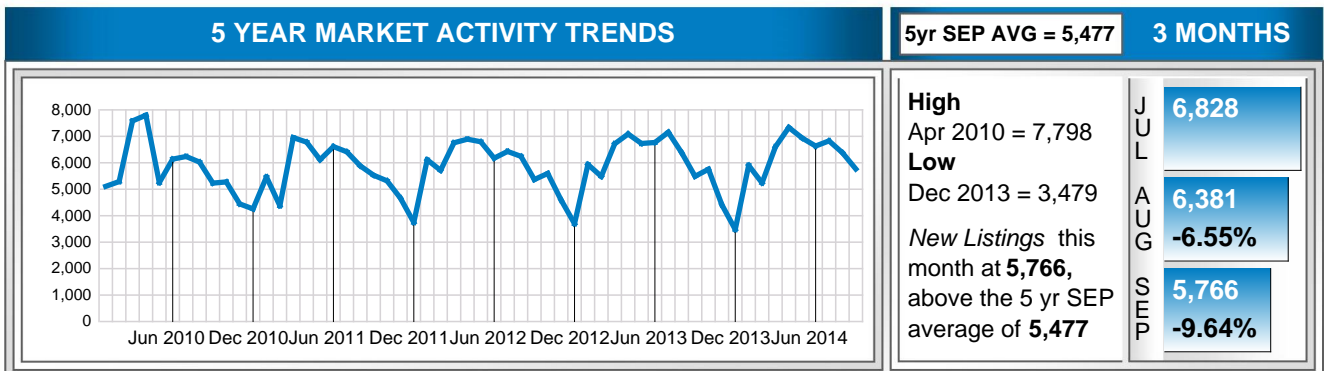
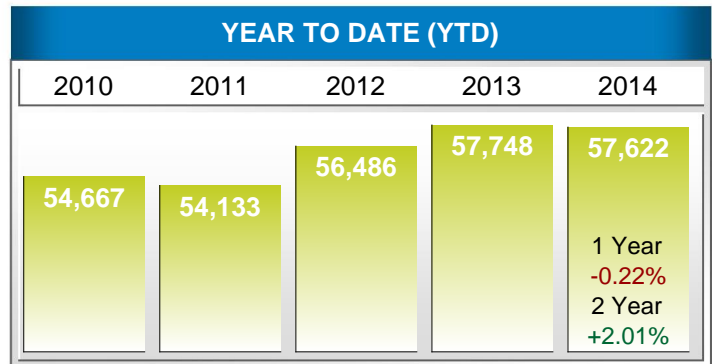
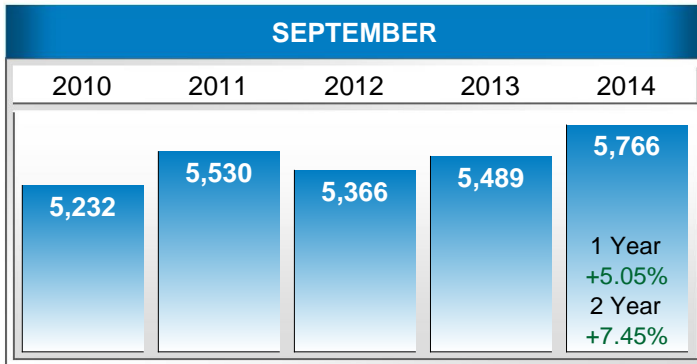
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New Listings

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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	503	8.72%	242	232	29	0	
\$50,001 - \$75,000	535	9.28%	213	295	24	3	
\$75,001 - \$100,000	631	10.94%	155	414	59	3	
\$100,001 - \$175,000	1,773	30.75%	264	1,236	257	16	
\$175,001 - \$225,000	787	13.65%	96	410	266	15	
\$225,001 - \$350,000	972	16.86%	109	365	438	60	
\$350,001 and up	565	9.80%	42	117	310	96	
Total New Listed Units:			5,766	1,121	3,069	1,383	193
Total New Listed Volume:			1,118,307,852	145.22M	475.37M	399.75M	97.96M
Average New Listed Listing Price:			\$160,023	\$129,547	\$154,894	\$289,048	\$507,584



Monthly Inventory Analysis

Data from the
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September 2014

Active Inventory as of Oct 12, 2014



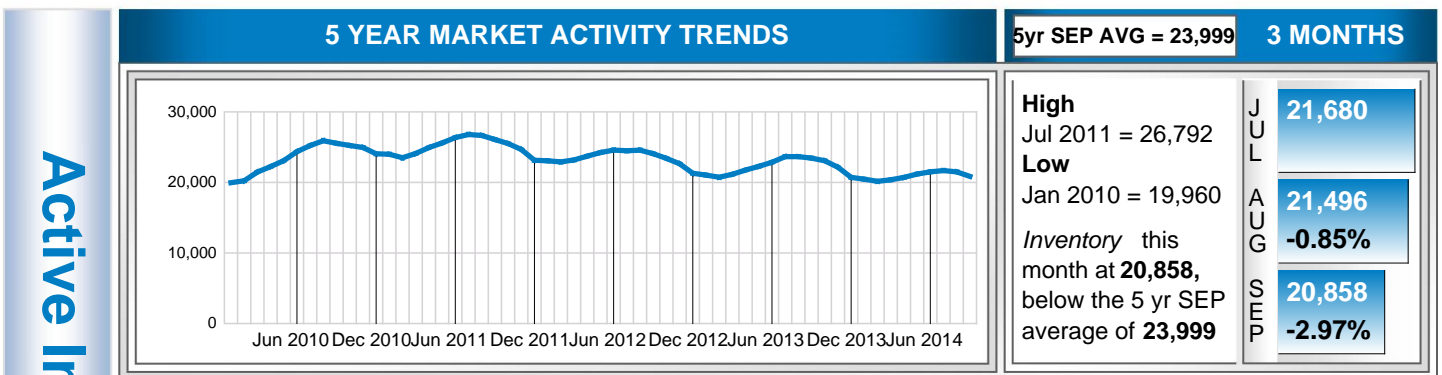
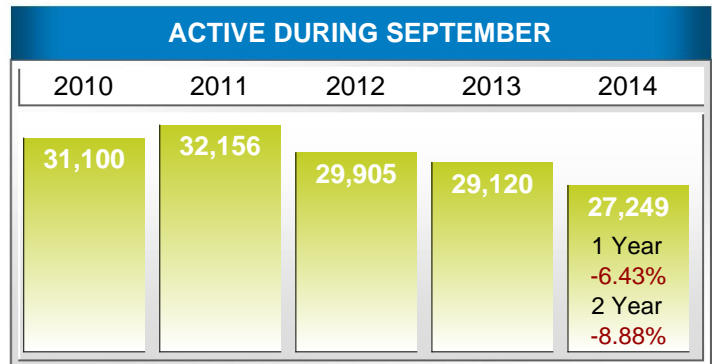
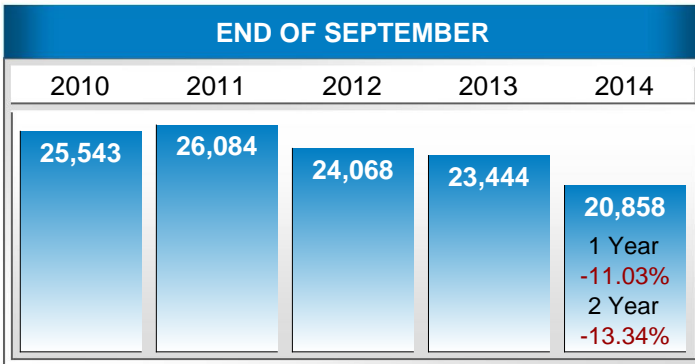
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Active Inventory

Report Produced on: Oct 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	1,822	8.74%	130.1	953	759	95	15		
\$50,001 - \$75,000	2,170	10.40%	119.7	860	1,160	129	21		
\$75,001 - \$100,000	2,327	11.16%	115.5	613	1,451	239	24		
\$100,001 - \$175,000	5,657	27.12%	101.6	1,051	3,592	918	96		
\$175,001 - \$250,000	3,734	17.90%	102.8	588	1,792	1,240	114		
\$250,001 - \$375,000	2,789	13.37%	109.8	389	865	1,307	228		
\$375,001 and up	2,359	11.31%	121.1	252	464	1,166	477		
Total Active Inventory by Units:				20,858	111.0	4,706	10,083	5,094	975
Total Active Inventory by Volume:				4,426,094,758		685.91M	1.66B	1.55B	531.46M
Average Active Inventory Listing Price:				\$212,201		\$145,753	\$164,171	\$304,945	\$545,087



Monthly Inventory Analysis

Data from the
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September 2014

Active Inventory as of Oct 12, 2014



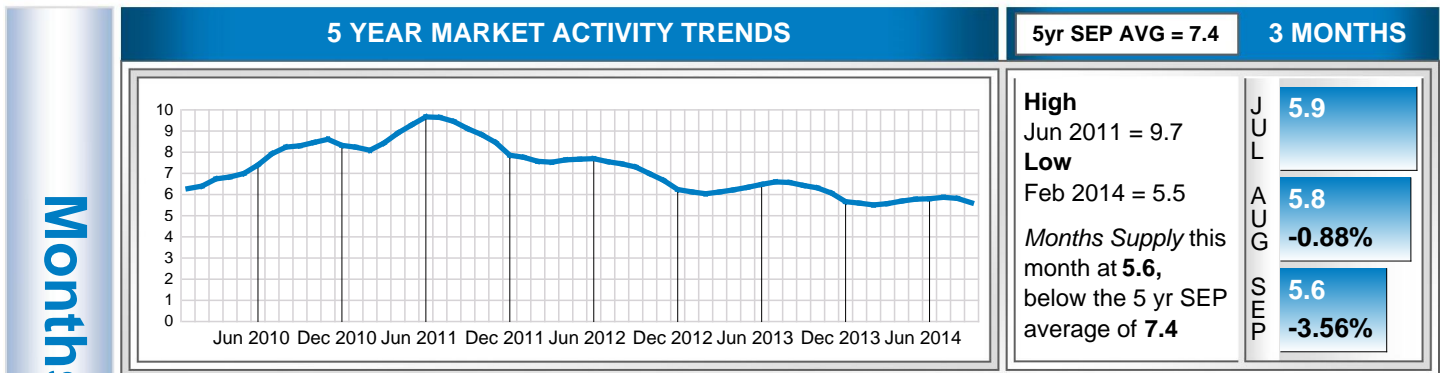
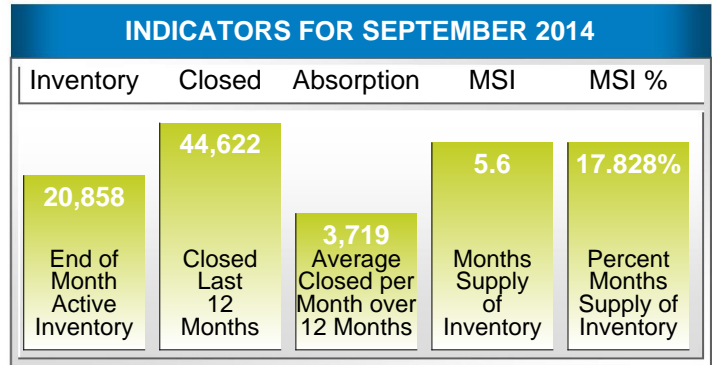
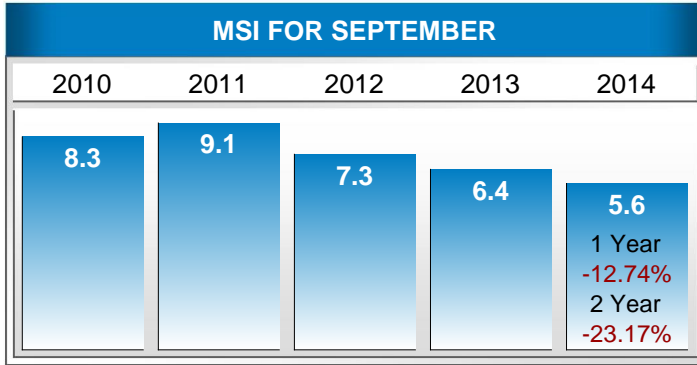
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Months Supply of Inventory

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



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	1,822		8.74%	4.3	5.1	3.7	3.1	4.7
\$50,001 - \$75,000	2,170		10.40%	6.8	8.1	6.1	6.0	9.7
\$75,001 - \$100,000	2,327		11.16%	5.8	6.4	5.5	6.8	6.5
\$100,001 - \$175,000	5,657		27.12%	4.3	5.1	4.0	4.5	6.9
\$175,001 - \$250,000	3,734		17.90%	5.6	6.9	5.5	5.3	6.6
\$250,001 - \$375,000	2,789		13.37%	7.0	10.2	7.0	6.3	7.9
\$375,001 and up	2,359		11.31%	12.7	19.4	12.7	11.6	13.3
MSI:	5.6				6.5	4.9	6.1	9.3
Total Active Inventory:	20,858				4,706	10,083	5,094	975



Monthly Inventory Analysis

Data from the
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September 2014

Closed Sales as of Oct 12, 2014



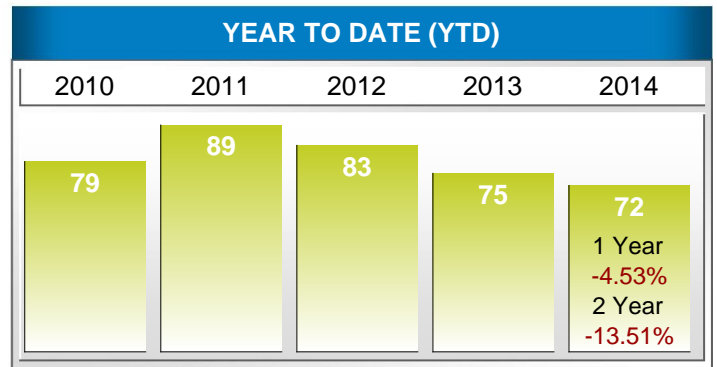
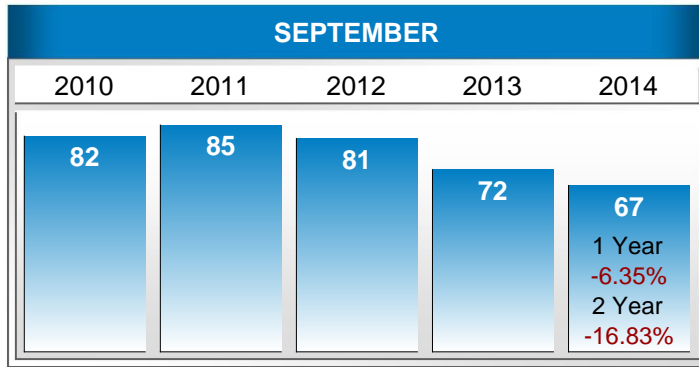
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Average Days on Market to Sale

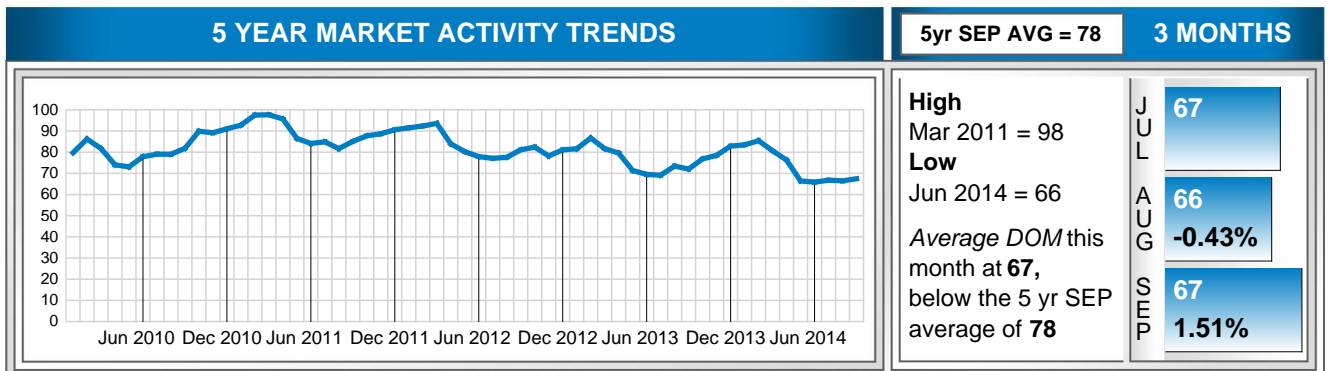
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Area Delimited by Entire OK State MLS - Single-Family Property Type



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+
\$25,000 and less	127	3.16%	75.1	88.0	59.5	73.4	0.0
\$25,001 - \$75,000	622	15.49%	76.7	78.8	76.7	69.9	33.0
\$75,001 - \$100,000	436	10.86%	67.1	87.6	60.0	62.4	69.2
\$100,001 - \$150,000	979	24.38%	56.5	54.1	53.9	74.7	64.0
\$150,001 - \$200,000	789	19.65%	56.9	76.4	53.5	54.6	48.8
\$200,001 - \$300,000	664	16.54%	77.7	130.4	70.4	71.0	94.4
\$300,001 and up	398	9.91%	81.8	85.4	88.5	76.3	92.8
Average Closed DOM: 67.5				80.5	62.1	68.7	80.2
Total Closed Units: 4,015				762	2243	929	81
Total Closed Volume: 673,162,554				88.22M	325.78M	233.01M	26.15M



Monthly Inventory Analysis

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OKLAHOMA ASSOCIATION OF REALTORS®

September 2014

Closed Sales as of Oct 12, 2014



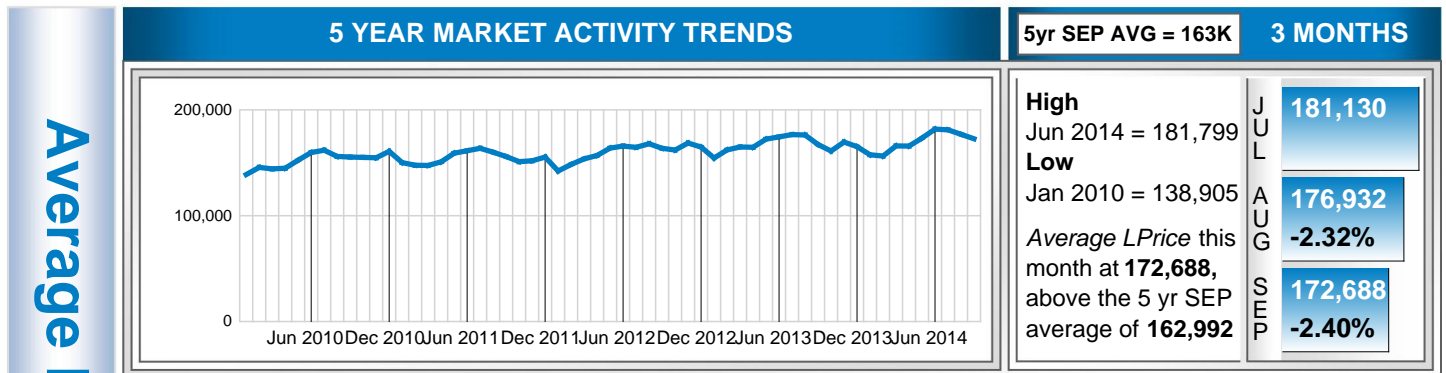
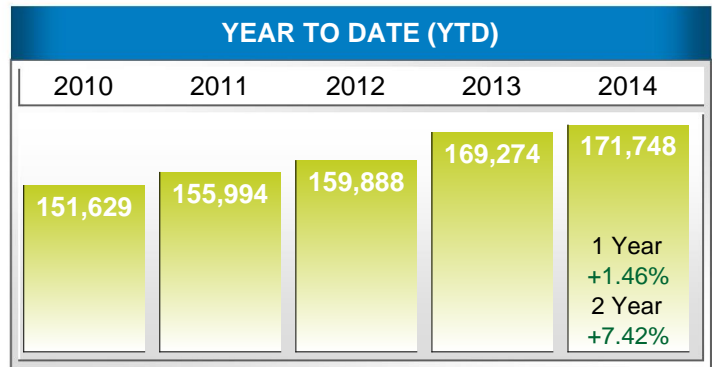
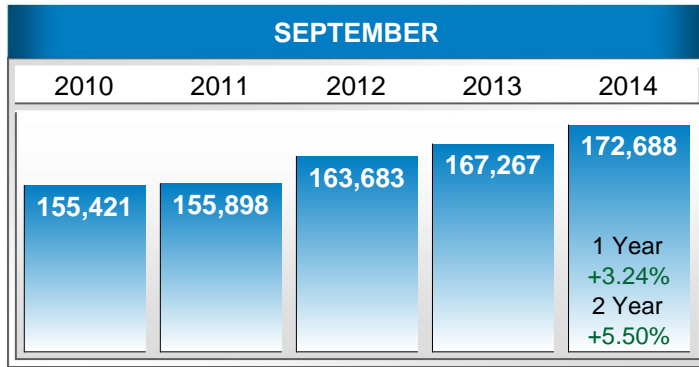
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Average List Price at Closing

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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+
\$25,000 and less	112		2.79%	17,858	18,921	20,266	22,335	0
\$25,001 \$75,000	600		14.94%	52,328	53,440	56,241	49,948	52,380
\$75,001 \$100,000	438		10.91%	89,592	92,371	92,652	90,876	89,960
\$100,001 \$150,000	978		24.36%	129,241	131,430	130,591	131,551	144,880
\$150,001 \$200,000	788		19.63%	175,588	181,253	175,805	181,191	191,700
\$200,001 \$300,000	688		17.14%	244,516	247,996	241,678	252,579	261,540
\$300,001 and up	411		10.24%	456,732	395,261	421,913	479,736	504,271
Average List Price:		\$172,688			\$121,002	\$149,054	\$257,975	\$335,225
Total Closed Units:		4,015			762	2243	929	81
Total List Volume:		693,343,749			92.20M	334.33M	239.66M	27.15M



Monthly Inventory Analysis

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September 2014

Closed Sales as of Oct 12, 2014



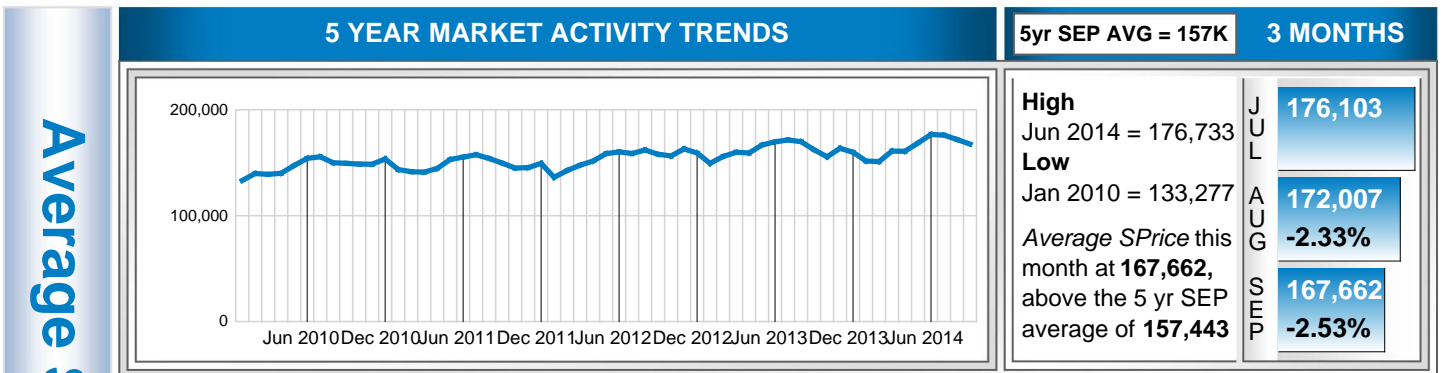
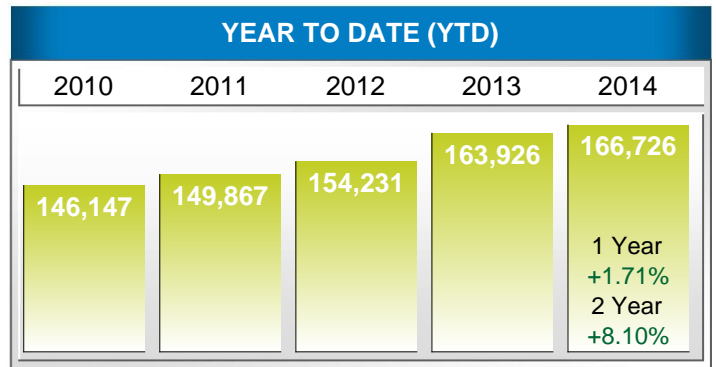
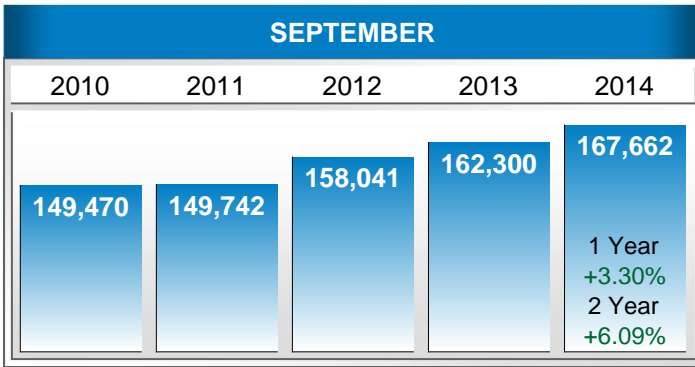
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Average Sold Price at Closing

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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+
\$25,000 and less	127	3.16%	16,847	16,550	16,794	19,050	0
\$25,001 - \$75,000	622	15.49%	51,285	49,496	52,900	46,259	55,689
\$75,001 - \$100,000	436	10.86%	88,822	88,076	89,261	87,053	94,450
\$100,001 - \$150,000	979	24.38%	127,335	127,368	127,367	126,797	134,600
\$150,001 - \$200,000	789	19.65%	174,168	175,120	172,287	177,230	184,340
\$200,001 - \$300,000	664	16.54%	242,446	238,465	237,468	247,658	256,919
\$300,001 and up	398	9.91%	445,562	377,331	411,317	464,103	482,475
Average Closed Price: \$167,662				\$115,771	\$145,245	\$250,815	\$322,878
Total Closed Units: 4,015				762	2243	929	81
Total Closed Volume: 673,162,554				88.22M	325.78M	233.01M	26.15M



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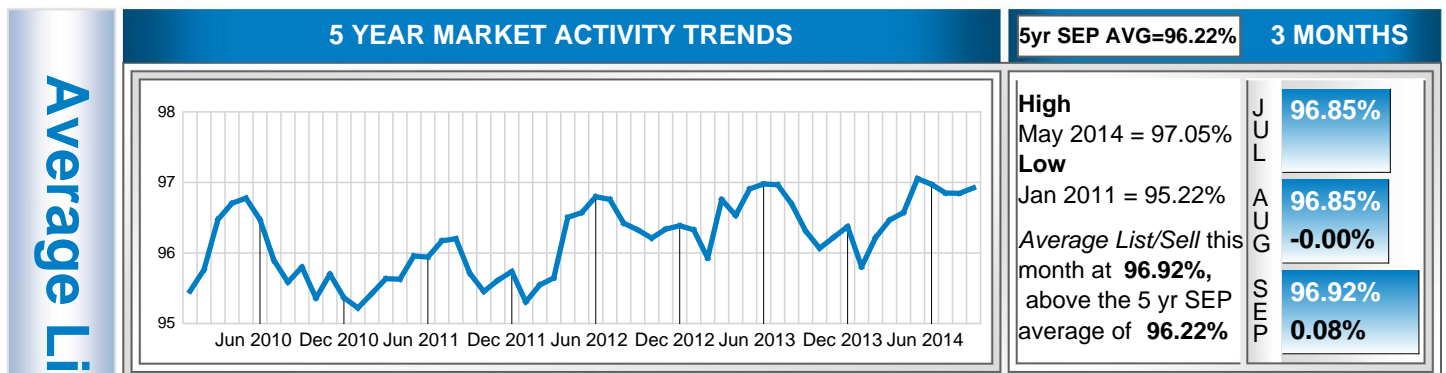
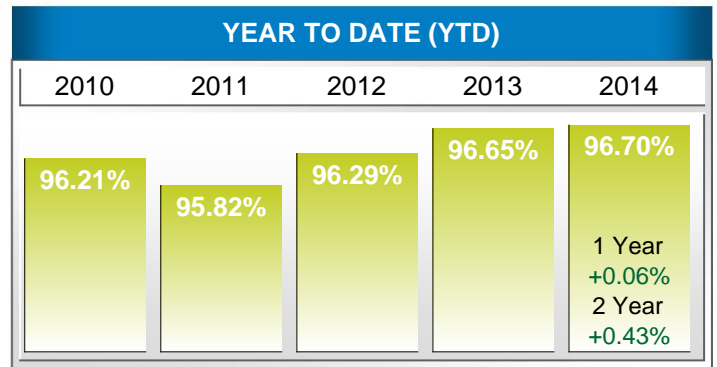
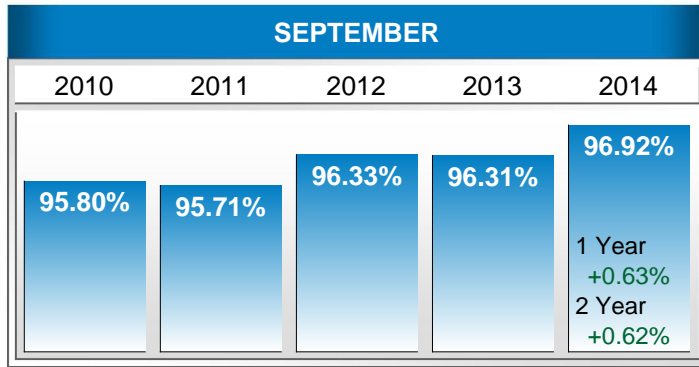
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Average Percent of List Price to Selling Price

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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+	
\$25,000 and less	127	3.16%	88.67%	89.78%	87.07%	89.76%	0.00%	
\$25,001 - \$75,000	622	15.49%	94.23%	93.15%	94.69%	93.37%	116.89%	
\$75,001 - \$100,000	436	10.86%	97.11%	95.96%	97.48%	96.43%	105.82%	
\$100,001 - \$150,000	979	24.38%	97.54%	97.64%	97.67%	96.79%	93.71%	
\$150,001 - \$200,000	789	19.65%	97.91%	96.93%	98.16%	97.95%	96.28%	
\$200,001 - \$300,000	664	16.54%	98.53%	96.43%	99.46%	98.11%	98.29%	
\$300,001 and up	398	9.91%	97.43%	95.80%	97.87%	97.62%	96.30%	
Average List/Sell Ratio:				96.90%	95.12%	97.27%	97.43%	98.41%
Total Closed Units:				4,015	762	2243	929	81
Total Closed Volume:				673,162,554	88.22M	325.78M	233.01M	26.15M



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September 2014

Inventory as of Oct 12, 2014



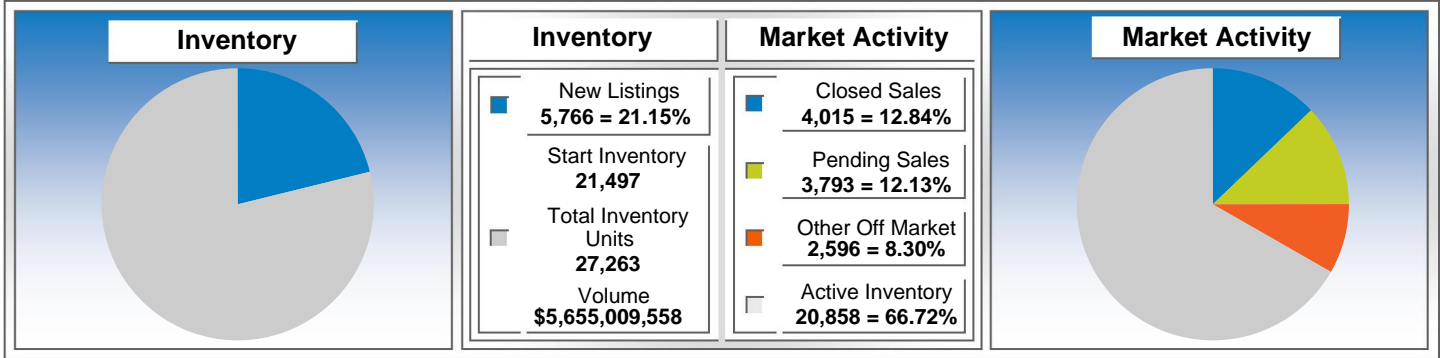
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Market Summary

Report Produced on: Oct 14, 2014

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



Absorption: Last 12 months, an Average of **3,719** Sales/Month

Active Inventory as of September 30, 2014 = **20,858**

	SEPTEMBER			Year To Date		
	2013	2014	+/-%	2013	2014	+/-%
Closed Sales	3,741	4,015	7.32%	33,993	34,725	2.15%
Pending Sales	3,298	3,793	15.01%	35,206	36,852	4.68%
New Listings	5,489	5,766	5.05%	57,748	57,622	-0.22%
Average List Price	167,267	172,688	3.24%	169,274	171,748	1.46%
Average Sale Price	162,300	167,662	3.30%	163,926	166,726	1.71%
Average Percent of List Price to Selling Price	96.31%	96.92%	0.63%	96.65%	96.70%	0.06%
Average Days on Market to Sale	72.04	67.47	-6.35%	75.26	71.86	-4.53%
Monthly Inventory	23,459	20,858	-11.09%	23,459	20,858	-11.09%
Months Supply of Inventory	6.43	5.61	-12.80%	6.43	5.61	-12.80%

