



February 2014

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



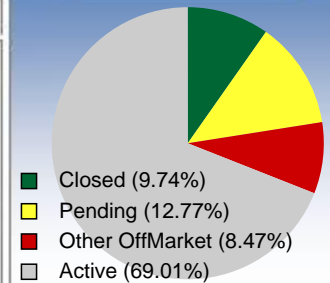
Absorption: Last 12 months, an Average of **3,642** Sales/Month

Active Inventory as of February 28, 2014 = **19,023**

Closed Listings
Pending Listings
New Listings
Average List Price
Average Sale Price
Average Percent of List Price to Selling Price
Average Days on Market to Sale
End of Month Inventory
Months Supply of Inventory

FEBRUARY		
2013	2014	+/- %
2,738	2,685	-1.94%
3,650	3,520	-3.56%
5,483	5,190	-5.34%
162,164	156,488	-3.50%
155,938	151,242	-3.01%
95.93%	96.28%	0.37%
86.70	84.19	-2.89%
20,675	19,023	-7.99%
5.98	5.22	-12.62%

Market Activity



Monthly Inventory Analysis

Report Produced on: Mar 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 February 2014 decreased **7.99%** to 19,023 existing homes available for sale. Over the last 12 months this area has had an average of 3,642 closed sales per month. This represents an unsold inventory index of **5.22** MSI for this period.

Average Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **3.01%** in February 2014 to \$151,242 versus the previous year at \$155,938.

Average Days on Market Shortens

The average number of **84.19** days that homes spent on the market before selling decreased by 2.51 days or **2.89%** in February 2014 compared to last year's same month at **86.70** DOM.

Sales Success for February 2014 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 5,190 New Listings in February 2014, down **5.34%** from last year at 5,483. Furthermore, there were 2,685 Closed Listings this month versus last year at 2,738, a **-1.94%** decrease.

Closed versus Listed trends yielded a **51.7%** ratio, up from last year's February 2014 at **49.9%**, a **3.60%** 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.

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®**

February 2014

Closed Sales as of Mar 12, 2014



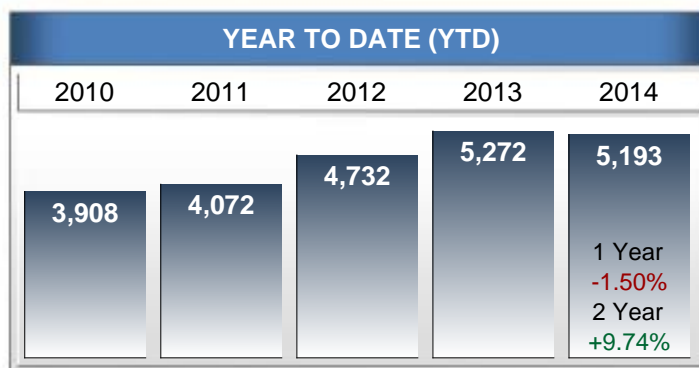
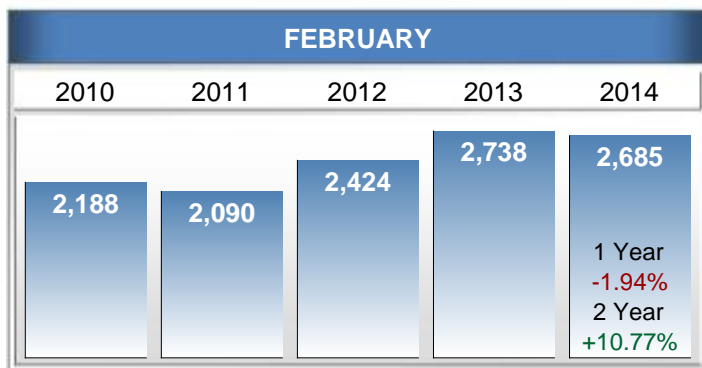
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Closed Listings

Report Produced on: Mar 12, 2014

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



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	146	5.44%	105.5	83	54	8	1	
\$25,001 - \$50,000	263	9.80%	87.4	110	134	17	2	
\$50,001 - \$100,000	583	21.71%	89.1	146	376	58	3	
\$100,001 - \$150,000	655	24.39%	73.6	97	468	87	3	
\$150,001 - \$175,000	266	9.91%	71.5	28	171	63	4	
\$175,001 - \$275,000	507	18.88%	86.0	63	237	189	18	
\$275,001 and up	265	9.87%	93.8	24	75	133	33	
Total Closed Units: 2,685				84.2	551	1515	555	64
Total Closed Volume: 406,085,723					56.66M	201.54M	123.31M	24.58M
Average Closed Price: \$151,242					\$102,830	\$133,030	\$222,179	\$384,002

Closed Listings

Ready to Buy or Sell Real Estate?
Contact an experienced REALTOR



Monthly Inventory Analysis

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

February 2014

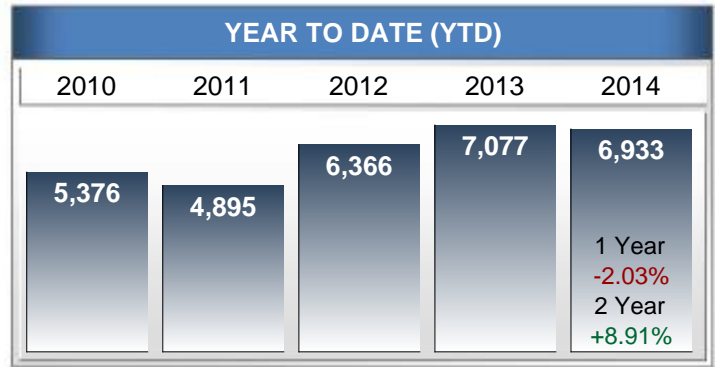
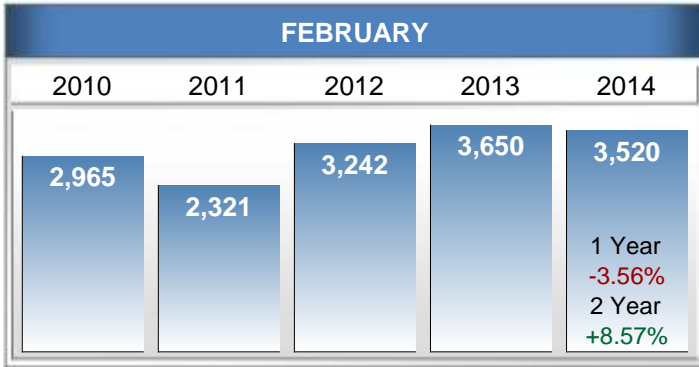
Pending Listings as of Mar 12, 2014



Pending Listings

Report Produced on: Mar 12, 2014

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



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+		
\$40,000 and less	339	9.63%	83.5	151	171	16	1		
\$40,001 - \$70,000	361	10.26%	77.6	113	220	25	3		
\$70,001 - \$110,000	592	16.82%	79.5	132	397	57	6		
\$110,001 - \$160,000	845	24.01%	67.9	129	594	114	8		
\$160,001 - \$210,000	595	16.90%	76.4	76	320	193	6		
\$210,001 - \$290,000	431	12.24%	86.3	54	177	182	18		
\$290,001 and up	357	10.14%	87.9	29	88	195	45		
Total Pending Units:				3,520	92.1	684	1967	782	87
Total Pending Volume:				573,762,474		80.42M	272.57M	185.09M	35.68M
Average Listing Price:				\$145,266		\$117,570	\$138,573	\$236,691	\$410,103



Monthly Inventory Analysis

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

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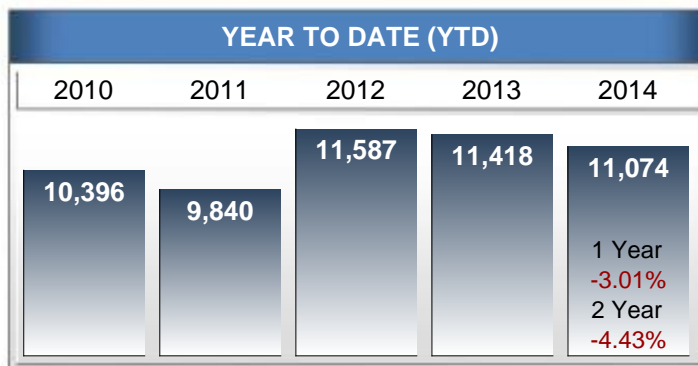
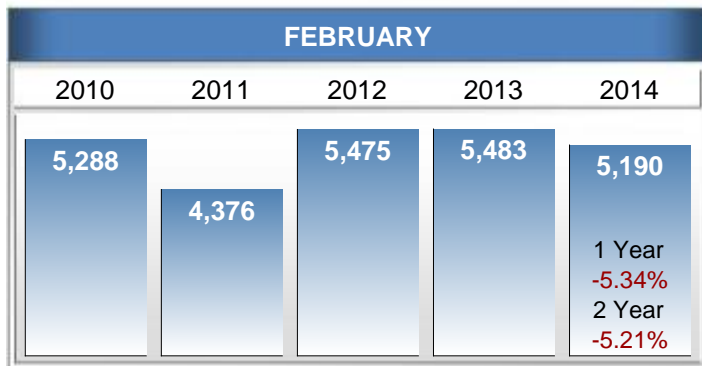
New Listings as of Mar 12, 2014



New Listings

Report Produced on: Mar 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	459	8.84%	213	210	34	2
\$50,001 - \$75,000	516	9.94%	172	305	35	4
\$75,001 - \$100,000	593	11.43%	162	372	56	3
\$100,001 - \$175,000	1,672	32.22%	230	1,146	284	12
\$175,001 - \$225,000	650	12.52%	80	346	207	17
\$225,001 - \$350,000	773	14.89%	81	294	351	47
\$350,001 and up	527	10.15%	43	126	260	98

Total New Listed Units:	5,190	981	2,799	1,227	183
Total New Listed Volume:	990,931,913	124.90M	434.16M	331.92M	99.95M
Average New Listed Listing Price:	\$177,567	\$127,318	\$155,112	\$270,514	\$546,201



Monthly Inventory Analysis

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February 2014

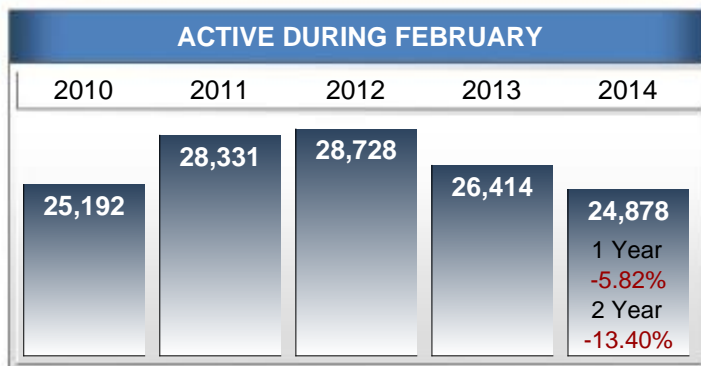
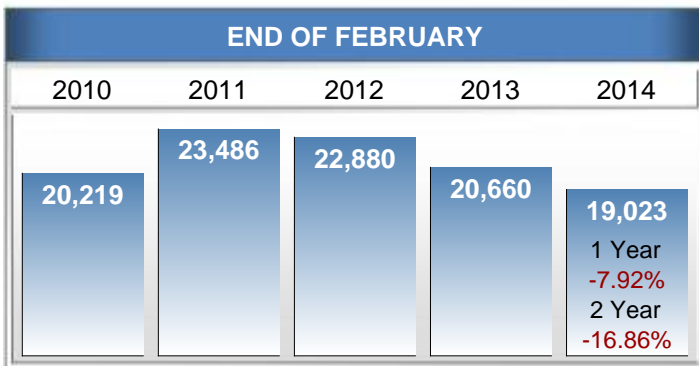
Active Inventory as of Mar 12, 2014



Active Inventory

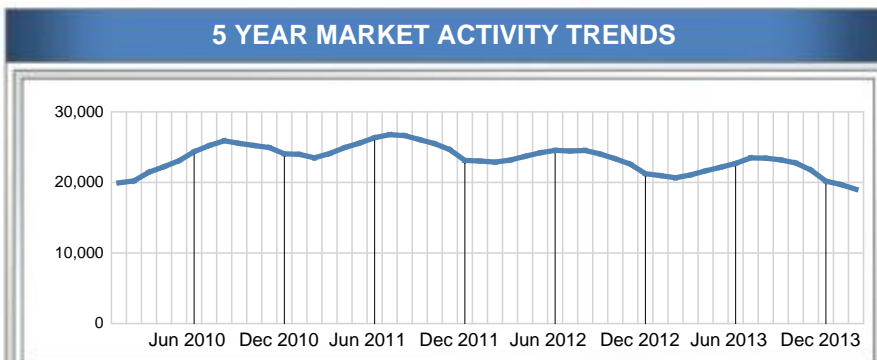
Report Produced on: Mar 12, 2014

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Active Inventory

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5yr FEB AVG = 21,254 **3 MONTHS**

High
Jul 2011 = 26,773

Low
Feb 2014 = 19,023

Inventory this month at **19,023**, below the 5 yr FEB average of **21,254**

DEC	20,185
JAN	19,696
FEB	19,023

Change from Jan: **-2.42%**
Change from Feb: **-3.42%**

INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$50,000 and less	1,835	9.65%	130.6	935	787	105	8
\$50,001 - \$75,000	2,071	10.89%	129.9	810	1,104	142	15
\$75,001 - \$100,000	2,263	11.90%	116.5	635	1,397	213	18
\$100,001 - \$175,000	5,303	27.88%	107.6	956	3,427	848	72
\$175,001 - \$250,000	3,267	17.17%	112.1	514	1,617	1,030	106
\$250,001 - \$375,000	2,305	12.12%	115.1	303	730	1,084	188
\$375,001 and up	1,979	10.40%	124.4	208	409	944	418
Total Active Inventory by Units:			116.7	4,361	9,471	4,366	825
Total Active Inventory by Volume:		3,869,939,687		617.51M	1.51B	1.29B	450.28M
Average Active Inventory Listing Price:		\$203,435		\$141,598	\$159,260	\$296,337	\$545,792



Monthly Inventory Analysis

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

February 2014

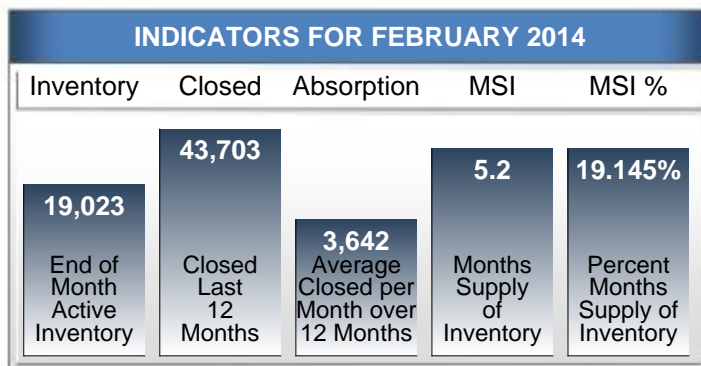
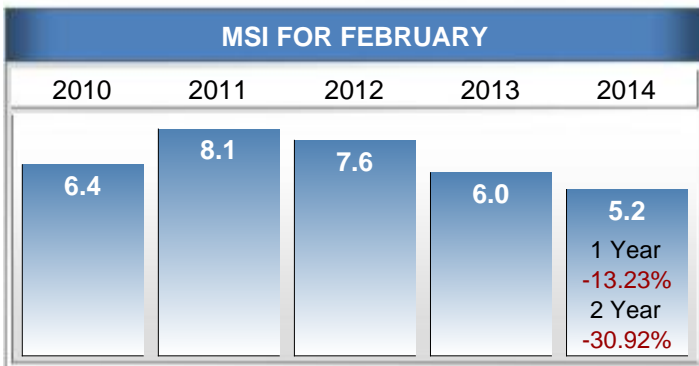
Active Inventory as of Mar 12, 2014



Months Supply of Inventory

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Months Supply
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5yr FEB AVG = 6.7 **3 MONTHS**

High
Jun 2011 = 9.7

Low
Feb 2014 = 5.2

Months Supply this month at **5.2**, below the 5 yr FEB average of **6.7**

D E C	5.5
J A N	5.4
F E B	5.2

-2.36% (Jan vs Feb)
-3.30% (Feb vs 5yr Avg)

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	1,835	9.65%	4.3	5.0	3.8	3.9	1.9
\$50,001 - \$70,000	1,694	8.91%	6.8	8.7	6.0	5.6	5.7
\$70,001 - \$110,000	3,235	17.01%	5.3	6.2	4.9	5.9	6.8
\$110,001 - \$180,000	5,065	26.63%	4.1	4.6	4.0	4.2	6.6
\$180,001 - \$250,000	2,910	15.30%	4.9	5.8	5.1	4.3	5.6
\$250,001 - \$380,000	2,365	12.43%	6.4	8.5	6.7	5.7	7.4
\$380,001 and up	1,919	10.09%	11.7	16.3	12.4	10.4	12.7
MSI:			5.2	6.0	4.7	5.4	8.4
Total Active Inventory:			19,023	4,361	9,471	4,366	825



Monthly Inventory Analysis

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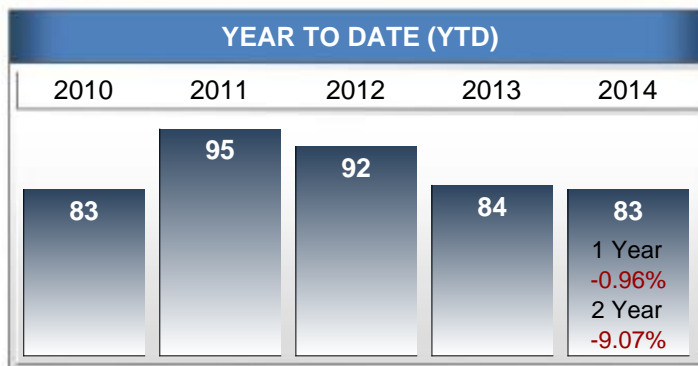
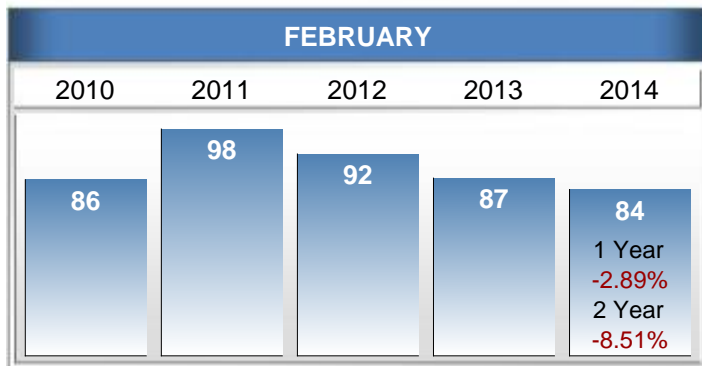
Closed Sales as of Mar 12, 2014



Average Days on Market to Sale

Report Produced on: Mar 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	146	5.44%	105.5	122.2	78.4	120.8	55.0
\$25,001 \$50,000	263	9.80%	87.4	112.2	68.7	85.1	6.5
\$50,001 \$100,000	583	21.71%	89.1	96.9	85.7	87.5	160.3
\$100,001 \$150,000	655	24.39%	73.6	87.9	69.8	78.8	66.3
\$150,001 \$175,000	266	9.91%	71.5	103.5	66.0	72.8	65.0
\$175,001 \$275,000	507	18.88%	86.0	114.2	76.5	86.5	108.1
\$275,001 and up	265	9.87%	93.8	115.0	83.1	94.0	101.8
Average Closed DOM: 84.2				105.3	75.2	86.1	98.7
Total Closed Units: 2,685				551	1515	555	64
Total Closed Volume: 406,085,723				56.66M	201.54M	123.31M	24.58M



Monthly Inventory Analysis

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February 2014

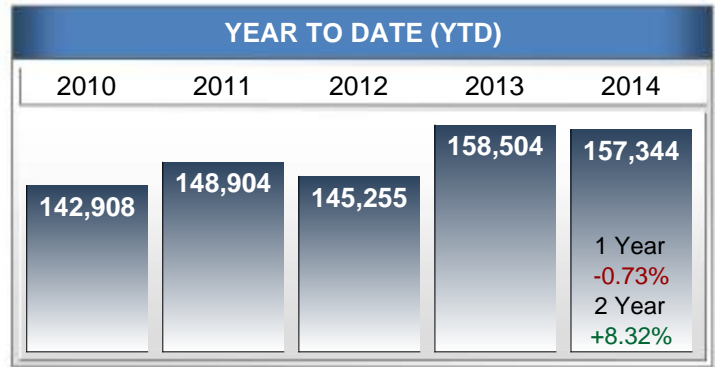
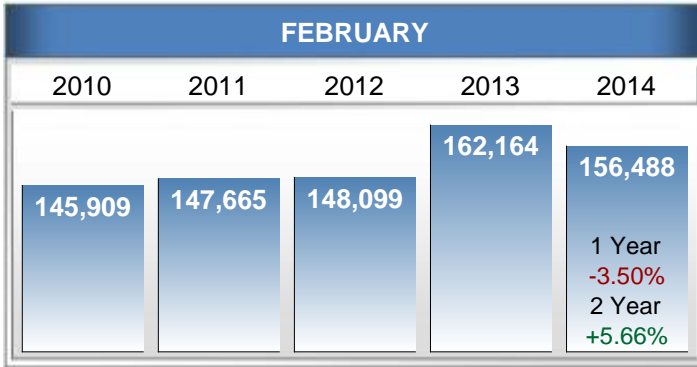
Closed Sales as of Mar 12, 2014



Average List Price at Closing

Report Produced on: Mar 12, 2014

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



Average List Price

Ready to Buy or Sell Real Estate?
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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	127	4.73%	17,792	20,133	19,785	23,075	19,900
\$25,001 \$50,000	255	9.50%	38,353	39,904	41,150	41,247	54,700
\$50,001 \$100,000	576	21.45%	79,109	80,605	82,144	81,700	97,900
\$100,001 \$150,000	641	23.87%	128,098	132,099	130,470	136,211	141,743
\$150,001 \$175,000	276	10.28%	163,548	167,948	165,834	169,082	169,200
\$175,001 \$275,000	530	19.74%	217,704	219,205	219,849	225,702	240,074
\$275,001 and up	280	10.43%	428,325	445,442	377,297	422,641	611,983
Average List Price: \$156,488				\$108,613	\$136,824	\$228,821	\$406,903
Total Closed Units: 2,685				551	1515	555	64
Total List Volume: 420,170,891				59.85M	207.29M	127.00M	26.04M



Monthly Inventory Analysis

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

February 2014

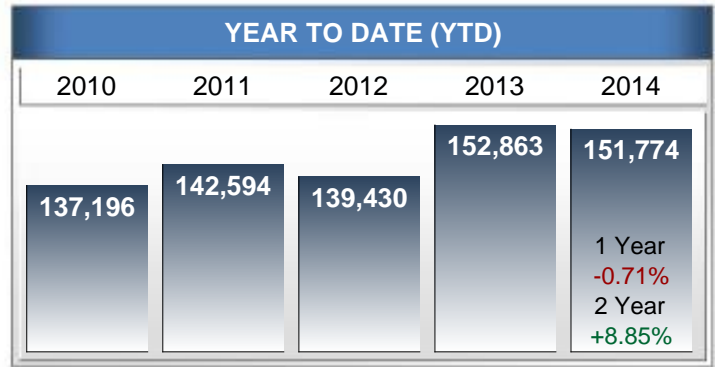
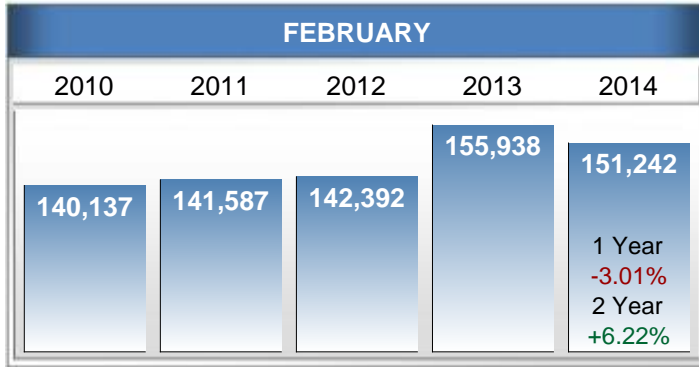
Closed Sales as of Mar 12, 2014



Average Sold Price at Closing

Report Produced on: Mar 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	146	5.44%	16,935	17,073	16,870	16,931	9,000	
\$25,001 \$50,000	263	9.80%	37,255	36,592	37,873	36,502	38,750	
\$50,001 \$100,000	583	21.71%	78,328	76,082	79,119	78,411	86,967	
\$100,001 \$150,000	655	24.39%	127,650	127,668	126,994	130,769	138,967	
\$150,001 \$175,000	266	9.91%	163,067	163,968	162,421	164,486	162,050	
\$175,001 \$275,000	507	18.88%	217,409	211,477	214,821	221,244	231,958	
\$275,001 and up	265	9.87%	418,630	408,805	369,154	409,404	575,406	
Average Closed Price:				\$151,242	\$102,830	\$133,030	\$222,179	\$384,002
Total Closed Units:				2,685	551	1515	555	64
Total Closed Volume:				406,085,723	56.66M	201.54M	123.31M	24.58M



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Closed Sales as of Mar 12, 2014



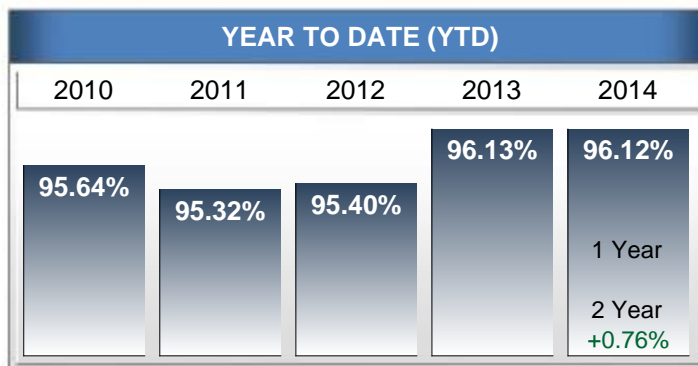
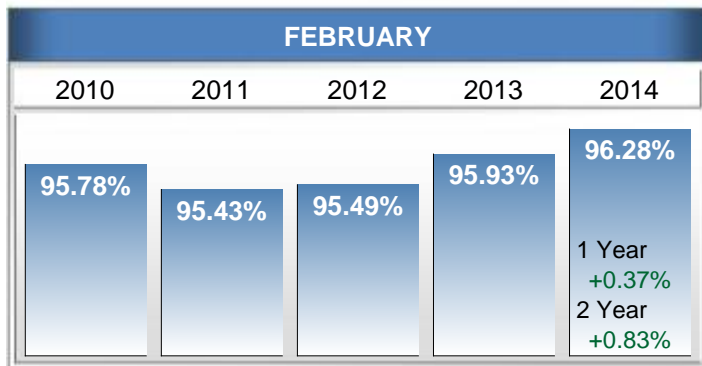
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Average Percent of List Price to Selling Price

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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	146	5.44%	86.19%	86.39%	87.54%	80.02%	45.23%
\$25,001 \$50,000	263	9.80%	93.07%	93.22%	93.44%	91.95%	69.38%
\$50,001 \$100,000	583	21.71%	96.38%	94.74%	97.10%	96.26%	88.86%
\$100,001 \$150,000	655	24.39%	97.25%	96.81%	97.52%	96.30%	98.30%
\$150,001 \$175,000	266	9.91%	97.92%	97.79%	98.19%	97.36%	95.82%
\$175,001 \$275,000	507	18.88%	97.97%	96.80%	98.23%	98.13%	96.92%
\$275,001 and up	265	9.87%	97.56%	96.29%	98.48%	97.57%	96.39%
Average List/Sell Ratio: 96.30%				94.00%	96.93%	96.98%	94.60%
Total Closed Units: 2,685				551	1515	555	64
Total Closed Volume: 406,085,723				56.66M	201.54M	123.31M	24.58M



Monthly Inventory Analysis

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February 2014

Inventory as of Mar 12, 2014



Market Summary

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Absorption: Last 12 months, an Average of **3,642** Sales/Month

Active Inventory as of February 28, 2014 = **19,023**

	FEBRUARY			Year To Date		
	2013	2014	+/- %	2013	2014	+/- %
Closed Sales	2,738	2,685	-1.94%	5,272	5,193	-1.50%
Pending Sales	3,650	3,520	-3.56%	7,077	6,933	-2.03%
New Listings	5,483	5,190	-5.34%	11,418	11,074	-3.01%
Average List Price	162,164	156,488	-3.50%	158,504	157,344	-0.73%
Average Sale Price	155,938	151,242	-3.01%	152,863	151,774	-0.71%
Average Percent of List Price to Selling Price	95.93%	96.28%	0.37%	96.13%	96.12%	-0.00%
Average Days on Market to Sale	86.70	84.19	-2.89%	84.28	83.47	-0.96%
Monthly Inventory	20,675	19,023	-7.99%	20,675	19,023	-7.99%
Months Supply of Inventory	5.98	5.22	-12.62%	5.98	5.22	-12.62%

