



# June 2016

Area Delimited by Counties Of Creek,  
Okmulgee, Osage, Pawnee, Rogers, Tulsa,  
Wagoner

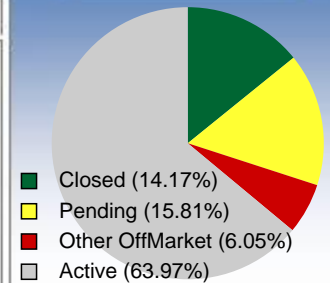


**Absorption:** Last 12 months, an Average of **1,152** Sales/Month

**Active Inventory** as of June 30, 2016 = **5,881**

|  | JUNE    |         |        |
|--|---------|---------|--------|
|  | 2015    | 2016    | +/- %  |
| Closed Listings                                | 1,341   | 1,303   | -2.83% |
| Pending Listings                               | 1,353   | 1,454   | 7.46%  |
| New Listings                                   | 2,154   | 2,301   | 6.82%  |
| Average List Price                             | 201,926 | 186,746 | -7.52% |
| Average Sale Price                             | 195,532 | 182,706 | -6.56% |
| Average Percent of List Price to Selling Price | 97.89%  | 98.18%  | 0.29%  |
| Average Days on Market to Sale                 | 43.71   | 39.89   | -8.74% |
| End of Month Inventory                         | 5,629   | 5,881   | 4.48%  |
| Months Supply of Inventory                     | 4.95    | 5.10    | 3.09%  |

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Jul 12, 2016

Data from the **Greater Tulsa Association of REALTORS®**

## Analysis Wrap-Up

### Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of June 2016 rose **4.48%** to 5,881 existing homes available for sale. Over the last 12 months this area has had an average of 1,152 closed sales per month. This represents an unsold inventory index of **5.10** MSI for this period.

### Average Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **6.56%** in June 2016 to \$182,706 versus the previous year at \$195,532.

### Average Days on Market Shortens

The average number of **39.89** days that homes spent on the market before selling decreased by 3.82 days or **8.74%** in June 2016 compared to last year's same month at **43.71** DOM.

### Sales Success for June 2016 is Positive

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

There were 2,301 New Listings in June 2016, up **6.82%** from last year at 2,154. Furthermore, there were 1,303 Closed Listings this month versus last year at 1,341, a **-2.83%** decrease.

Closed versus Listed trends yielded a **56.6%** ratio, down from previous year's, June 2015, at **62.3%**, a **9.04%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the following months to come.

## What's in this Issue

|   |           |
|---|-----------|
| <b>Closed Listings</b>                                | <b>1</b>  |
| <b>Pending Listings</b>                               | <b>2</b>  |
| <b>New Listings</b>                                   | <b>3</b>  |
| <b>Inventory</b>                                      | <b>4</b>  |
| <b>Months Supply of Inventory</b>                     | <b>5</b>  |
| <b>Average Days on Market to Sale</b>                 | <b>6</b>  |
| <b>Average List Price at Closing</b>                  | <b>7</b>  |
| <b>Average Sale Price at Closing</b>                  | <b>8</b>  |
| <b>Average Percent of List Price to Selling Price</b> | <b>9</b>  |
| <b>Market Summary</b>                                 | <b>10</b> |

## 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?

Contact an experienced REALTOR®

**Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.**



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2016

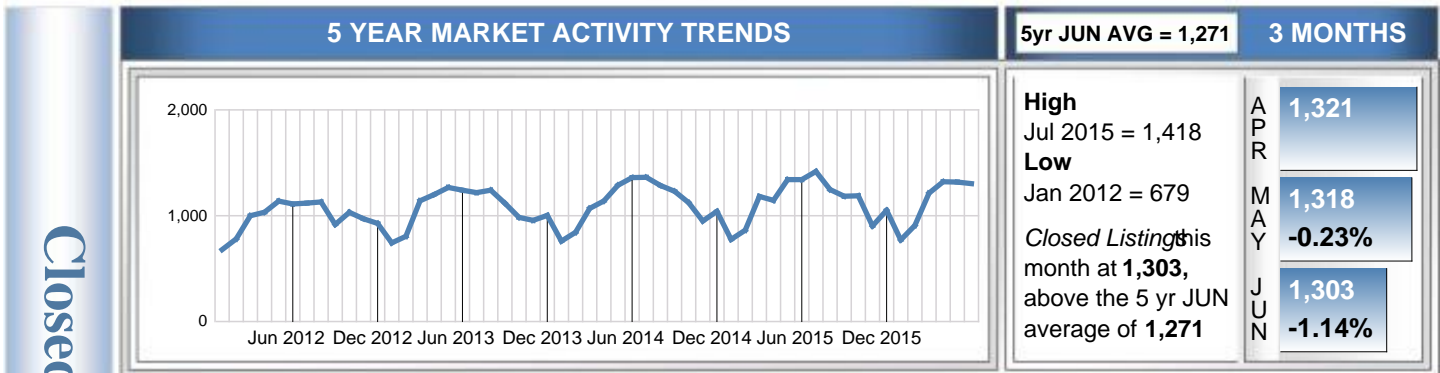
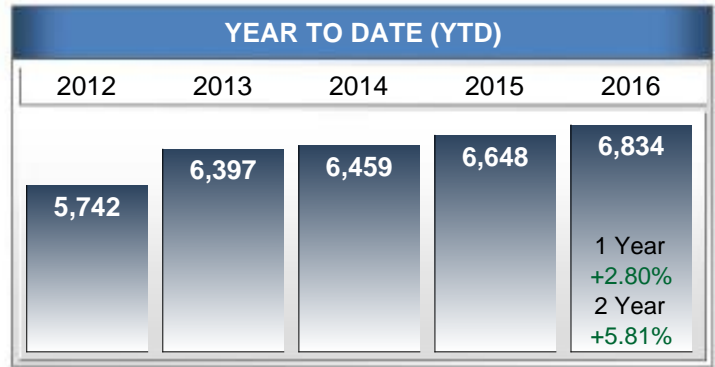
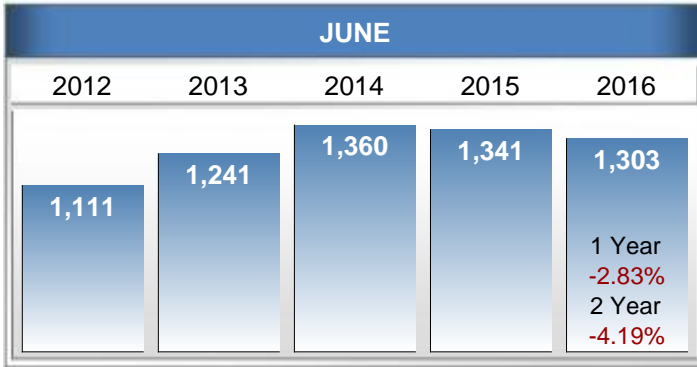
Closed Sales as of Jul 12, 2016



### Closed Listings

Report Produced on: Jul 12, 2016

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



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                              | 107 | 8.21%  | 48.8  | 58      | 41       | 7         | 1         |           |
| \$50,001 - \$75,000                            | 87  | 6.68%  | 59.7  | 33      | 45       | 7         | 2         |           |
| \$75,001 - \$125,000                           | 264 | 20.26% | 40.0  | 41      | 194      | 27        | 2         |           |
| \$125,001 - \$175,000                          | 339 | 26.02% | 32.2  | 22      | 262      | 53        | 2         |           |
| \$175,001 - \$225,000                          | 181 | 13.89% | 30.5  | 10      | 97       | 72        | 2         |           |
| \$225,001 - \$325,000                          | 188 | 14.43% | 41.7  | 7       | 70       | 92        | 19        |           |
| \$325,001 and up                               | 137 | 10.51% | 49.1  | 3       | 27       | 87        | 20        |           |
| Total Closed Units: 1,303                      |     |        |       | 39.9    | 174      | 736       | 345       | 48        |
| Total Closed Volume: 238,065,636               |     |        |       |         | 16.21M   | 113.55M   | 90.45M    | 17.86M    |
| Average Closed Price: \$182,706                |     |        |       |         | \$93,156 | \$154,273 | \$262,169 | \$372,149 |



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2016

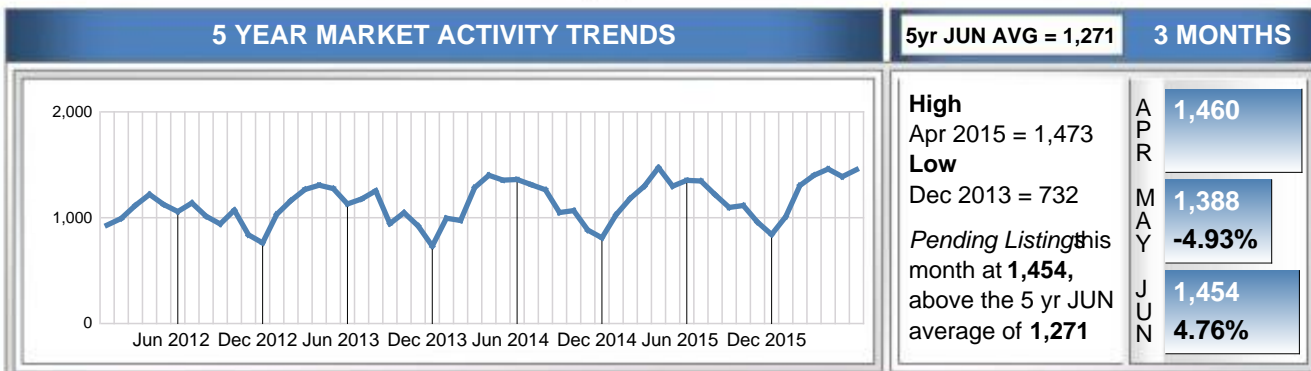
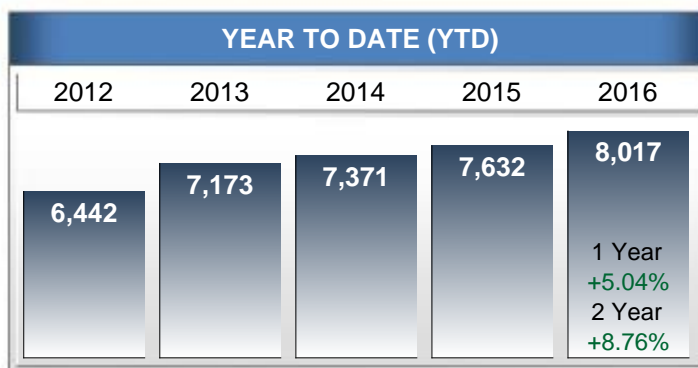
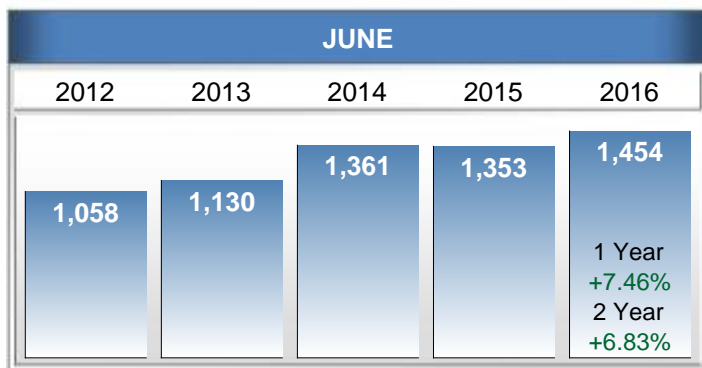
Pending Listings as of Jul 12, 2016



### Pending Listings

Report Produced on: Jul 12, 2016

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



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                               | 133 | 9.15%  | 51.1  | 76      | 48        | 9         | 0         |           |
| \$50,001 - \$75,000                             | 112 | 7.70%  | 53.3  | 40      | 63        | 9         | 0         |           |
| \$75,001 - \$125,000                            | 283 | 19.46% | 35.3  | 45      | 205       | 32        | 1         |           |
| \$125,001 - \$175,000                           | 357 | 24.55% | 34.5  | 23      | 261       | 68        | 5         |           |
| \$175,001 - \$225,000                           | 210 | 14.44% | 36.6  | 13      | 96        | 95        | 6         |           |
| \$225,001 - \$325,000                           | 200 | 13.76% | 49.9  | 10      | 71        | 105       | 14        |           |
| \$325,001 and up                                | 159 | 10.94% | 50.4  | 8       | 24        | 94        | 33        |           |
| Total Pending Units: 1,454                      |     |        |       | 52.0    | 215       | 768       | 412       | 59        |
| Total Pending Volume: 273,631,356               |     |        |       |         | 23.66M    | 116.46M   | 105.45M   | 28.07M    |
| Average Listing Price: \$170,304                |     |        |       |         | \$110,040 | \$151,640 | \$255,939 | \$475,705 |



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2016

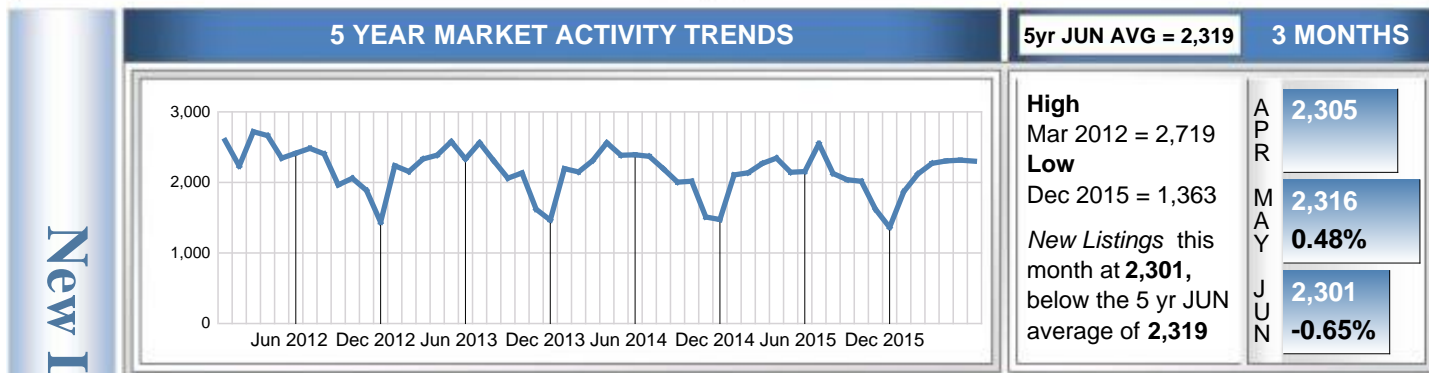
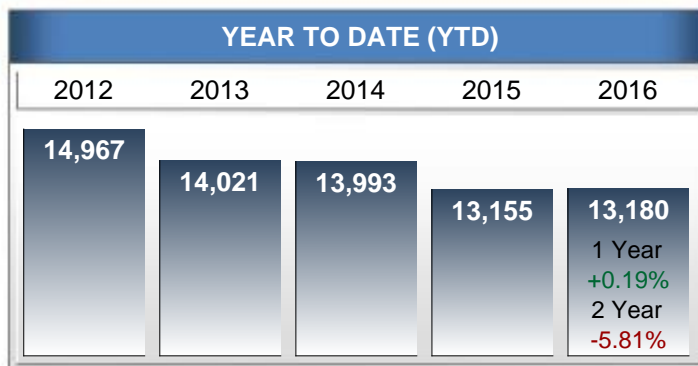
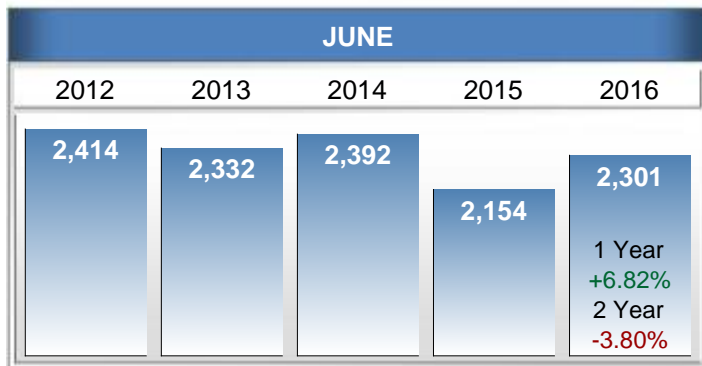
New Listings as of Jul 12, 2016



### New Listings

Report Produced on: Jul 12, 2016

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



New Listings

Ready to Buy or Sell Real Estate?  
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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                           | 222 | 9.65%  | 158       | 54        | 9         | 1         |
| \$50,001 - \$75,000                         | 163 | 7.08%  | 82        | 75        | 6         | 0         |
| \$75,001 - \$125,000                        | 376 | 16.34% | 84        | 249       | 41        | 2         |
| \$125,001 - \$200,000                       | 656 | 28.51% | 68        | 419       | 159       | 10        |
| \$200,001 - \$275,000                       | 347 | 15.08% | 33        | 146       | 147       | 21        |
| \$275,001 - \$400,000                       | 301 | 13.08% | 24        | 61        | 177       | 39        |
| \$400,001 and up                            | 236 | 10.26% | 25        | 36        | 119       | 56        |
| Total New Listed Units:                     |     |        | 474       | 1040      | 658       | 129       |
| Total New Listed Volume:                    |     |        | 74.14M    | 173.07M   | 205.71M   | 68.57M    |
| Average New Listed Listing Price:           |     |        | \$156,421 | \$166,411 | \$312,635 | \$531,529 |





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2016

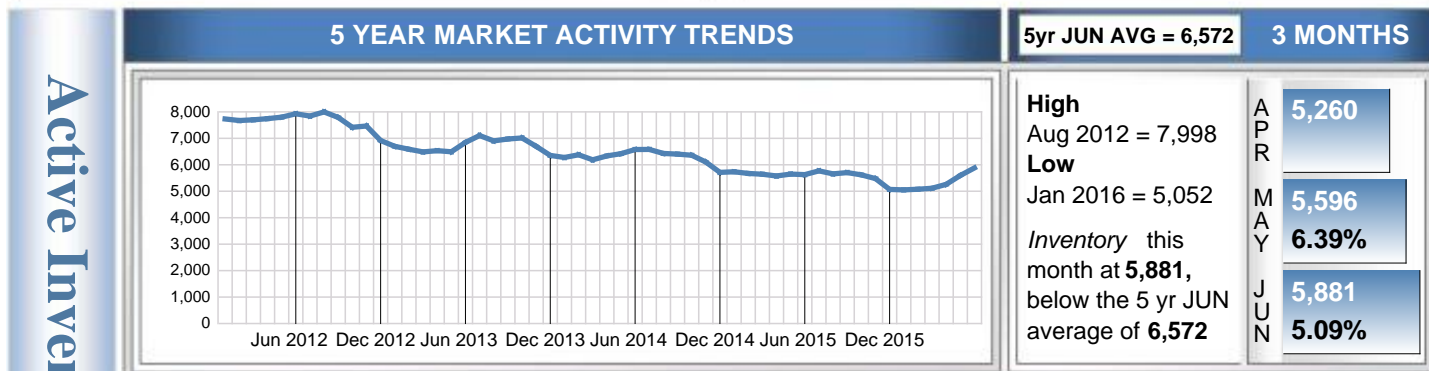
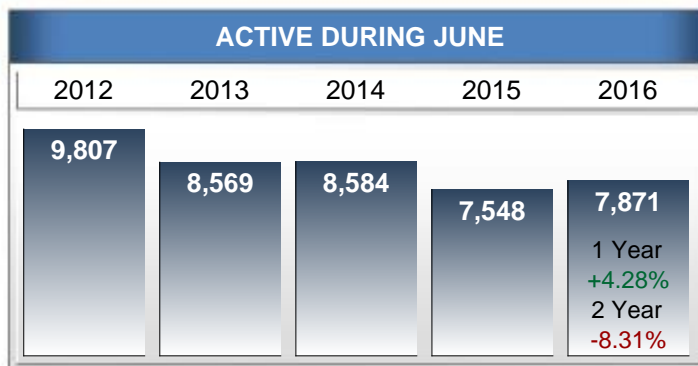
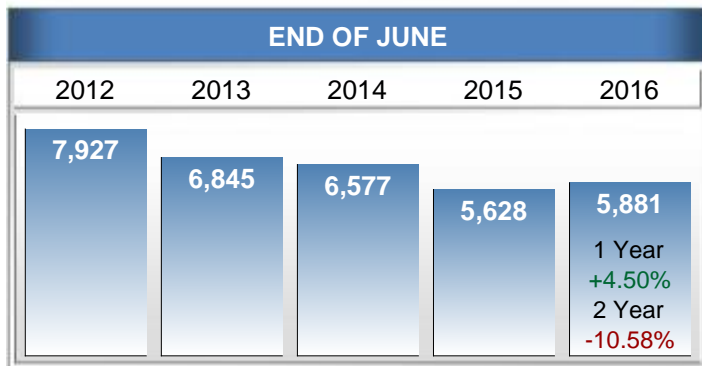
Active Inventory as of Jul 12, 2016



### Active Inventory

Report Produced on: Jul 12, 2016

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Active Inventory

Ready to Buy or Sell Real Estate?  
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#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range |       | %      | AVDOM | ≤2 Beds       | 3 Beds | 4 Beds    | 5 Beds+   |           |           |
|--|-------|--------|-------|---------------|--------|-----------|-----------|-----------|-----------|
| \$25,000 and less                        | 398   | 6.77%  | 88.4  | 360           | 20     | 17        | 1         |           |           |
| \$25,001 \$50,000                        | 581   | 9.88%  | 84.3  | 472           | 95     | 14        | 0         |           |           |
| \$50,001 \$125,000                       | 1,216 | 20.68% | 67.6  | 468           | 644    | 93        | 11        |           |           |
| \$125,001 \$225,000                      | 1,388 | 23.60% | 56.6  | 235           | 742    | 380       | 31        |           |           |
| \$225,001 \$325,000                      | 935   | 15.90% | 67.6  | 87            | 281    | 483       | 84        |           |           |
| \$325,001 \$525,000                      | 757   | 12.87% | 68.7  | 89            | 129    | 410       | 129       |           |           |
| \$525,001 and up                         | 606   | 10.30% | 77.5  | 125           | 52     | 240       | 189       |           |           |
| Total Active Inventory by Units:         |       |        |       | 5,881         | 69.2   | 1,836     | 1,963     | 1,637     | 445       |
| Total Active Inventory by Volume:        |       |        |       | 1,558,127,248 |        | 344.58M   | 352.28M   | 573.38M   | 287.89M   |
| Average Active Inventory Listing Price:  |       |        |       | \$264,943     |        | \$187,677 | \$179,460 | \$350,264 | \$646,942 |



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2016

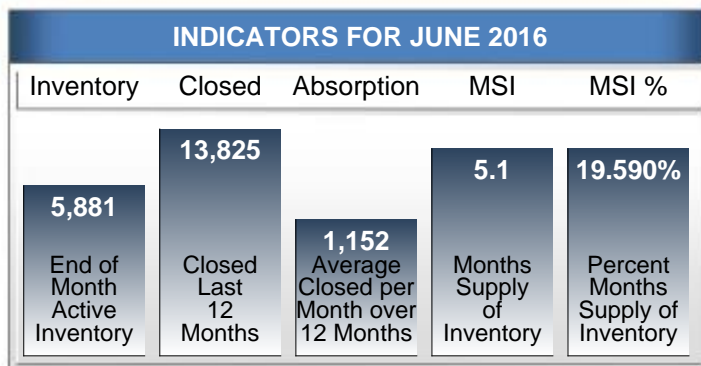
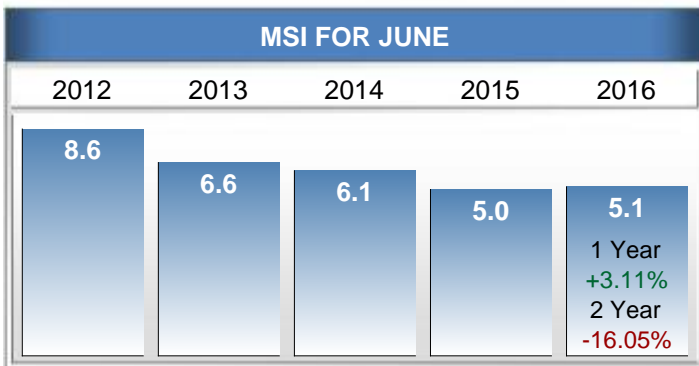
Active Inventory as of Jul 12, 2016



### Months Supply of Inventory

Report Produced on: Jul 12, 2016

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



Months Supply  
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| 5yr JUN AVG = 6.3  | 3 MONTHS              |
|--|-----------------------|
| <b>High</b><br>Jan 2012 = 9.1  | <b>A</b> 4.5          |
| <b>Low</b><br>Jan 2016 = 4.4   | <b>P</b>              |
| <i>Months Supply</i> this month at <b>5.1</b> , below the 5 yr JUN average of <b>6.3</b> | <b>M</b> 4.8          |
|  | <b>A</b> <b>6.56%</b> |
|  | <b>J</b> 5.1          |
|  | <b>U</b> <b>5.38%</b> |

#### MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Active Inventory by Price Range and MSI |       | %      | MSI   | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ |
|---|-------|--------|-------|---------|--------|--------|---------|
| \$25,000 and less                                       | 398   | 6.77%  | 9.1   | 13.0    | 1.5    | 7.8    | 6.0     |
| \$25,001 \$50,000                                       | 581   | 9.88%  | 7.0   | 12.3    | 2.5    | 2.4    | 0.0     |
| \$50,001 \$125,000                                      | 1,216 | 20.68% | 3.7   | 6.6     | 2.8    | 3.0    | 5.1     |
| \$125,001 \$225,000                                     | 1,388 | 23.60% | 3.2   | 9.0     | 2.6    | 3.3    | 4.0     |
| \$225,001 \$325,000                                     | 935   | 15.90% | 6.2   | 14.1    | 5.2    | 6.3    | 6.3     |
| \$325,001 \$525,000                                     | 757   | 12.87% | 9.8   | 31.4    | 8.6    | 8.7    | 10.4    |
| \$525,001 and up  | 606   | 10.30% | 21.5  | 83.3    | 13.0   | 17.3   | 21.2    |
| MSI:  |       |        | 5.1   | 10.6    | 3.0    | 5.6    | 9.9     |
| Total Active Inventory:                                 |       |        | 5,881 | 1,836   | 1,963  | 1,637  | 445     |



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2016

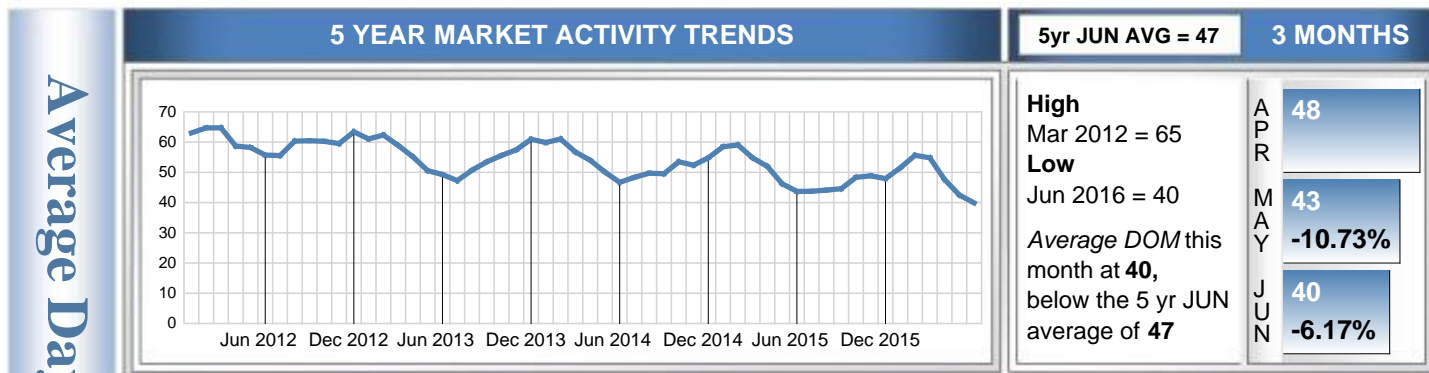
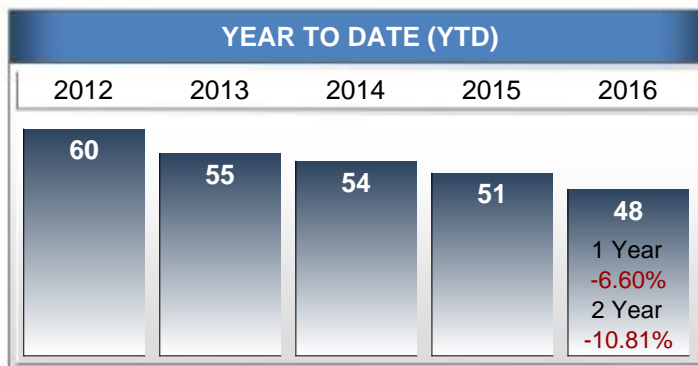
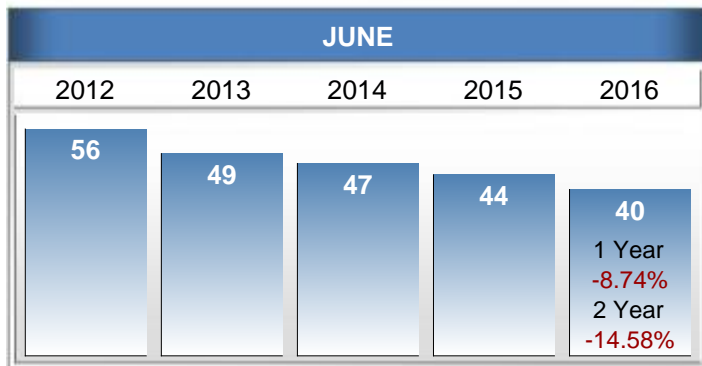
Closed Sales as of Jul 12, 2016



### Average Days on Market to Sale

Report Produced on: Jul 12, 2016

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



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   | 107 | 8.21%  | 48.8  | 51.0    | 41.1    | 60.3   | 153.0   |
| \$50,001 - \$75,000   | 87  | 6.68%  | 59.7  | 69.3    | 52.1    | 67.6   | 45.0    |
| \$75,001 - \$125,000  | 264 | 20.26% | 40.0  | 46.5    | 38.5    | 42.3   | 25.0    |
| \$125,001 - \$175,000   | 339 | 26.02% | 32.2  | 35.8    | 30.1    | 41.8   | 4.0     |
| \$175,001 - \$225,000   | 181 | 13.89% | 30.5  | 13.0    | 32.4    | 30.7   | 19.0    |
| \$225,001 - \$325,000   | 188 | 14.43% | 41.7  | 37.7    | 30.5    | 49.0   | 49.3    |
| \$325,001 and up  | 137 | 10.51% | 49.1  | 73.3    | 34.1    | 50.6   | 59.6    |
| Average Closed DOM: 39.9                                      |     |        |       | 49.1    | 34.8    | 44.5   | 51.4    |
| Total Closed Units: 1,303                                     |     |        |       | 174     | 736     | 345    | 48      |
| Total Closed Volume: 238,065,636                              |     |        |       | 16.21M  | 113.55M | 90.45M | 17.86M  |



# Monthly Inventory Analysis

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## June 2016

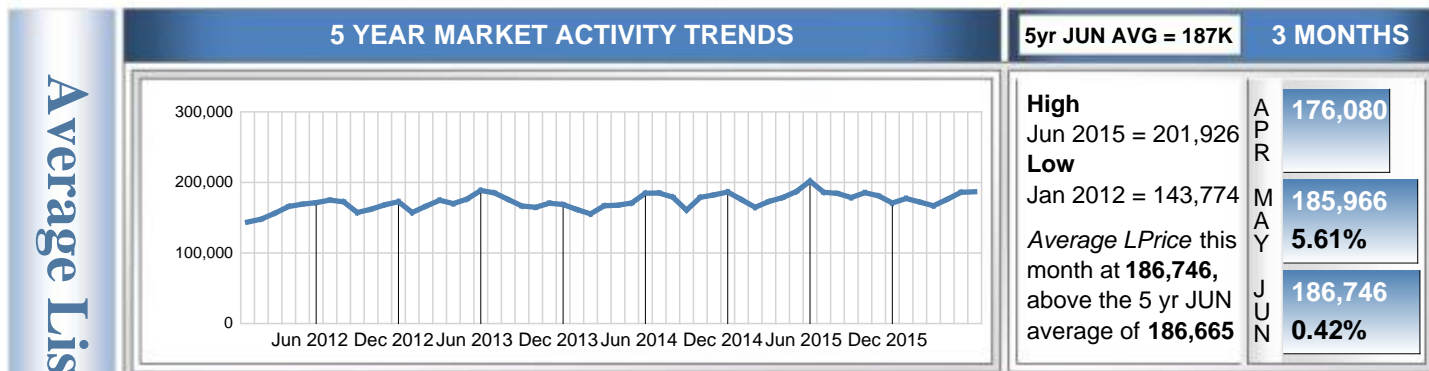
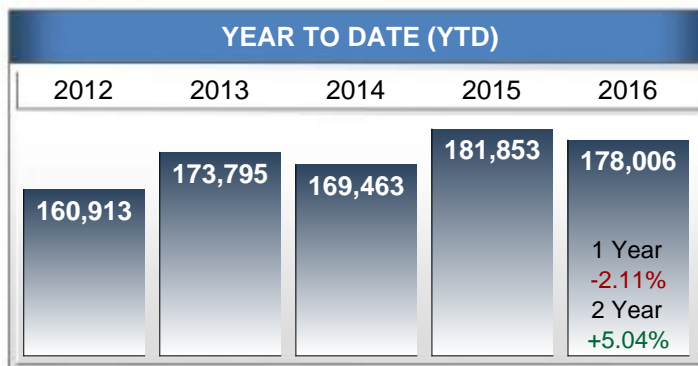
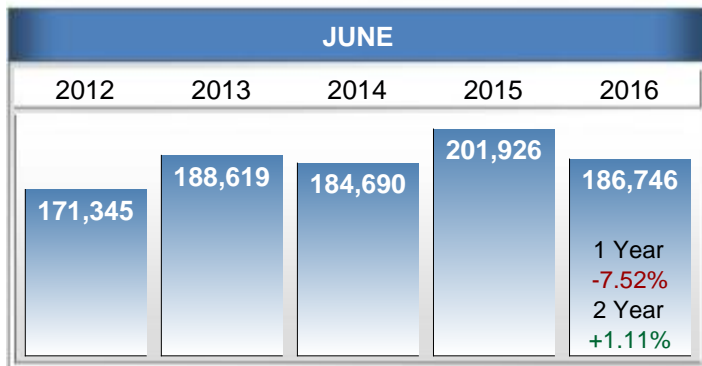
Closed Sales as of Jul 12, 2016



### Average List Price at Closing

Report Produced on: Jul 12, 2016

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



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  | 100         | 7.67%  | 32,871  | 31,802   | 38,418    | 37,457    | 39,900    |
| \$50,001 \$75,000  | 86          | 6.60%  | 64,513  | 66,573   | 65,190    | 71,757    | 73,390    |
| \$75,001 \$125,000   | 264         | 20.26% | 103,156 | 97,876   | 106,177   | 107,867   | 102,450   |
| \$125,001 \$175,000  | 325         | 24.94% | 151,211 | 155,805  | 152,608   | 157,903   | 152,445   |
| \$175,001 \$225,000  | 194         | 14.89% | 198,811 | 216,080  | 200,768   | 202,839   | 192,500   |
| \$225,001 \$325,000  | 190         | 14.58% | 266,292 | 263,214  | 269,211   | 269,260   | 281,963   |
| \$325,001 and up   | 144         | 11.05% | 478,842 | 533,000  | 453,718   | 469,526   | 593,812   |
| Average List Price:  | \$186,746   |        |         | \$98,186 | \$157,147 | \$267,452 | \$381,563 |
| Total Closed Units:  | 1,303       |        |         | 174      | 736       | 345       | 48        |
| Total List Volume:   | 243,330,313 |        |         | 17.08M   | 115.66M   | 92.27M    | 18.32M    |





# Monthly Inventory Analysis

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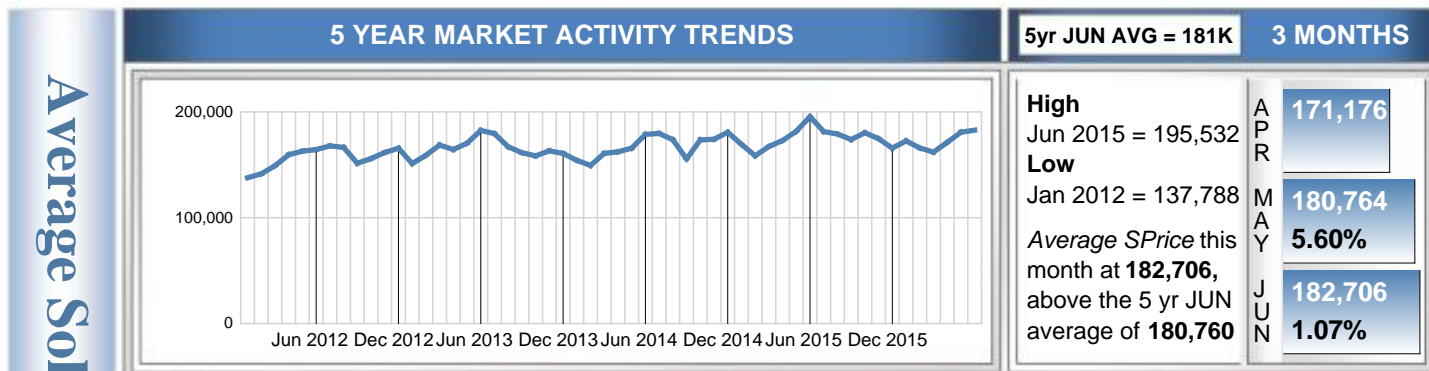
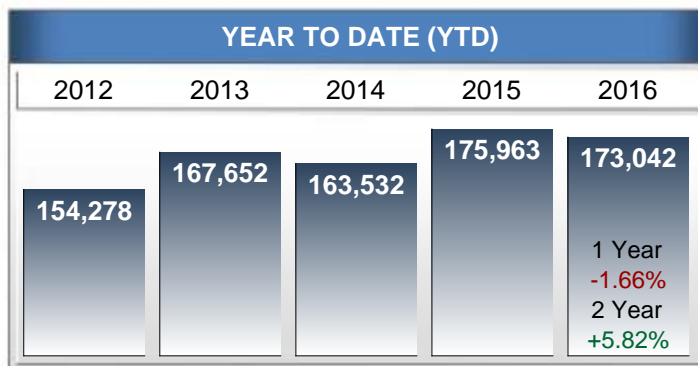
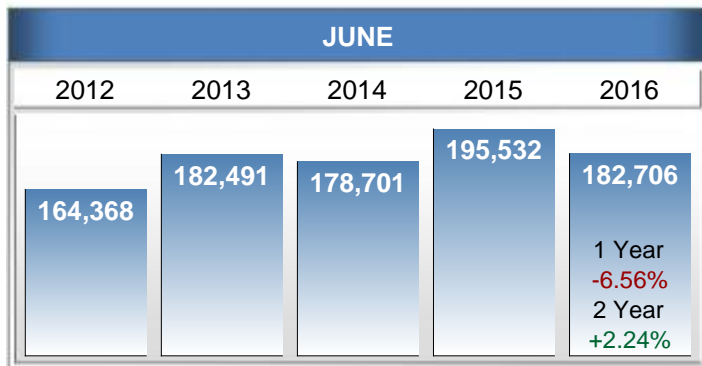
Closed Sales as of Jul 12, 2016



### Average Sold Price at Closing

Report Produced on: Jul 12, 2016

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



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  | 107 | 8.21%  | 32,047  | 29,006      | 36,084   | 33,156    | 35,100    |           |
| \$50,001 - \$75,000  | 87  | 6.68%  | 63,505  | 62,928      | 63,281   | 65,629    | 70,635    |           |
| \$75,001 - \$125,000   | 264 | 20.26% | 102,533 | 95,447      | 103,825  | 104,054   | 101,875   |           |
| \$125,001 - \$175,000  | 339 | 26.02% | 151,527 | 147,594     | 150,703  | 157,442   | 146,000   |           |
| \$175,001 - \$225,000  | 181 | 13.89% | 199,263 | 203,580     | 198,429  | 200,004   | 191,450   |           |
| \$225,001 - \$325,000  | 188 | 14.43% | 265,156 | 258,429     | 264,154  | 264,453   | 274,734   |           |
| \$325,001 and up   | 137 | 10.51% | 472,697 | 481,667     | 439,013  | 458,309   | 579,409   |           |
| Average Closed Price:  |     |        |         | \$182,706   | \$93,156 | \$154,273 | \$262,169 | \$372,149 |
| Total Closed Units:  |     |        |         | 1,303       | 174      | 736       | 345       | 48        |
| Total Closed Volume:   |     |        |         | 238,065,636 | 16.21M   | 113.55M   | 90.45M    | 17.86M    |



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2016

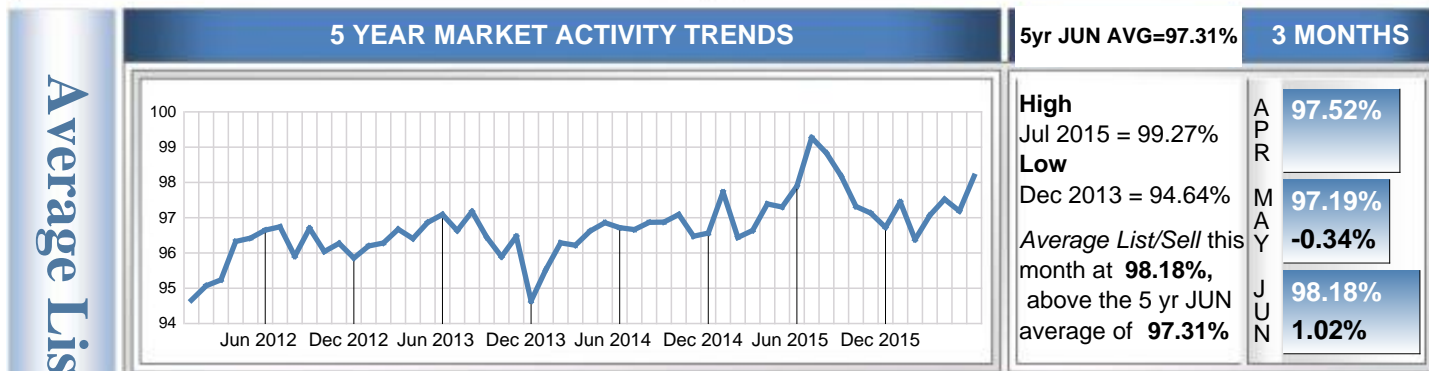
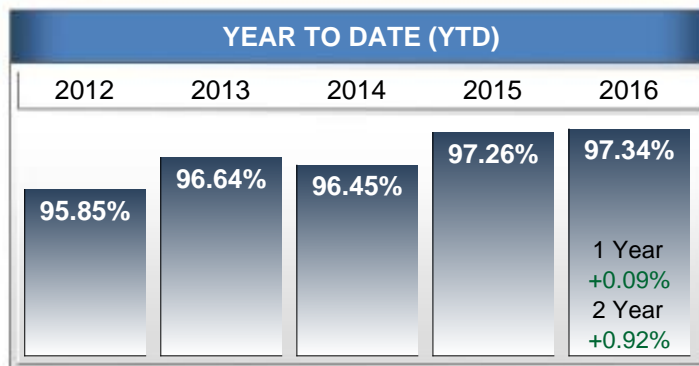
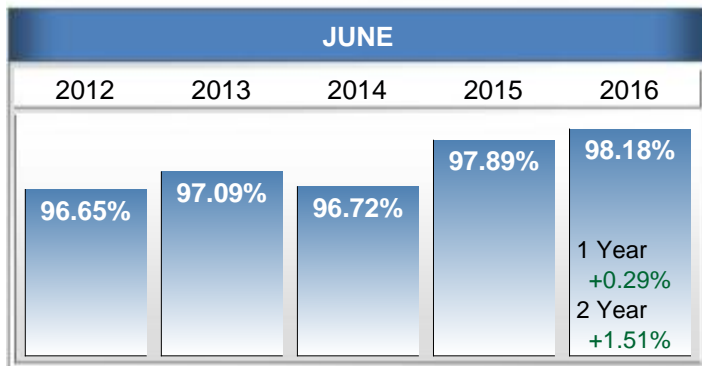
Closed Sales as of Jul 12, 2016



### Average Percent of List Price to Selling Price

Report Produced on: Jul 12, 2016

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



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                            | 107 | 8.21%  | 98.06% | 95.92%  | 102.74% | 89.81%  | 87.97%  |
| \$50,001-\$75,000                            | 87  | 6.68%  | 96.22% | 94.87%  | 97.81%  | 92.33%  | 96.38%  |
| \$75,001-\$125,000                           | 264 | 20.26% | 97.98% | 97.85%  | 98.13%  | 96.92%  | 99.93%  |
| \$125,001-\$175,000                          | 339 | 26.02% | 98.87% | 95.76%  | 98.90%  | 100.08% | 96.68%  |
| \$175,001-\$225,000                          | 181 | 13.89% | 98.59% | 94.31%  | 98.89%  | 98.75%  | 99.43%  |
| \$225,001-\$325,000                          | 188 | 14.43% | 98.19% | 98.12%  | 98.24%  | 98.25%  | 97.71%  |
| \$325,001 and up                             | 137 | 10.51% | 97.62% | 91.16%  | 96.77%  | 97.95%  | 98.29%  |
| Average List/Sell Ratio: 98.20%              |     |        |        | 96.07%  | 98.70%  | 98.17%  | 97.81%  |
| Total Closed Units: 1,303                    |     |        |        | 174     | 736     | 345     | 48      |
| Total Closed Volume: 238,065,636             |     |        |        | 16.21M  | 113.55M | 90.45M  | 17.86M  |



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2016

Inventory as of Jul 12, 2016



### Market Summary

Report Produced on: Jul 12, 2016

Area Delimited by Counties Of Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, Wagoner



**Absorption:** Last 12 months, an Average of 1,152 Sales/Month

**Active Inventory** as of June 30, 2016 = 5,881

|  | JUNE    |         |        | Year To Date |         |        |
|--|---------|---------|--------|--------------|---------|--------|
|  | 2015    | 2016    | +/- %  | 2015         | 2016    | +/- %  |
| Closed Sales                                   | 1,341   | 1,303   | -2.83% | 6,648        | 6,834   | 2.80%  |
| Pending Sales                                  | 1,353   | 1,454   | 7.46%  | 7,632        | 8,017   | 5.04%  |
| New Listings                                   | 2,154   | 2,301   | 6.82%  | 13,155       | 13,180  | 0.19%  |
| Average List Price                             | 201,926 | 186,746 | -7.52% | 181,853      | 178,006 | -2.11% |
| Average Sale Price                             | 195,532 | 182,706 | -6.56% | 175,963      | 173,042 | -1.66% |
| Average Percent of List Price to Selling Price | 97.89%  | 98.18%  | 0.29%  | 97.26%       | 97.34%  | 0.09%  |
| Average Days on Market to Sale                 | 43.71   | 39.89   | -8.74% | 51.33        | 47.94   | -6.60% |
| Monthly Inventory                              | 5,629   | 5,881   | 4.48%  | 5,629        | 5,881   | 4.48%  |
| Months Supply of Inventory                     | 4.95    | 5.10    | 3.09%  | 4.95         | 5.10    | 3.09%  |

