



# May 2015

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

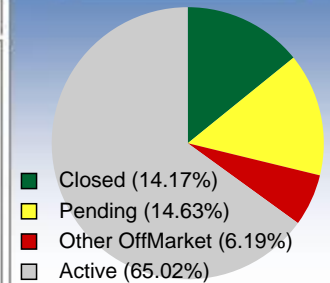


**Absorption:** Last 12 months, an Average of **1,133** Sales/Month

**Active Inventory** as of May 31, 2015 = **6,076**

|  | MAY     |         |         |
|--|---------|---------|---------|
|  | 2014    | 2015    | +/- %   |
| Closed Listings                                | 1,285   | 1,324   | 3.04%   |
| Pending Listings                               | 1,354   | 1,367   | 0.96%   |
| New Listings                                   | 2,383   | 2,143   | -10.07% |
| Average List Price                             | 171,103 | 186,849 | 9.20%   |
| Average Sale Price                             | 165,951 | 181,628 | 9.45%   |
| Average Percent of List Price to Selling Price | 96.84%  | 97.32%  | 0.49%   |
| Average Days on Market to Sale                 | 50.19   | 46.27   | -7.81%  |
| End of Month Inventory                         | 6,422   | 6,076   | -5.39%  |
| Months Supply of Inventory                     | 6.00    | 5.36    | -10.66% |

## Market Activity



Report Produced on: Jun 22, 2015

# Monthly Inventory Analysis

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

## Analysis Wrap-Up

### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of May 2015 decreased **5.39%** to 6,076 existing homes available for sale. Over the last 12 months this area has had an average of 1,133 closed sales per month. This represents an unsold inventory index of **5.36** 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 **9.45%** in May 2015 to \$181,628 versus the previous year at \$165,951.

### Average Days on Market Shortens

The average number of **46.27** days that homes spent on the market before selling decreased by 3.92 days or **7.81%** in May 2015 compared to last year's same month at **50.19** DOM.

### Sales Success for May 2015 is Positive

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

There were 2,143 New Listings in May 2015, down **10.07%** from last year at 2,383. Furthermore, there were 1,324 Closed Listings this month versus last year at 1,285, a **3.04%** increase.

Closed versus Listed trends yielded a **61.8%** ratio, up from last year's May 2015 at **53.9%**, a **14.57%** 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

|   |           |
|---|-----------|
| <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®

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2015

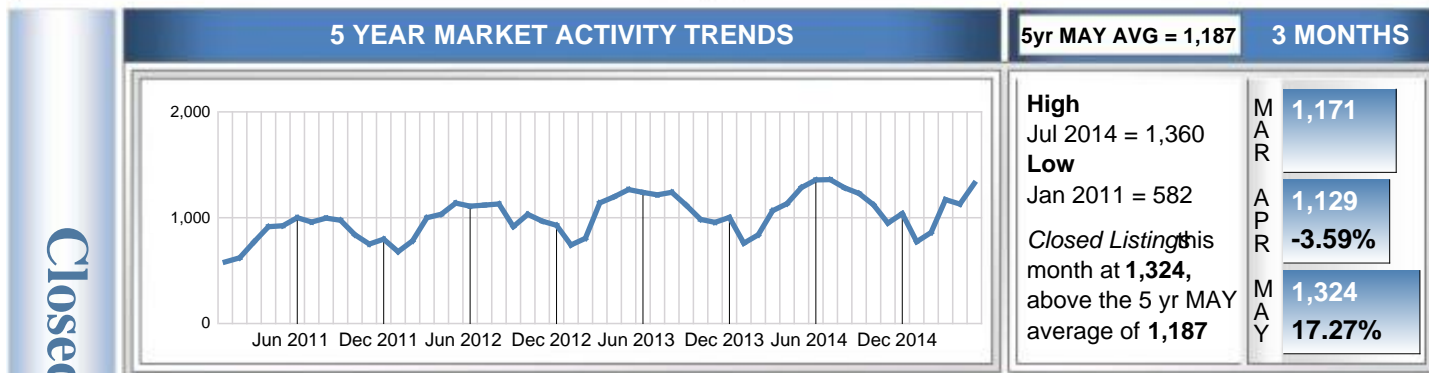
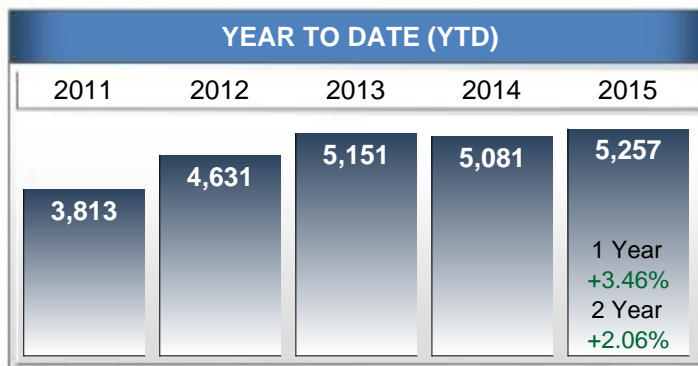
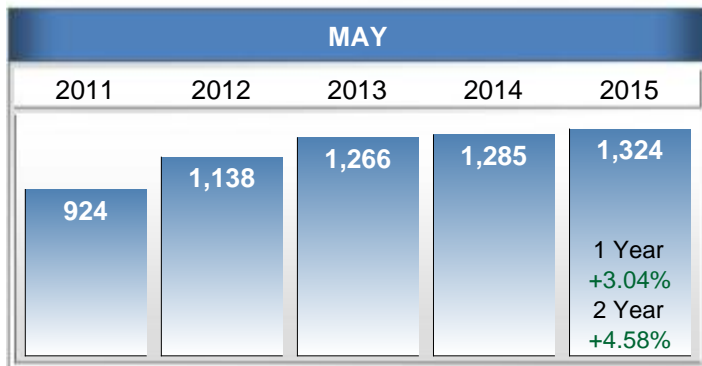
Closed Sales as of Jun 21, 2015



Report Produced on: Jun 22, 2015

### Closed Listings

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



#### 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                              | 133         | 10.05% | 48.6  | 80        | 45        | 6         | 2         |
| \$50,001 - \$75,000                            | 106         | 8.01%  | 42.6  | 33        | 63        | 9         | 1         |
| \$75,001 - \$100,000                           | 110         | 8.31%  | 45.8  | 28        | 72        | 8         | 2         |
| \$100,001 - \$150,000                          | 339         | 25.60% | 46.1  | 31        | 259       | 45        | 4         |
| \$150,001 - \$225,000                          | 323         | 24.40% | 40.0  | 16        | 176       | 122       | 9         |
| \$225,001 - \$325,000                          | 180         | 13.60% | 52.3  | 5         | 69        | 91        | 15        |
| \$325,001 and up                               | 133         | 10.05% | 54.6  | 7         | 26        | 76        | 24        |
| <b>Total Closed Units:</b>                     | 1,324       |        | 46.3  | 200       | 710       | 357       | 57        |
| <b>Total Closed Volume:</b>                    | 240,475,922 |        |       | 22.14M    | 106.22M   | 92.01M    | 20.11M    |
| <b>Average Closed Price:</b>                   | \$181,628   |        |       | \$110,702 | \$149,601 | \$257,727 | \$352,811 |

Closed Listings

Ready to Buy or Sell Real Estate?  
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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2015

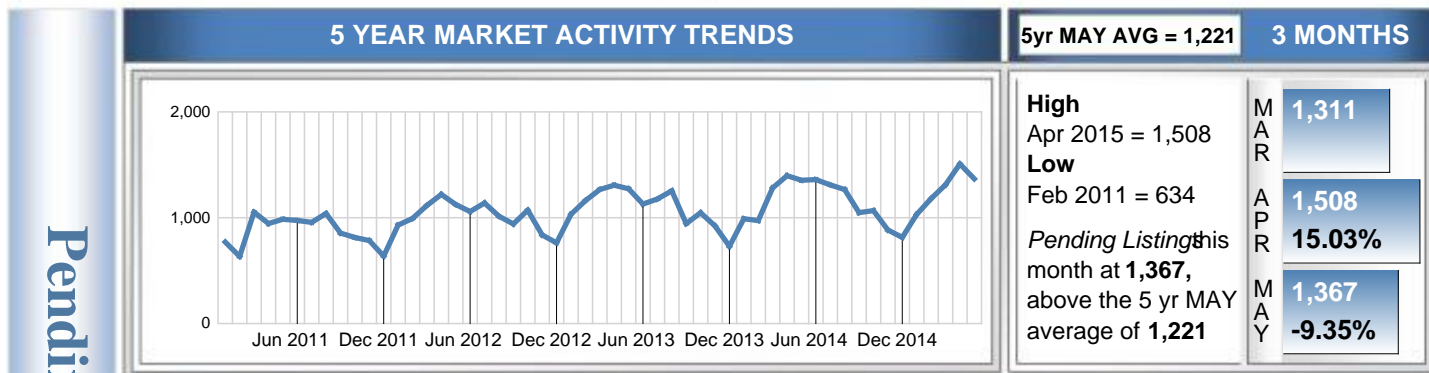
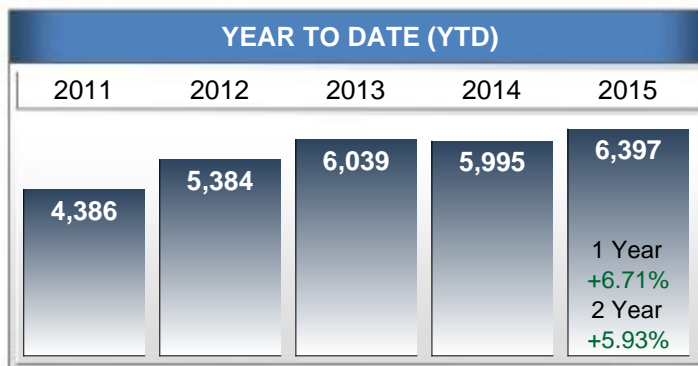
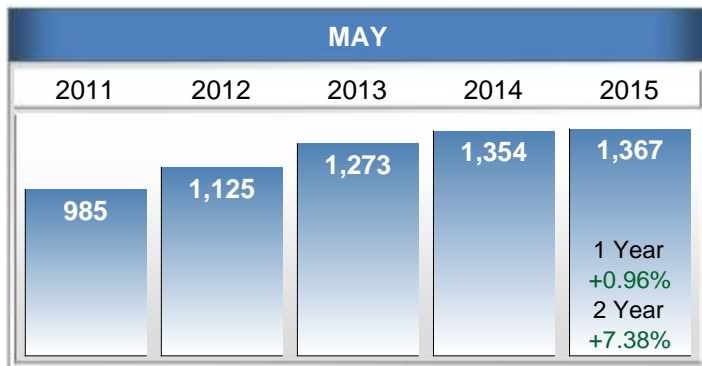
Pending Listings as of Jun 21, 2015



### Pending Listings

Report Produced on: Jun 22, 2015

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                               | 126 | 9.22%  | 42.4  | 67      | 50        | 7         | 2         |           |
| \$50,001 \$75,000                               | 96  | 7.02%  | 47.4  | 32      | 56        | 7         | 1         |           |
| \$75,001 \$125,000                              | 292 | 21.36% | 42.6  | 57      | 212       | 22        | 1         |           |
| \$125,001 \$175,000                             | 308 | 22.53% | 41.9  | 19      | 221       | 67        | 1         |           |
| \$175,001 \$225,000                             | 200 | 14.63% | 45.7  | 10      | 116       | 69        | 5         |           |
| \$225,001 \$325,000                             | 187 | 13.68% | 49.7  | 10      | 66        | 97        | 14        |           |
| \$325,001 and up                                | 158 | 11.56% | 53.7  | 11      | 30        | 91        | 26        |           |
| Total Pending Units: 1,367                      |     |        |       | 42.5    | 206       | 751       | 360       | 50        |
| Total Pending Volume: 257,010,518               |     |        |       |         | 22.31M    | 114.98M   | 99.36M    | 20.36M    |
| Average Listing Price: \$164,091                |     |        |       |         | \$108,290 | \$153,107 | \$275,999 | \$407,196 |



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2015

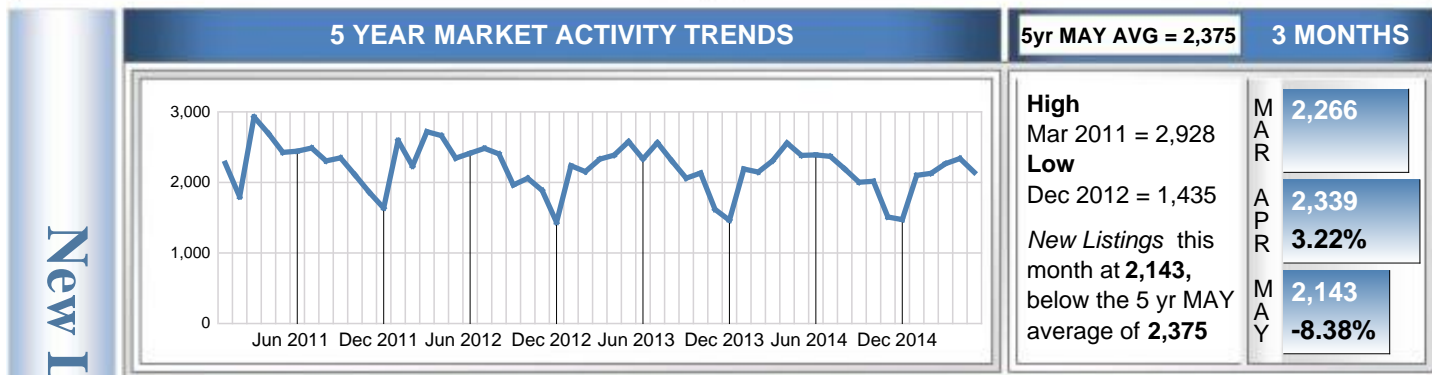
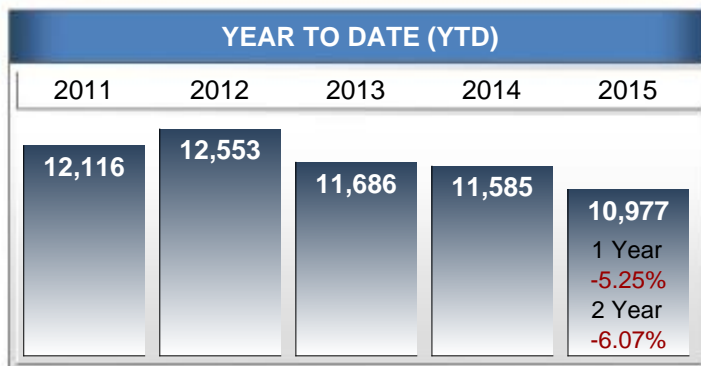
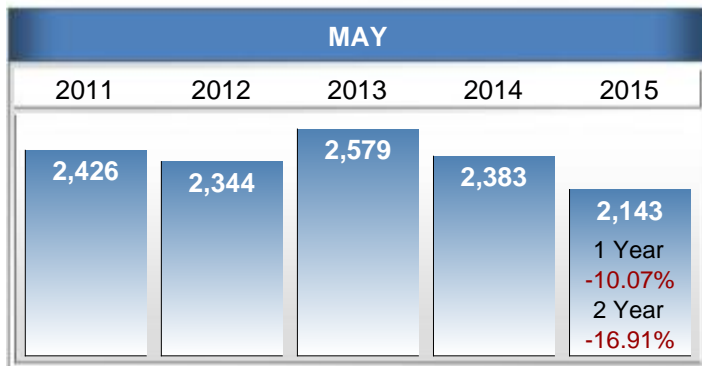
New Listings as of Jun 21, 2015



### New Listings

Report Produced on: Jun 22, 2015

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



#### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range |     | %      | ≤2 Beds   | 3 Beds    | 4 Beds    | 5 Beds+   |
|---|-----|--------|-----------|-----------|-----------|-----------|
| \$25,000 and less                           | 80  | 3.73%  | 68        | 10        | 1         | 1         |
| \$25,001 - \$75,000                         | 316 | 14.75% | 168       | 135       | 12        | 1         |
| \$75,001 - \$125,000                        | 389 | 18.15% | 90        | 260       | 37        | 2         |
| \$125,001 - \$175,000                       | 423 | 19.74% | 40        | 288       | 91        | 4         |
| \$175,001 - \$275,000                       | 451 | 21.05% | 36        | 210       | 183       | 22        |
| \$275,001 - \$425,000                       | 261 | 12.18% | 17        | 70        | 142       | 32        |
| \$425,001 and up                            | 223 | 10.41% | 27        | 35        | 97        | 64        |
| Total New Listed Units:                     |     |        | 446       | 1008      | 563       | 126       |
| Total New Listed Volume:                    |     |        | 74.54M    | 166.59M   | 170.10M   | 66.64M    |
| Average New Listed Listing Price:           |     |        | \$167,132 | \$165,271 | \$302,132 | \$528,874 |

New Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2015

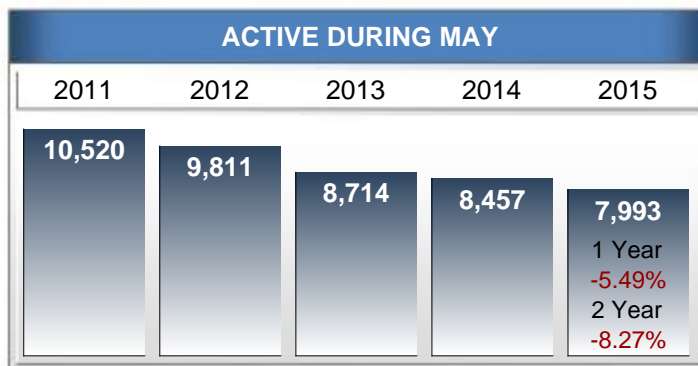
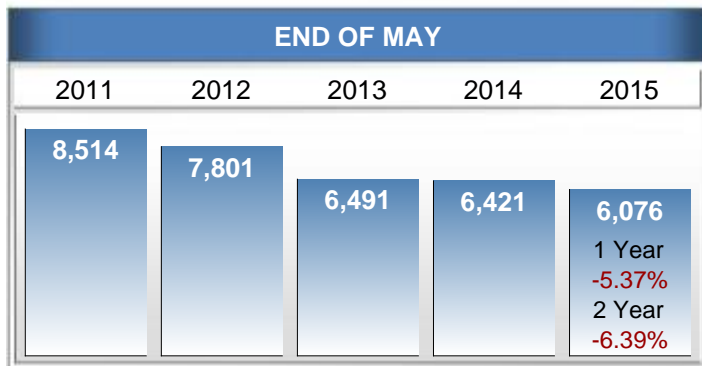
Active Inventory as of Jun 21, 2015



### Active Inventory

Report Produced on: Jun 22, 2015

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



Active Inventory

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**5yr MAY AVG = 7,061**    **3 MONTHS**

**High**  
Jul 2011 = 8,770

**Low**  
Dec 2014 = 5,716

*Inventory* this month at **6,076**, below the 5 yr MAY average of **7,061**

|              |       |
|--------------|-------|
| MAR          | 5,840 |
| APR          | 5,907 |
| MAY          | 6,076 |
| <b>1.15%</b> |       |
| <b>2.86%</b> |       |

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range |       | %      | AVDOM | ≤2 Beds       | 3 Beds | 4 Beds    | 5 Beds+   |           |           |
|--|-------|--------|-------|---------------|--------|-----------|-----------|-----------|-----------|
| \$25,000 and less                        | 540   | 8.89%  | 99.2  | 505           | 28     | 5         | 2         |           |           |
| \$25,001 - \$50,000                      | 694   | 11.42% | 84.6  | 528           | 147    | 18        | 1         |           |           |
| \$50,001 - \$100,000                     | 1,058 | 17.41% | 76.2  | 510           | 482    | 60        | 6         |           |           |
| \$100,001 - \$175,000                    | 1,284 | 21.13% | 58.1  | 197           | 842    | 231       | 14        |           |           |
| \$175,001 - \$275,000                    | 1,043 | 17.17% | 63.9  | 123           | 443    | 424       | 53        |           |           |
| \$275,001 - \$450,000                    | 852   | 14.02% | 64.3  | 90            | 182    | 467       | 113       |           |           |
| \$450,001 and up                         | 605   | 9.96%  | 71.8  | 107           | 69     | 254       | 175       |           |           |
| Total Active Inventory by Units:         |       |        |       | 6,076         | 71.2   | 2,060     | 2,193     | 1,459     | 364       |
| Total Active Inventory by Volume:        |       |        |       | 1,358,179,166 |        | 286.39M   | 371.05M   | 474.94M   | 225.80M   |
| Average Active Inventory Listing Price:  |       |        |       | \$223,532     |        | \$139,026 | \$169,195 | \$325,524 | \$620,330 |



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2015

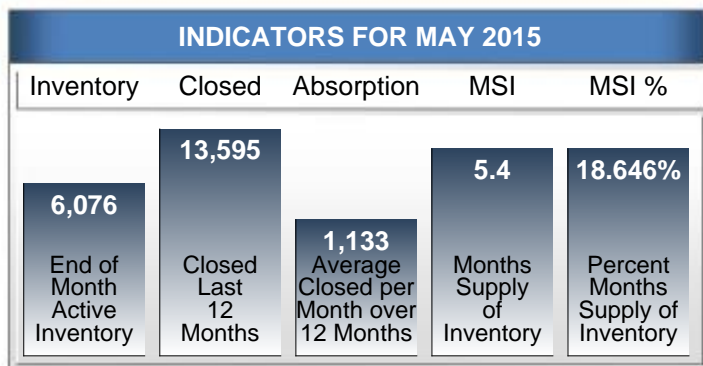
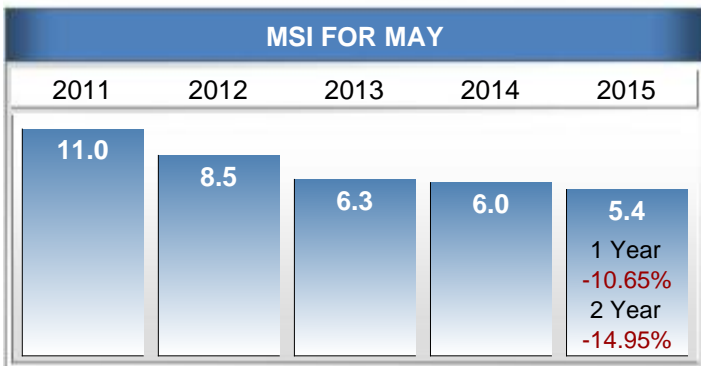
Active Inventory as of Jun 21, 2015



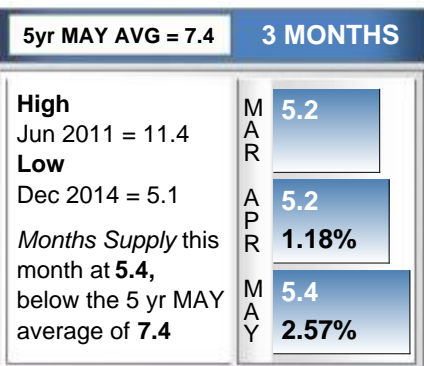
### Months Supply of Inventory

Report Produced on: Jun 22, 2015

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



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+ |
|---|-------|--------|------|-------|---------|--------|--------|---------|
| \$20,000 and less                                       | 245   | 4.03%  | 7.7  | 10.3  | 2.1     | 3.0    | 8.0    |         |
| \$20,001 \$50,000                                       | 989   | 16.28% | 9.8  | 14.4  | 4.0     | 3.9    | 2.4    |         |
| \$50,001 \$100,000                                      | 1,058 | 17.41% | 5.1  | 8.9   | 3.7     | 3.8    | 2.9    |         |
| \$100,001 \$180,000                                     | 1,373 | 22.60% | 3.3  | 6.5   | 2.9     | 3.3    | 3.4    |         |
| \$180,001 \$280,000                                     | 1,005 | 16.54% | 4.5  | 10.1  | 4.2     | 4.1    | 5.0    |         |
| \$280,001 \$450,000                                     | 801   | 13.18% | 7.5  | 24.3  | 6.2     | 7.2    | 7.7    |         |
| \$450,001 and up  | 605   | 9.96%  | 14.1 | 49.4  | 12.0    | 11.0   | 14.5   |         |
| MSI:  | 5.4   |        |      | 11.2  | 3.6     | 5.1    | 8.1    |         |
| Total Active Inventory:                                 | 6,076 |        |      | 2,060 | 2,193   | 1,459  | 364    |         |



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2015

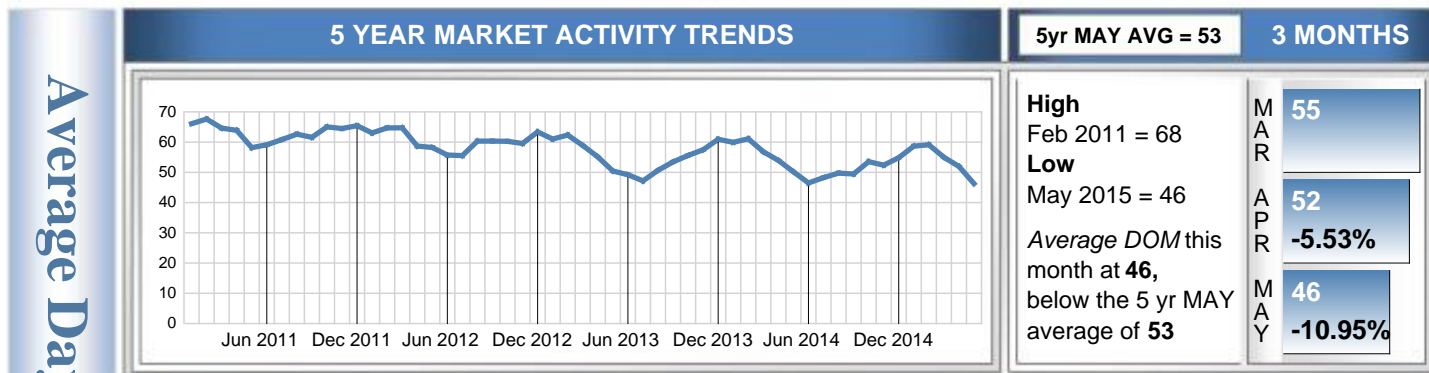
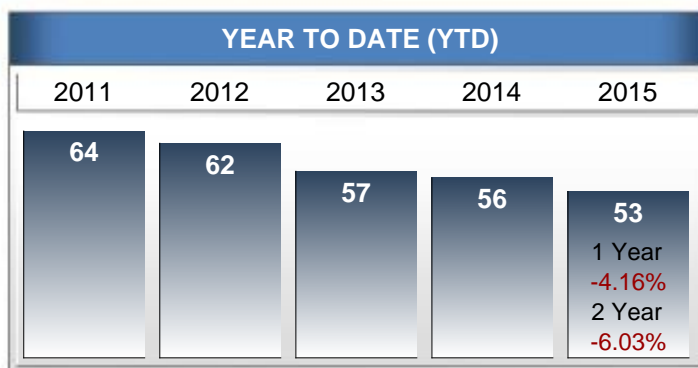
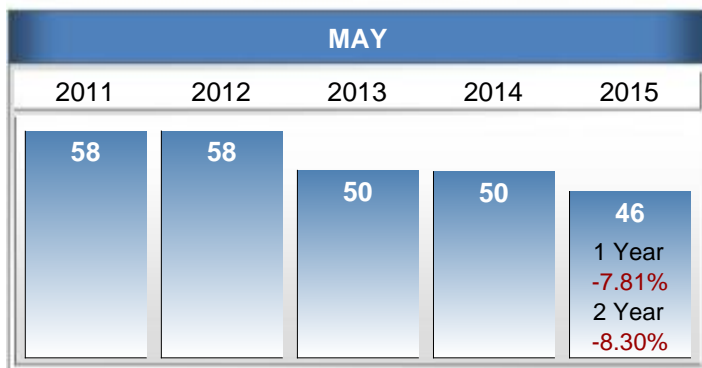
Closed Sales as of Jun 21, 2015



### Average Days on Market to Sale

Report Produced on: Jun 22, 2015

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   | 133 | 10.05% | 48.6  | 51.8    | 44.6    | 41.7   | 33.0    |
| \$50,001 - \$75,000   | 106 | 8.01%  | 42.6  | 42.3    | 44.9    | 29.2   | 26.0    |
| \$75,001 - \$100,000  | 110 | 8.31%  | 45.8  | 46.0    | 43.7    | 54.9   | 85.5    |
| \$100,001 - \$150,000   | 339 | 25.60% | 46.1  | 67.6    | 43.5    | 41.5   | 100.5   |
| \$150,001 - \$225,000   | 323 | 24.40% | 40.0  | 43.1    | 38.9    | 41.2   | 41.4    |
| \$225,001 - \$325,000   | 180 | 13.60% | 52.3  | 26.4    | 44.3    | 59.2   | 56.1    |
| \$325,001 and up  | 133 | 10.05% | 54.6  | 11.9    | 38.7    | 67.2   | 44.6    |
| Average Closed DOM: 46.3                                      |     |        |       | 49.2    | 42.4    | 51.4   | 51.8    |
| Total Closed Units: 1,324                                     |     |        |       | 200     | 710     | 357    | 57      |
| Total Closed Volume: 240,475,922                              |     |        |       | 22.14M  | 106.22M | 92.01M | 20.11M  |



# Monthly Inventory Analysis

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## May 2015

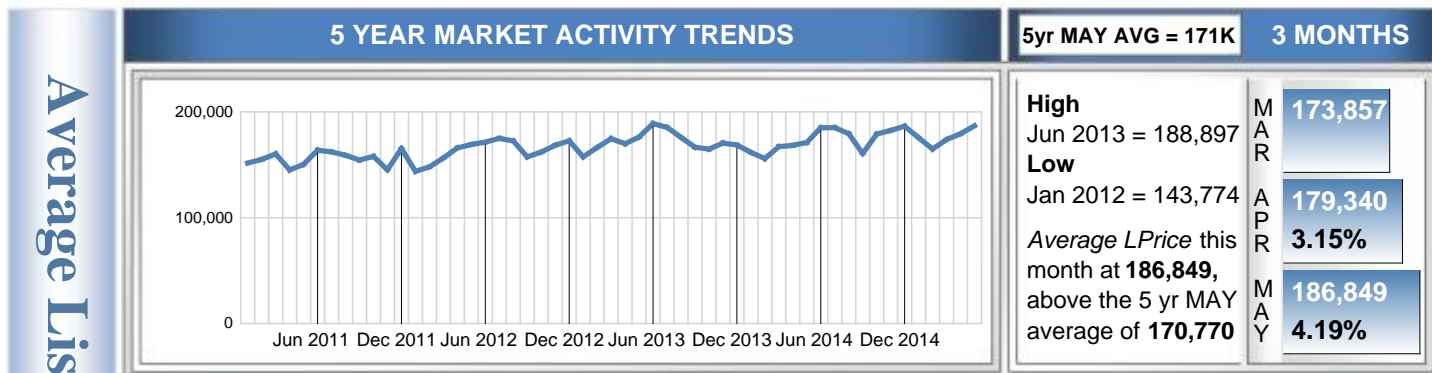
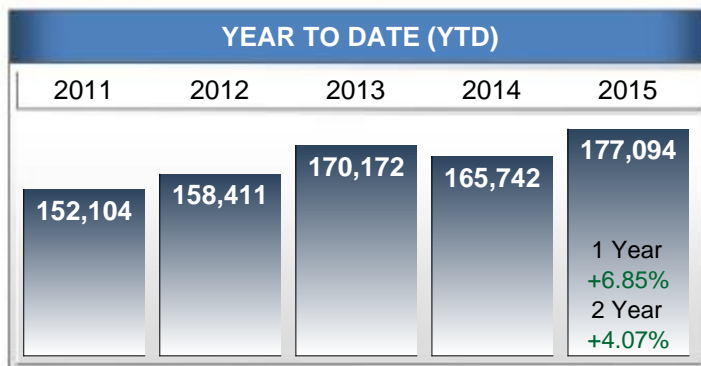
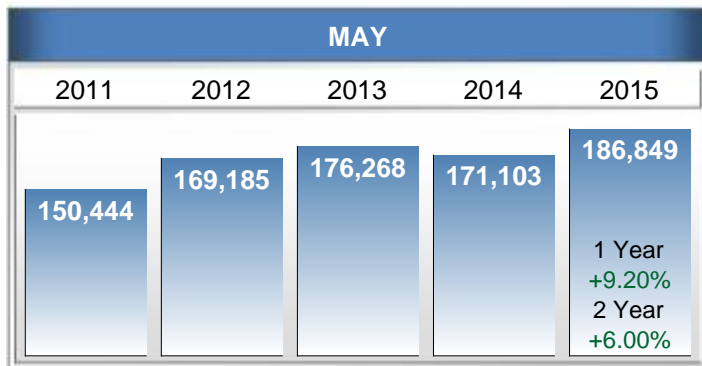
Closed Sales as of Jun 21, 2015



### Average List Price at Closing

Report Produced on: Jun 22, 2015

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  | 126         | 9.52%  | 31,302  | 30,081    | 41,120    | 31,633    | 21,950    |
| \$50,001 \$75,000  | 103         | 7.78%  | 64,874  | 68,036    | 66,655    | 63,511    | 60,900    |
| \$75,001 \$100,000   | 113         | 8.53%  | 90,512  | 94,348    | 91,508    | 98,888    | 91,675    |
| \$100,001 \$150,000  | 327         | 24.70% | 128,285 | 130,898   | 129,234   | 133,953   | 138,600   |
| \$150,001 \$225,000  | 328         | 24.77% | 182,505 | 188,688   | 180,274   | 192,997   | 194,522   |
| \$225,001 \$325,000  | 186         | 14.05% | 269,470 | 306,480   | 277,284   | 275,199   | 266,447   |
| \$325,001 and up   | 141         | 10.65% | 529,092 | 1,050,367 | 456,372   | 506,666   | 584,621   |
| Average List Price:  | \$186,849   |        |         | \$116,276 | \$153,291 | \$265,198 | \$361,769 |
| Total Closed Units:  | 1,324       |        |         | 200       | 710       | 357       | 57        |
| Total List Volume:   | 247,388,221 |        |         | 23.26M    | 108.84M   | 94.68M    | 20.62M    |





# Monthly Inventory Analysis

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## May 2015

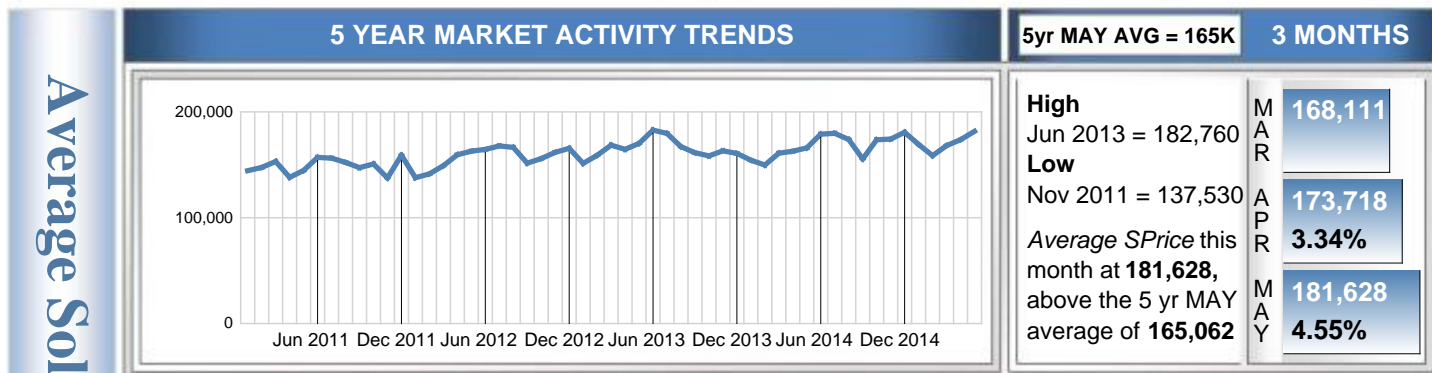
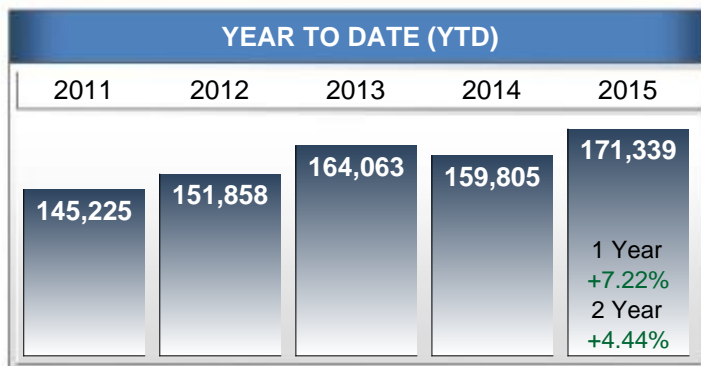
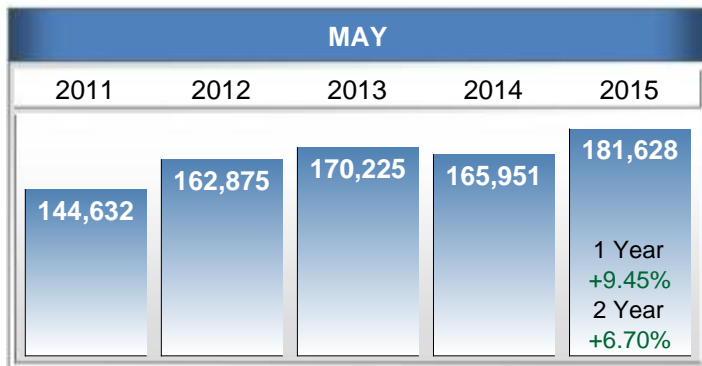
Closed Sales as of Jun 21, 2015



### Average Sold Price at Closing

Report Produced on: Jun 22, 2015

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  | 133         | 10.05% | 30,122  | 26,575    | 37,103    | 28,852    | 18,750    |
| \$50,001 \$75,000  | 106         | 8.01%  | 63,616  | 64,147    | 63,259    | 64,572    | 60,000    |
| \$75,001 \$100,000   | 110         | 8.31%  | 89,573  | 90,056    | 89,009    | 91,413    | 95,750    |
| \$100,001 \$150,000  | 339         | 25.60% | 127,506 | 128,344   | 126,741   | 130,767   | 133,875   |
| \$150,001 \$225,000  | 323         | 24.40% | 181,983 | 180,719   | 177,169   | 188,431   | 190,961   |
| \$225,001 \$325,000  | 180         | 13.60% | 269,803 | 265,646   | 270,113   | 270,684   | 264,413   |
| \$325,001 and up   | 133         | 10.05% | 521,081 | 1,025,367 | 442,593   | 487,077   | 566,704   |
| Average Closed Price:  | \$181,628   |        |         | \$110,702 | \$149,601 | \$257,727 | \$352,811 |
| Total Closed Units:  | 1,324       |        |         | 200       | 710       | 357       | 57        |
| Total Closed Volume:   | 240,475,922 |        |         | 22.14M    | 106.22M   | 92.01M    | 20.11M    |



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2015

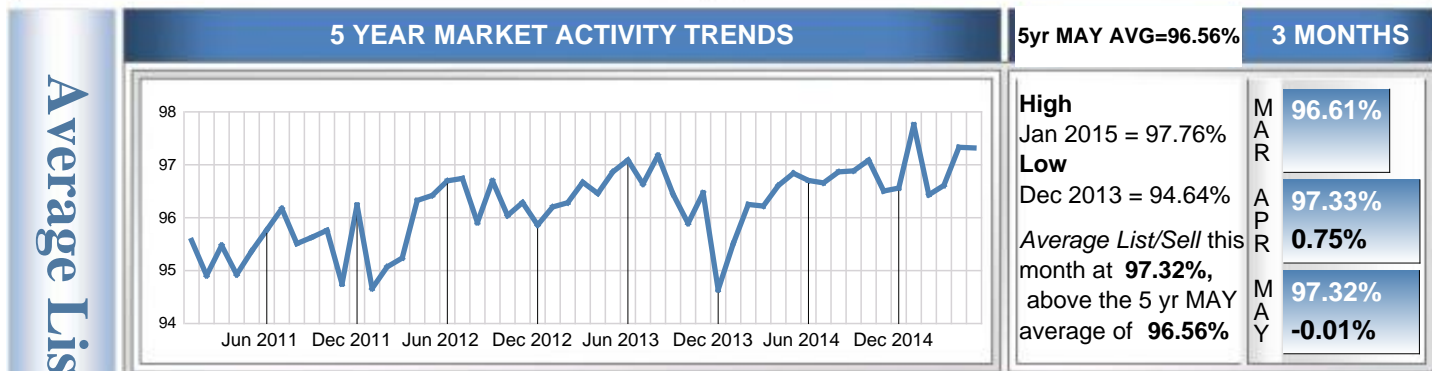
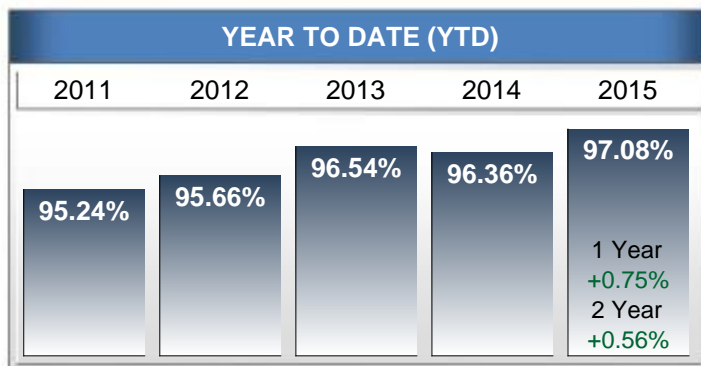
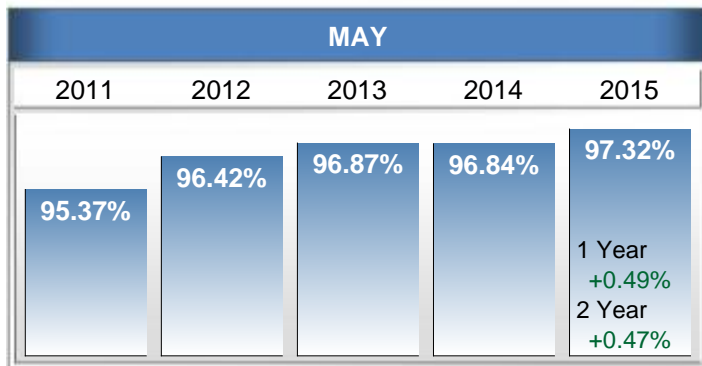
Closed Sales as of Jun 21, 2015



### Average Percent of List Price to Selling Price

Report Produced on: Jun 22, 2015

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



Average List/Sell Price  
  
 Ready to Buy or Sell Real Estate?  
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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                            | 133 | 10.05% | 90.94% | 89.75%  | 92.96%  | 93.19%  | 86.63%  |
| \$50,001-\$75,000                            | 106 | 8.01%  | 97.44% | 99.02%  | 95.29%  | 106.60% | 98.52%  |
| \$75,001-\$100,000                           | 110 | 8.31%  | 97.05% | 96.04%  | 97.66%  | 93.13%  | 104.87% |
| \$100,001-\$150,000                          | 339 | 25.60% | 98.98% | 107.57% | 98.16%  | 97.91%  | 97.37%  |
| \$150,001-\$225,000                          | 323 | 24.40% | 98.06% | 96.22%  | 98.39%  | 97.79%  | 98.31%  |
| \$225,001-\$325,000                          | 180 | 13.60% | 97.94% | 90.55%  | 97.60%  | 98.38%  | 99.31%  |
| \$325,001 and up                             | 133 | 10.05% | 96.96% | 95.65%  | 97.55%  | 96.68%  | 97.58%  |
| Average List/Sell Ratio: 97.30%              |     |        |        | 95.67%  | 97.50%  | 97.76%  | 98.02%  |
| Total Closed Units: 1,324                    |     |        |        | 200     | 710     | 357     | 57      |
| Total Closed Volume: 240,475,922             |     |        |        | 22.14M  | 106.22M | 92.01M  | 20.11M  |



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## May 2015

Inventory as of Jun 21, 2015



### Market Summary

Report Produced on: Jun 22, 2015

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



**Absorption:** Last 12 months, an Average of **1,133** Sales/Month

**Active Inventory** as of May 31, 2015 = **6,076**

|  | MAY     |         |         | Year To Date |         |         |
|--|---------|---------|---------|--------------|---------|---------|
|  | 2014    | 2015    | +/- %   | 2014         | 2015    | +/- %   |
| Closed Sales                                   | 1,285   | 1,324   | 3.04%   | 5,081        | 5,257   | 3.46%   |
| Pending Sales                                  | 1,354   | 1,367   | 0.96%   | 5,995        | 6,397   | 6.71%   |
| New Listings                                   | 2,383   | 2,143   | -10.07% | 11,585       | 10,977  | -5.25%  |
| Average List Price                             | 171,103 | 186,849 | 9.20%   | 165,742      | 177,094 | 6.85%   |
| Average Sale Price                             | 165,951 | 181,628 | 9.45%   | 159,805      | 171,339 | 7.22%   |
| Average Percent of List Price to Selling Price | 96.84%  | 97.32%  | 0.49%   | 96.36%       | 97.08%  | 0.75%   |
| Average Days on Market to Sale                 | 50.19   | 46.27   | -7.81%  | 55.67        | 53.36   | -4.16%  |
| Monthly Inventory                              | 6,422   | 6,076   | -5.39%  | 6,422        | 6,076   | -5.39%  |
| Months Supply of Inventory                     | 6.00    | 5.36    | -10.66% | 6.00         | 5.36    | -10.66% |

