



# August 2017

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

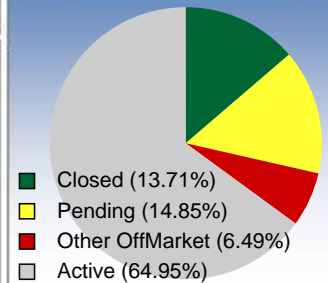


**Absorption:** Last 12 months, an Average of **1,210** Sales/Month

**Active Inventory** as of August 31, 2017 = **6,075**

|   | AUGUST  |         |        |
|---|---------|---------|--------|
|   | 2016    | 2017    | +/- %  |
| Closed Listings                               | 1,388   | 1,282   | -7.64% |
| Pending Listings                              | 1,352   | 1,389   | 2.74%  |
| New Listings                                  | 2,256   | 2,173   | -3.68% |
| Median List Price                             | 156,743 | 160,000 | 2.08%  |
| Median Sale Price                             | 154,250 | 159,515 | 3.41%  |
| Median Percent of List Price to Selling Price | 98.67%  | 98.54%  | -0.13% |
| Median Days on Market to Sale                 | 27.50   | 25.00   | -9.09% |
| End of Month Inventory                        | 5,314   | 6,075   | 14.32% |
| Months Supply of Inventory                    | 4.56    | 5.02    | 10.24% |

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Sep 12, 2017

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 August 2017 rose **14.32%** to 6,075 existing homes available for sale. Over the last 12 months this area has had an average of 1,210 closed sales per month. This represents an unsold inventory index of **5.02** MSI for this period.

### Median Sale Prices Going Up

According to the preliminary trends, this market area has experienced some upward momentum with the increase of Median Price this month. Prices went up **3.41%** in August 2017 to \$159,515 versus the previous year at \$154,250.

### Median Days on Market Shortens

The median number of **25.00** days that homes spent on the market before selling decreased by 2.50 days or **9.09%** in August 2017 compared to last year's same month at **27.50** DOM.

### Sales Success for August 2017 is Positive

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

There were 2,173 New Listings in August 2017, down **3.68%** from last year at 2,256. Furthermore, there were 1,282 Closed Listings this month versus last year at 1,388, a **-7.64%** decrease.

Closed versus Listed trends yielded a **59.0%** ratio, down from last year's August 2017 at **61.5%**, a **4.11%** 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>Median Days on Market to Sale</b>                 | <b>6</b>  |
| <b>Median List Price at Closing</b>                  | <b>7</b>  |
| <b>Median Sale Price at Closing</b>                  | <b>8</b>  |
| <b>Median 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®

## August 2017

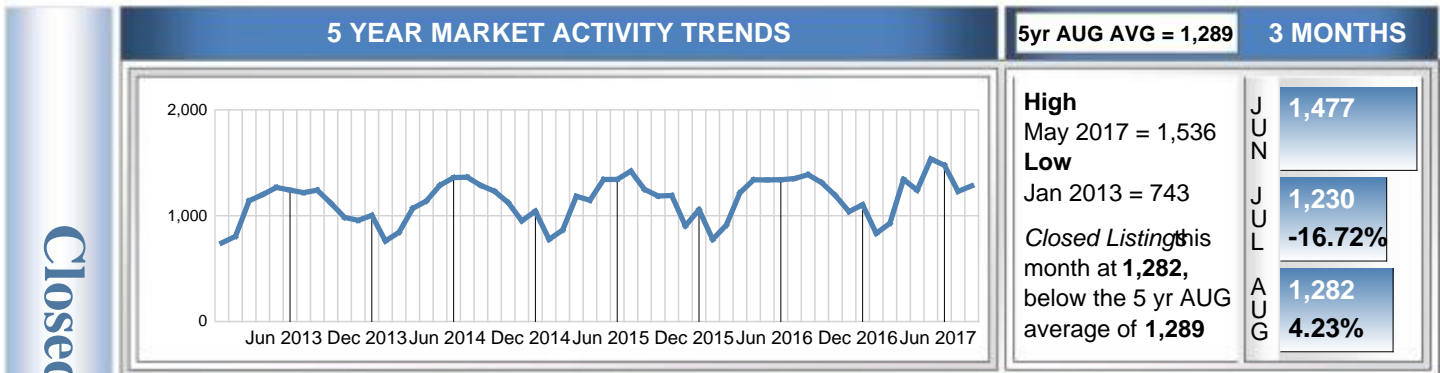
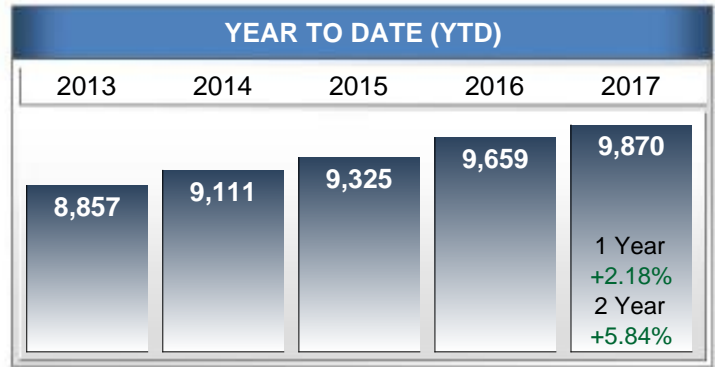
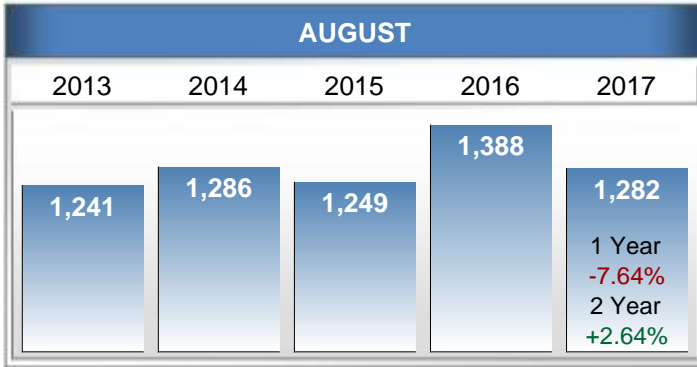
Closed Sales as of Sep 12, 2017



### Closed Listings

Report Produced on: Sep 12, 2017

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



Closed Listings

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

| Distribution of Closed Listings by Price Range |     | %      | MDOM | ≤2 Beds  | 3 Beds    | 4 Beds    | 5 Beds+   |
|--|-----|--------|------|----------|-----------|-----------|-----------|
| \$50,000 and less                              | 113 | 8.81%  | 33.0 | 60       | 46        | 7         | 0         |
| \$50,001 - \$75,000                            | 80  | 6.24%  | 25.0 | 35       | 38        | 3         | 4         |
| \$75,001 - \$125,000                           | 220 | 17.16% | 20.0 | 30       | 164       | 21        | 5         |
| \$125,001 - \$175,000                          | 329 | 25.66% | 22.0 | 33       | 243       | 49        | 4         |
| \$175,001 - \$225,000                          | 195 | 15.21% | 23.0 | 11       | 101       | 79        | 4         |
| \$225,001 - \$325,000                          | 201 | 15.68% | 31.0 | 9        | 67        | 100       | 25        |
| \$325,001 and up                               | 144 | 11.23% | 43.0 | 5        | 28        | 85        | 26        |
| Total Closed Units: 1,282                      |     |        |      | 183      | 687       | 344       | 68        |
| Total Closed Volume: 243,480,544               |     |        |      | 18.81M   | 107.99M   | 93.81M    | 22.86M    |
| Median Closed Price: \$159,515                 |     |        |      | \$71,000 | \$144,900 | \$237,000 | \$310,000 |



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2017

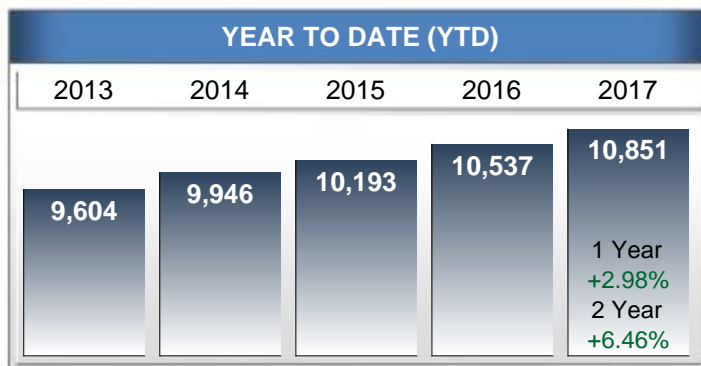
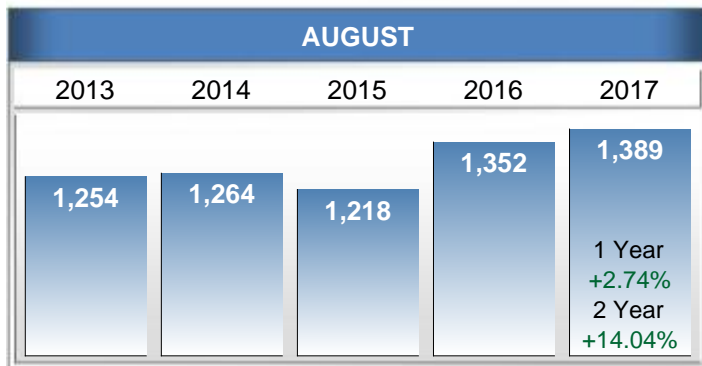
Pending Listings as of Sep 12, 2017



### Pending Listings

Report Produced on: Sep 12, 2017

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



**Pending Listings**  
  
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**5yr AUG AVG = 1,295**    **3 MONTHS**

**High**  
Mar 2017 = 1,489

**Low**  
Dec 2013 = 732

Pending Listings this month at **1,389**, above the 5 yr AUG average of **1,295**

|               |       |
|---------------|-------|
| JUN           | 1,335 |
| JUL           | 1,313 |
| AUG           | 1,389 |
| <b>-1.65%</b> |       |
| <b>5.79%</b>  |       |

#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range |     | %      | MDOM | ≤2 Beds | 3 Beds   | 4 Beds    | 5 Beds+   |           |
|---|-----|--------|------|---------|----------|-----------|-----------|-----------|
| \$50,000 and less                               | 102 | 7.34%  | 34.0 | 64      | 32       | 6         | 0         |           |
| \$50,001 - \$100,000                            | 190 | 13.68% | 27.0 | 52      | 125      | 13        | 0         |           |
| \$100,001 - \$125,000                           | 133 | 9.58%  | 24.0 | 14      | 111      | 7         | 1         |           |
| \$125,001 - \$175,000                           | 331 | 23.83% | 31.0 | 26      | 247      | 48        | 10        |           |
| \$175,001 - \$250,000                           | 295 | 21.24% | 32.0 | 18      | 148      | 121       | 8         |           |
| \$250,001 - \$350,000                           | 191 | 13.75% | 46.0 | 4       | 56       | 108       | 23        |           |
| \$350,001 and up                                | 147 | 10.58% | 38.0 | 12      | 31       | 75        | 29        |           |
| Total Pending Units: 1,389                      |     |        |      | 32.0    | 190      | 750       | 378       | 71        |
| Total Pending Volume: 293,999,466               |     |        |      |         | 26.31M   | 123.62M   | 106.43M   | 37.64M    |
| Median Listing Price: \$167,900                 |     |        |      |         | \$72,250 | \$145,000 | \$249,900 | \$319,236 |



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2017

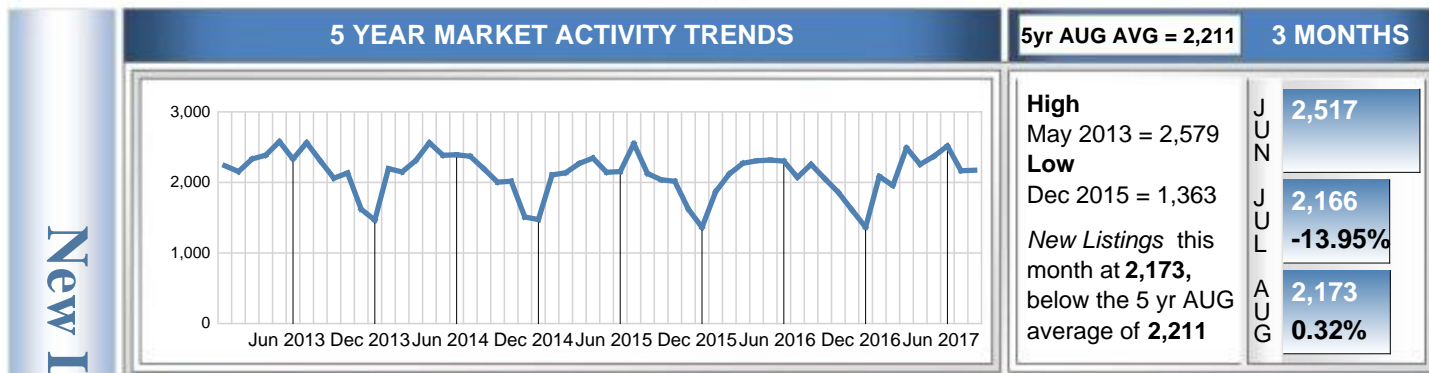
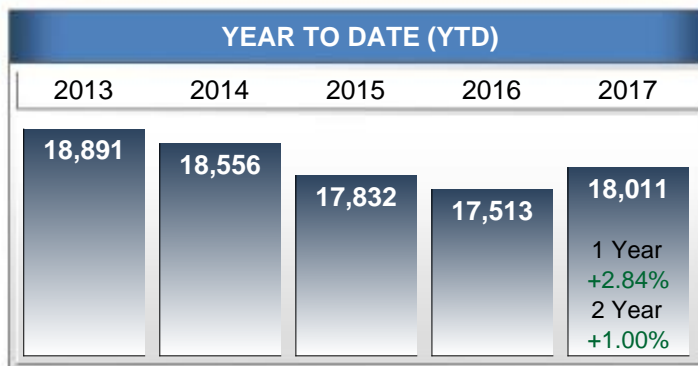
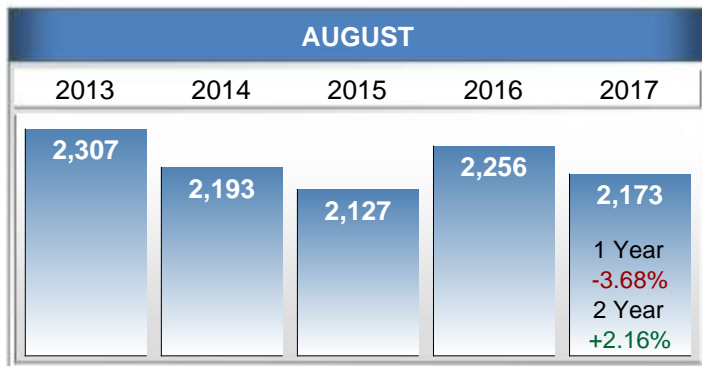
New Listings as of Sep 12, 2017



### New Listings

Report Produced on: Sep 12, 2017

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



New Listings

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

#### 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                           | 94  | 4.33%  | 82       | 8         | 2         | 2         |
| \$25,001 - \$75,000                         | 312 | 14.36% | 187      | 101       | 23        | 1         |
| \$75,001 - \$125,000                        | 368 | 16.94% | 107      | 239       | 19        | 3         |
| \$125,001 - \$200,000                       | 571 | 26.28% | 76       | 369       | 109       | 17        |
| \$200,001 - \$275,000                       | 316 | 14.54% | 25       | 141       | 136       | 14        |
| \$275,001 - \$400,000                       | 277 | 12.75% | 14       | 67        | 168       | 28        |
| \$400,001 and up                            | 235 | 10.81% | 44       | 38        | 91        | 62        |
| Total New Listed Units:                     |     |        | 535      | 963       | 548       | 127       |
| Total New Listed Volume:                    |     |        | 95.27M   | 170.15M   | 161.99M   | 85.63M    |
| Median New Listed Listing Price:            |     |        | \$75,000 | \$149,995 | \$265,000 | \$399,800 |



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2017

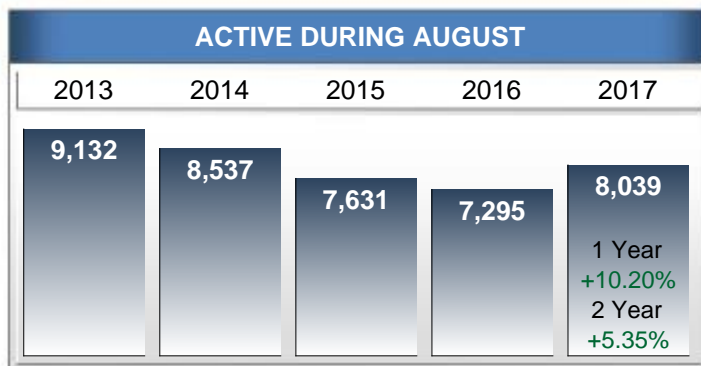
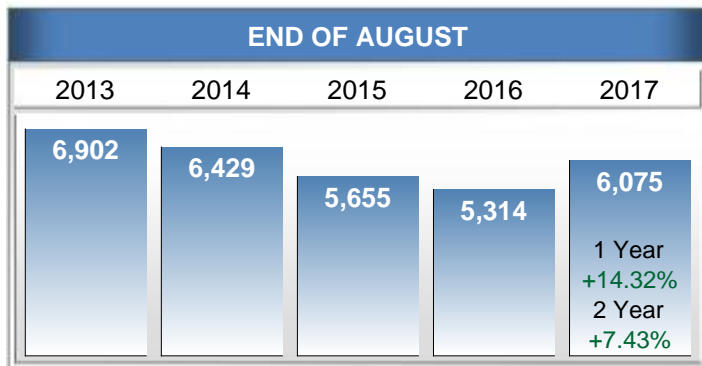
Active Inventory as of Sep 12, 2017



### Active Inventory

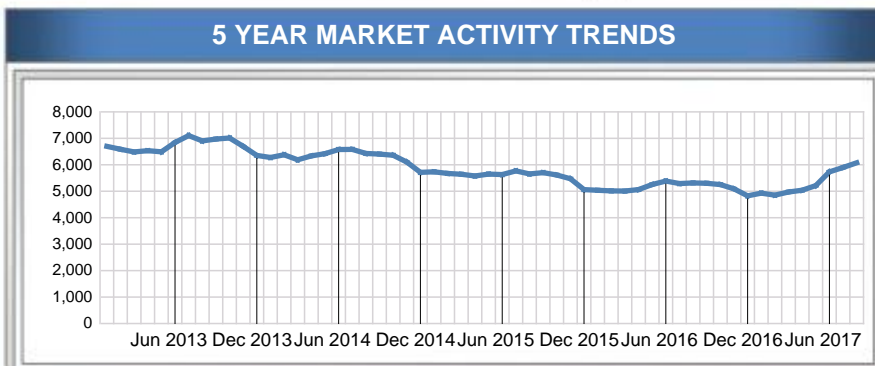
Report Produced on: Sep 12, 2017

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



Active Inventory

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**5yr AUG AVG = 6,075**    **3 MONTHS**

**High**  
Jul 2013 = 7,104

**Low**  
Dec 2016 = 4,827

*Inventory* this month at **6,075**, equal to 5 yr AUG average of **6,075**

|              |       |
|--------------|-------|
| JUN          | 5,732 |
| JUL          | 5,899 |
| AUG          | 6,075 |
| <b>2.91%</b> |       |
| <b>2.98%</b> |       |

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range |       | %      | MDOM | ≤2 Beds       | 3 Beds | 4 Beds   | 5 Beds+   |           |           |
|--|-------|--------|------|---------------|--------|----------|-----------|-----------|-----------|
| \$25,000 and less                        | 292   | 4.81%  | 71.0 | 276           | 13     | 2        | 1         |           |           |
| \$25,001 - \$75,000                      | 948   | 15.60% | 65.0 | 679           | 221    | 47       | 1         |           |           |
| \$75,001 - \$125,000                     | 759   | 12.49% | 52.0 | 257           | 445    | 47       | 10        |           |           |
| \$125,001 - \$225,000                    | 1,639 | 26.98% | 55.0 | 259           | 931    | 418      | 31        |           |           |
| \$225,001 - \$325,000                    | 1,049 | 17.27% | 65.0 | 92            | 316    | 545      | 96        |           |           |
| \$325,001 - \$500,000                    | 784   | 12.91% | 71.0 | 82            | 135    | 440      | 127       |           |           |
| \$500,001 and up                         | 604   | 9.94%  | 81.0 | 101           | 72     | 219      | 212       |           |           |
| Total Active Inventory by Units:         |       |        |      | 6,075         | 63.0   | 1,746    | 2,133     | 1,718     | 478       |
| Total Active Inventory by Volume:        |       |        |      | 1,632,715,186 |        | 323.86M  | 415.54M   | 583.22M   | 310.10M   |
| Median Active Inventory Listing Price:   |       |        |      | \$182,500     |        | \$69,500 | \$159,900 | \$285,000 | \$454,150 |



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2017

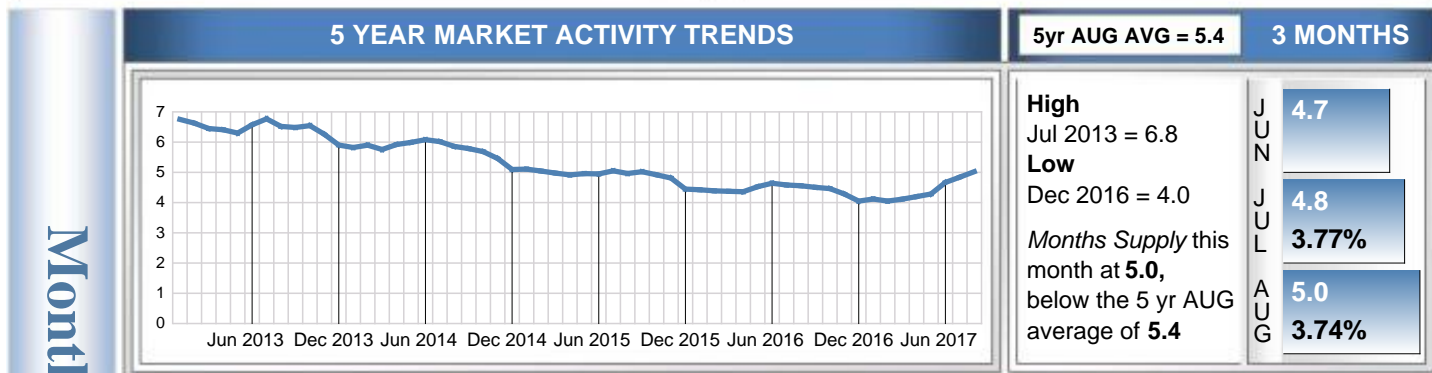
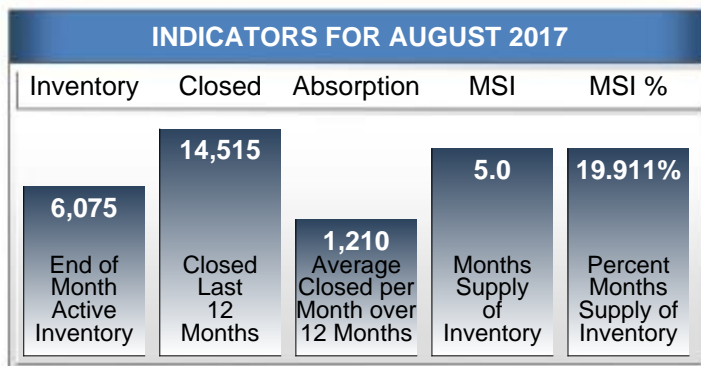
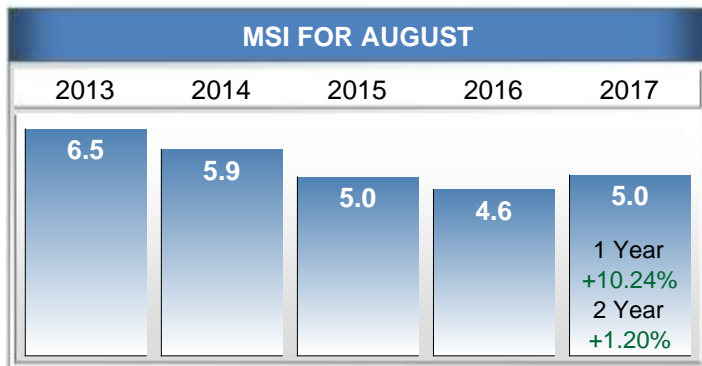
Active Inventory as of Sep 12, 2017



### Months Supply of Inventory

Report Produced on: Sep 12, 2017

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+ |
|---|-------|--------|------|-------|---------|--------|--------|---------|
| \$25,000 and less                                       | 292   | 4.81%  | 7.1  | 9.5   | 1.3     | 1.0    | 6.0    |         |
| \$25,001 - \$75,000                                     | 948   | 15.60% | 5.7  | 9.4   | 2.6     | 5.2    | 0.8    |         |
| \$75,001 - \$125,000                                    | 759   | 12.49% | 3.4  | 6.3   | 2.8     | 2.1    | 5.5    |         |
| \$125,001 - \$225,000                                   | 1,639 | 26.98% | 3.4  | 8.3   | 2.9     | 3.4    | 4.0    |         |
| \$225,001 - \$325,000                                   | 1,049 | 17.27% | 6.2  | 11.2  | 5.1     | 6.4    | 7.5    |         |
| \$325,001 - \$500,000                                   | 784   | 12.91% | 9.0  | 25.2  | 7.5     | 8.3    | 9.7    |         |
| \$500,001 and up  | 604   | 9.94%  | 15.5 | 57.7  | 11.7    | 11.8   | 17.0   |         |
| MSI:  | 5.0   |        |      | 9.4   | 3.2     | 5.5    | 9.7    |         |
| Total Active Inventory:                                 | 6,075 |        |      | 1,746 | 2,133   | 1,718  | 478    |         |



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2017

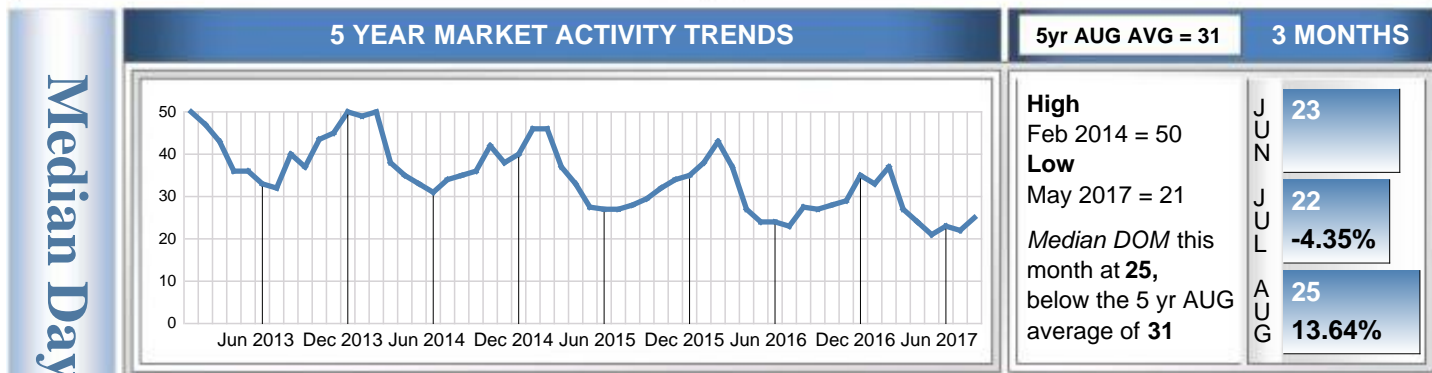
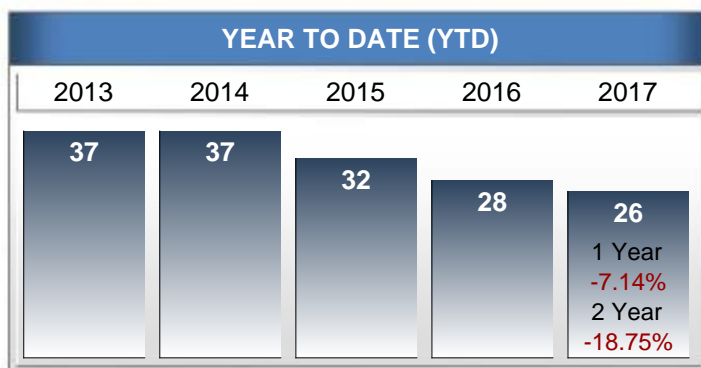
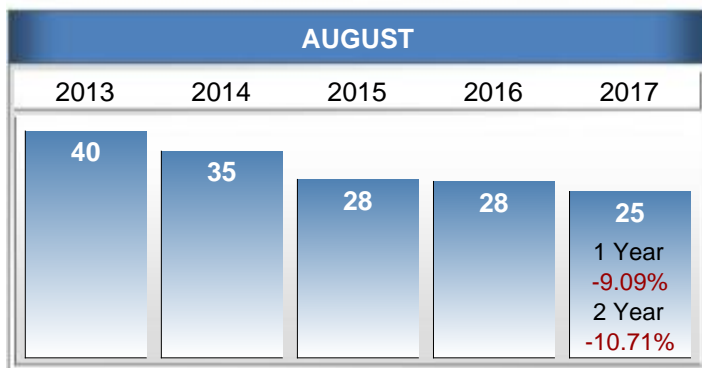
Closed Sales as of Sep 12, 2017



### Median Days on Market to Sale

Report Produced on: Sep 12, 2017

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



Median Days on Market

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#### MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Median Days on Market to Sale by Price Range |     |  |  | %      | MDOM        | ≤2 Beds | 3 Beds  | 4 Beds | 5 Beds+ |
|--|-----|--|--|--------|-------------|---------|---------|--------|---------|
| \$50,000 and less  | 113 |  |  | 8.81%  | 33.0        | 44.0    | 22.5    | 34.0   | 0.0     |
| \$50,001 - \$75,000  | 80  |  |  | 6.24%  | 25.0        | 27.0    | 19.5    | 17.0   | 84.0    |
| \$75,001 - \$125,000   | 220 |  |  | 17.16% | 20.0        | 22.5    | 20.5    | 18.0   | 18.0    |
| \$125,001 - \$175,000  | 329 |  |  | 25.66% | 22.0        | 9.0     | 22.0    | 26.0   | 40.5    |
| \$175,001 - \$225,000  | 195 |  |  | 15.21% | 23.0        | 28.0    | 24.0    | 19.0   | 102.0   |
| \$225,001 - \$325,000  | 201 |  |  | 15.68% | 31.0        | 33.0    | 17.0    | 38.0   | 63.0    |
| \$325,001 and up   | 144 |  |  | 11.23% | 43.0        | 100.0   | 29.5    | 39.0   | 59.0    |
| Median Closed DOM:   |     |  |  |        | 25.0        | 28.0    | 21.0    | 29.5   | 61.5    |
| Total Closed Units:  |     |  |  |        | 1,282       | 183     | 687     | 344    | 68      |
| Total Closed Volume:   |     |  |  |        | 243,480,544 | 18.81M  | 107.99M | 93.81M | 22.86M  |



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2017

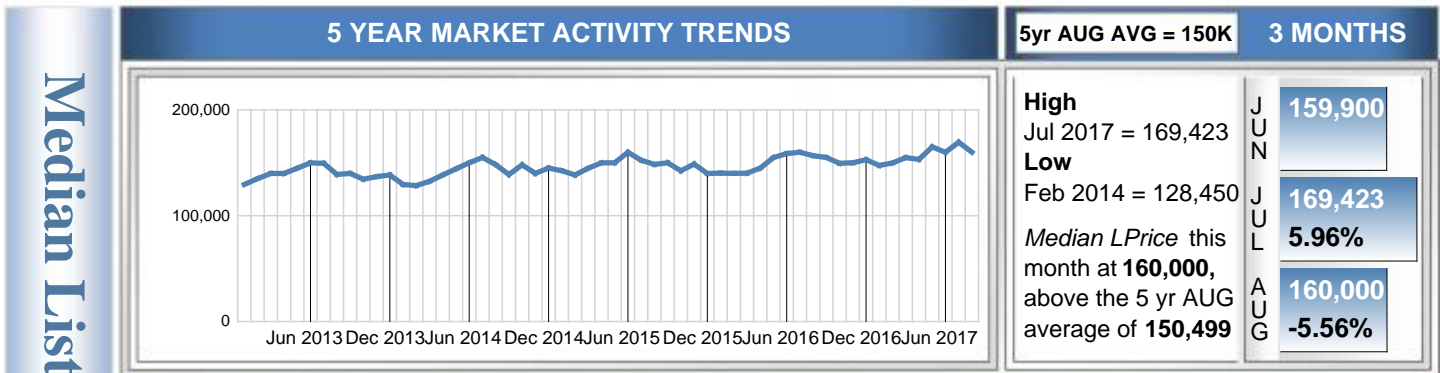
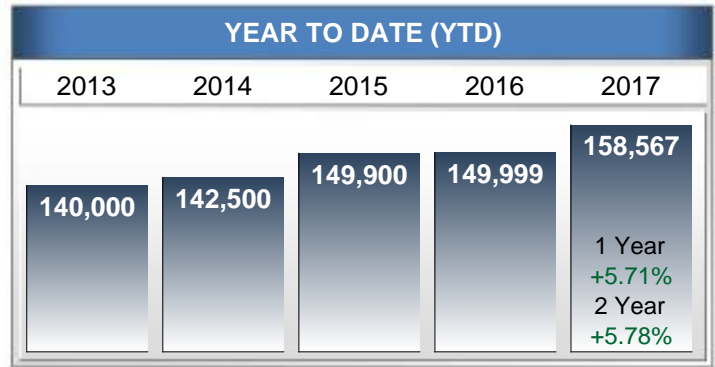
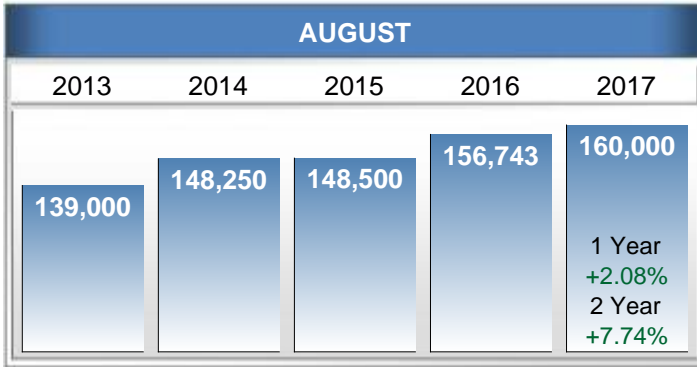
Closed Sales as of Sep 12, 2017



### Median List Price at Closing

Report Produced on: Sep 12, 2017

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



Median List Price

Ready to Buy or Sell Real Estate?  
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#### MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Median List Price at Closing by Price Range |             |        | %       | MLS      | ≤2 Beds   | 3 Beds    | 4 Beds    | 5 Beds+ |
|---|-------------|--------|---------|----------|-----------|-----------|-----------|---------|
| \$50,000 and less   | 109         | 8.50%  | 35,000  | 30,000   | 44,250    | 34,900    | 0         |         |
| \$50,001 - \$75,000   | 75          | 5.85%  | 60,000  | 62,500   | 59,900    | 69,450    | 62,000    |         |
| \$75,001 - \$125,000  | 213         | 16.61% | 102,500 | 94,000   | 105,000   | 106,950   | 86,450    |         |
| \$125,001 - \$175,000                                       | 337         | 26.29% | 150,000 | 149,450  | 149,700   | 159,900   | 146,450   |         |
| \$175,001 - \$225,000                                       | 193         | 15.05% | 199,000 | 210,000  | 195,000   | 199,900   | 202,450   |         |
| \$225,001 - \$325,000                                       | 196         | 15.29% | 265,500 | 245,000  | 259,000   | 269,900   | 275,000   |         |
| \$325,001 and up  | 159         | 12.40% | 415,000 | 400,000  | 429,000   | 409,000   | 417,000   |         |
| Median List Price:  | \$160,000   |        |         | \$70,000 | \$145,000 | \$241,250 | \$324,118 |         |
| Total Closed Units:   | 1,282       |        |         | 183      | 687       | 344       | 68        |         |
| Total List Volume:  | 249,959,468 |        |         | 19.66M   | 110.78M   | 95.87M    | 23.65M    |         |





# Monthly Inventory Analysis

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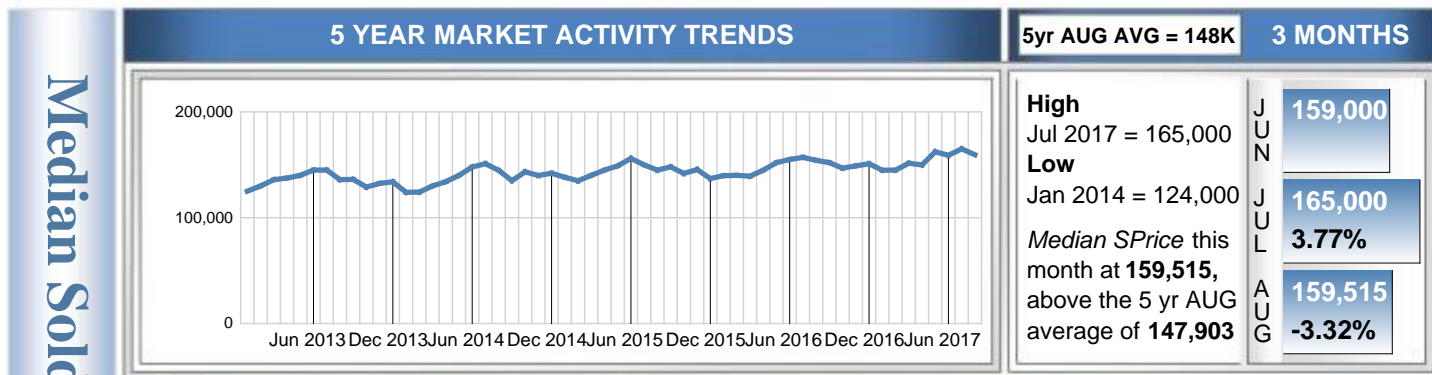
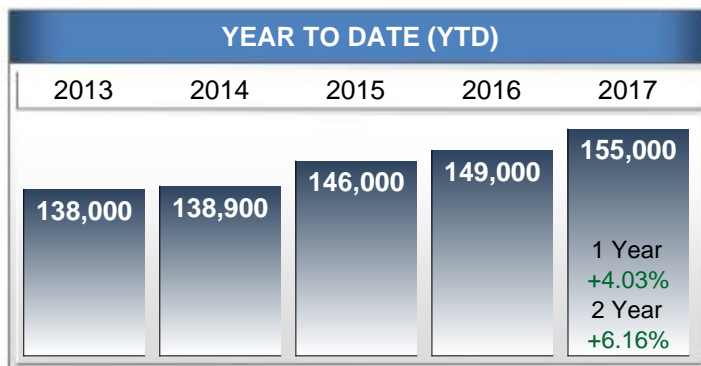
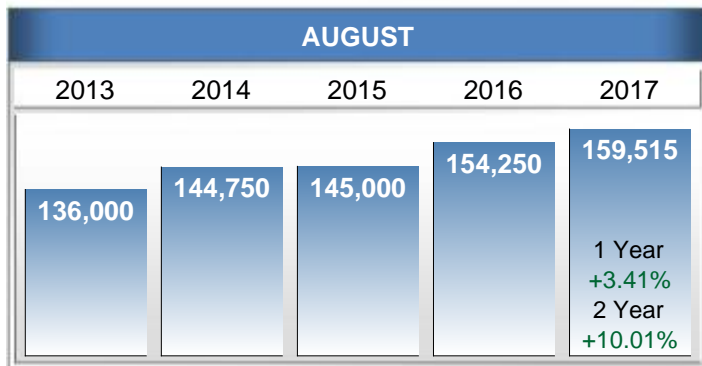
Closed Sales as of Sep 12, 2017



### Median Sold Price at Closing

Report Produced on: Sep 12, 2017

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



Median Sold Price

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

#### MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Median Sold Price at Closing by Price Range |             |  | %      | M\$\$   | ≤2 Beds  | 3 Beds    | 4 Beds    | 5 Beds+   |
|---|-------------|--|--------|---------|----------|-----------|-----------|-----------|
| \$50,000 and less   | 113         |  | 8.81%  | 31,800  | 28,250   | 37,750    | 34,900    | 0         |
| \$50,001 - \$75,000   | 80          |  | 6.24%  | 61,000  | 60,000   | 60,500    | 69,000    | 71,000    |
| \$75,001 - \$125,000  | 220         |  | 17.16% | 103,000 | 93,000   | 108,500   | 92,781    | 93,777    |
| \$125,001 - \$175,000                                       | 329         |  | 25.66% | 150,000 | 142,000  | 149,500   | 158,000   | 143,450   |
| \$175,001 - \$225,000                                       | 195         |  | 15.21% | 198,000 | 197,500  | 195,900   | 200,750   | 199,000   |
| \$225,001 - \$325,000                                       | 201         |  | 15.68% | 265,000 | 242,500  | 254,000   | 269,313   | 285,000   |
| \$325,001 and up  | 144         |  | 11.23% | 414,950 | 400,000  | 430,000   | 405,000   | 438,750   |
| Median Closed Price:  | \$159,515   |  |        |         | \$71,000 | \$144,900 | \$237,000 | \$310,000 |
| Total Closed Units:   | 1,282       |  |        |         | 183      | 687       | 344       | 68        |
| Total Closed Volume:  | 243,480,544 |  |        |         | 18.81M   | 107.99M   | 93.81M    | 22.86M    |



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2017

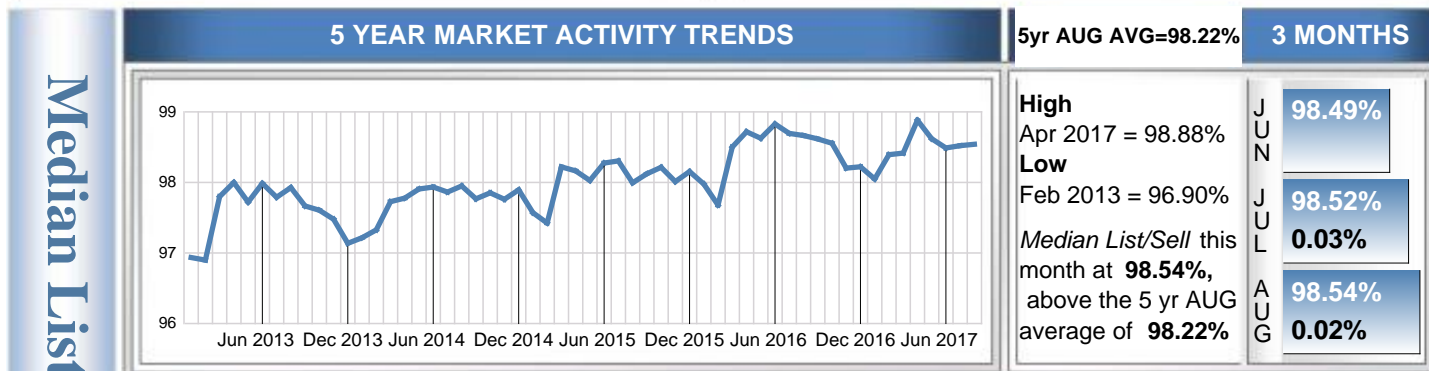
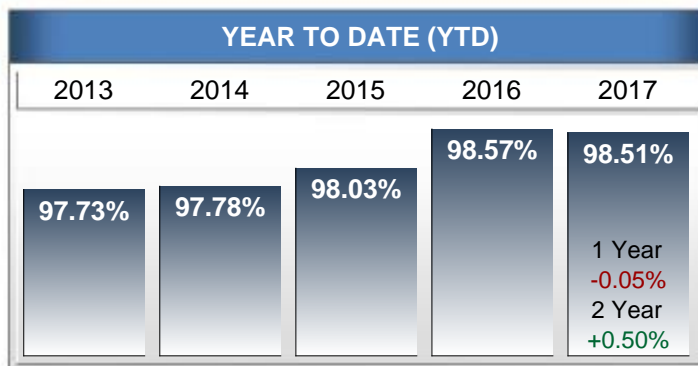
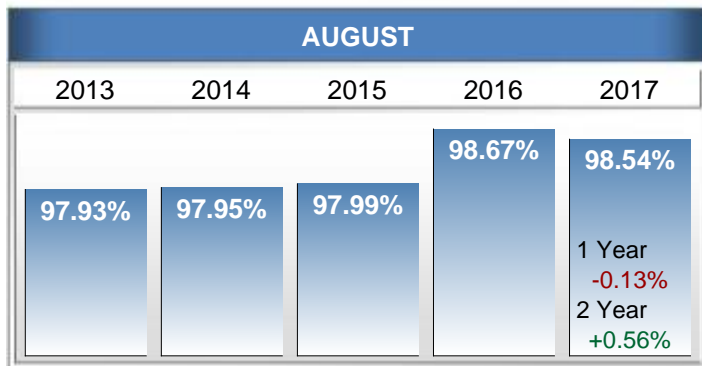
Closed Sales as of Sep 12, 2017



### Median Percent of List Price to Selling Price

Report Produced on: Sep 12, 2017

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



Median List/Sell Price

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#### MEDIAN L/S% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Median L/S % by Price Range |             | %      | ML/S%  | ≤2 Beds | 3 Beds  | 4 Beds | 5 Beds+ |
|---|-------------|--------|--------|---------|---------|--------|---------|
| \$50,000 and less                           | 113         | 8.81%  | 94.29% | 92.07%  | 96.01%  | 96.15% | 0.00%   |
| \$50,001-\$75,000                           | 80          | 6.24%  | 95.80% | 95.73%  | 95.77%  | 98.68% | 96.88%  |
| \$75,001-\$125,000                          | 220         | 17.16% | 97.99% | 96.54%  | 98.13%  | 98.00% | 100.00% |
| \$125,001-\$175,000                         | 329         | 25.66% | 99.40% | 98.56%  | 99.67%  | 98.11% | 97.83%  |
| \$175,001-\$225,000                         | 195         | 15.21% | 99.01% | 96.48%  | 98.98%  | 99.44% | 98.65%  |
| \$225,001-\$325,000                         | 201         | 15.68% | 98.45% | 97.24%  | 98.27%  | 98.79% | 98.22%  |
| \$325,001 and up                            | 144         | 11.23% | 98.05% | 97.35%  | 97.17%  | 98.57% | 97.23%  |
| Median List/Sell Ratio:                     | 98.54%      |        |        | 96.27%  | 98.80%  | 98.72% | 98.26%  |
| Total Closed Units:                         | 1,282       |        |        | 183     | 687     | 344    | 68      |
| Total Closed Volume:                        | 243,480,544 |        |        | 18.81M  | 107.99M | 93.81M | 22.86M  |



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## August 2017

Inventory as of Sep 12, 2017



### Market Summary

Report Produced on: Sep 12, 2017

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



**Absorption:** Last 12 months, an Average of **1,210** Sales/Month

**Active Inventory** as of August 31, 2017 = **6,075**

|   | AUGUST  |         |        | Year To Date |         |        |
|---|---------|---------|--------|--------------|---------|--------|
|   | 2016    | 2017    | +/-%   | 2016         | 2017    | +/-%   |
| Closed Sales                                  | 1,388   | 1,282   | -7.64% | 9,659        | 9,870   | 2.18%  |
| Pending Sales                                 | 1,352   | 1,389   | 2.74%  | 10,537       | 10,851  | 2.98%  |
| New Listings                                  | 2,256   | 2,173   | -3.68% | 17,513       | 18,011  | 2.84%  |
| Median List Price                             | 156,743 | 160,000 | 2.08%  | 149,999      | 158,567 | 5.71%  |
| Median Sale Price                             | 154,250 | 159,515 | 3.41%  | 149,000      | 155,000 | 4.03%  |
| Median Percent of List Price to Selling Price | 98.67%  | 98.54%  | -0.13% | 98.57%       | 98.51%  | -0.05% |
| Median Days on Market to Sale                 | 27.50   | 25.00   | -9.09% | 28.00        | 26.00   | -7.14% |
| Monthly Inventory                             | 5,314   | 6,075   | 14.32% | 5,314        | 6,075   | 14.32% |
| Months Supply of Inventory                    | 4.56    | 5.02    | 10.24% | 4.56         | 5.02    | 10.24% |

