



# July 2017

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

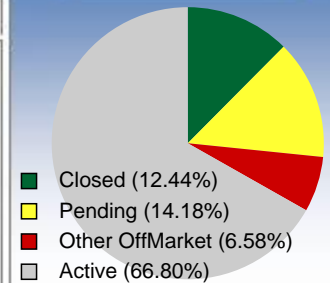


**Absorption:** Last 12 months, an Average of **1,209** Sales/Month

**Active Inventory** as of July 30, 2017 = **6,051**

|                                                | JULY    |         |         |
|------------------------------------------------|---------|---------|---------|
|                                                | 2016    | 2017    | +/- %   |
| Closed Listings                                | 1,351   | 1,127   | -16.58% |
| Pending Listings                               | 1,292   | 1,284   | -0.62%  |
| New Listings                                   | 2,061   | 2,051   | -0.49%  |
| Average List Price                             | 191,131 | 200,577 | 4.94%   |
| Average Sale Price                             | 186,437 | 195,732 | 4.99%   |
| Average Percent of List Price to Selling Price | 97.56%  | 97.37%  | -0.19%  |
| Average Days on Market to Sale                 | 38.13   | 39.84   | 4.48%   |
| End of Month Inventory                         | 5,308   | 6,051   | 14.00%  |
| Months Supply of Inventory                     | 4.55    | 5.00    | 10.06%  |

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Aug 14, 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 July 2017 rose **14.00%** to 6,051 existing homes available for sale. Over the last 12 months this area has had an average of 1,209 closed sales per month. This represents an unsold inventory index of **5.00** 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 **4.99%** in July 2017 to \$195,732 versus the previous year at \$186,437.

### Average Days on Market Lengthens

The average number of **39.84** days that homes spent on the market before selling increased by 1.71 days or **4.48%** in July 2017 compared to last year's same month at **38.13** DOM.

### Sales Success for July 2017 is Positive

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

There were 2,051 New Listings in July 2017, down **0.49%** from last year at 2,061. Furthermore, there were 1,127 Closed Listings this month versus last year at 1,351, a **-16.58%** decrease.

Closed versus Listed trends yielded a **54.9%** ratio, down from last year's July 2017 at **65.6%**, a **16.17%** 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®

## July 2017

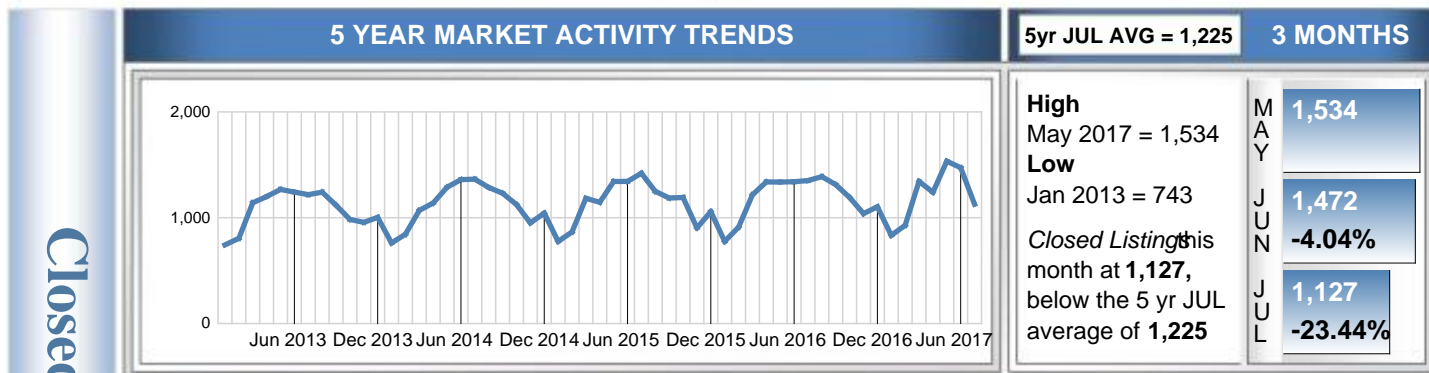
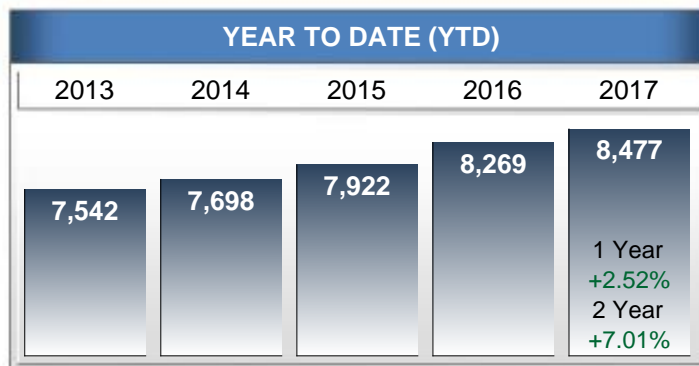
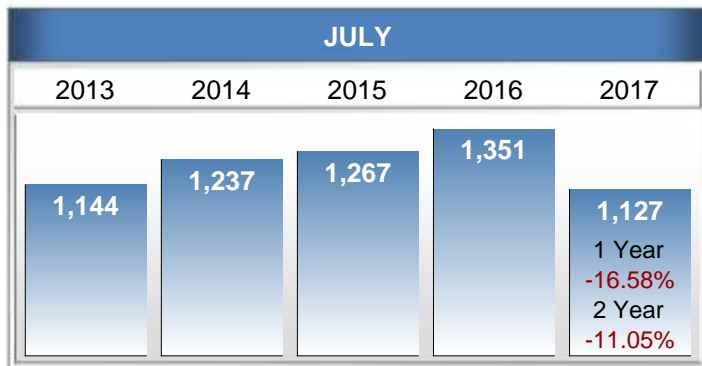
Closed Sales as of Aug 14, 2017



### Closed Listings

Report Produced on: Aug 14, 2017

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                              | 101 | 8.96%  | 59.8  | 66      | 31        | 2         | 2         |           |
| \$50,001 - \$100,000                           | 157 | 13.93% | 39.8  | 47      | 94        | 14        | 2         |           |
| \$100,001 - \$125,000                          | 94  | 8.34%  | 32.4  | 13      | 71        | 9         | 1         |           |
| \$125,001 - \$175,000                          | 261 | 23.16% | 29.8  | 13      | 197       | 48        | 3         |           |
| \$175,001 - \$250,000                          | 256 | 22.72% | 36.6  | 15      | 142       | 94        | 5         |           |
| \$250,001 - \$350,000                          | 139 | 12.33% | 43.2  | 4       | 52        | 69        | 14        |           |
| \$350,001 and up                               | 119 | 10.56% | 54.1  | 5       | 29        | 58        | 27        |           |
| Total Closed Units: 1,127                      |     |        |       | 39.8    | 163       | 616       | 294       | 54        |
| Total Closed Volume: 220,589,494               |     |        |       |         | 16.71M    | 106.17M   | 76.18M    | 21.53M    |
| Average Closed Price: \$195,732                |     |        |       |         | \$102,530 | \$172,350 | \$259,104 | \$398,753 |

Closed Listings

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# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2017

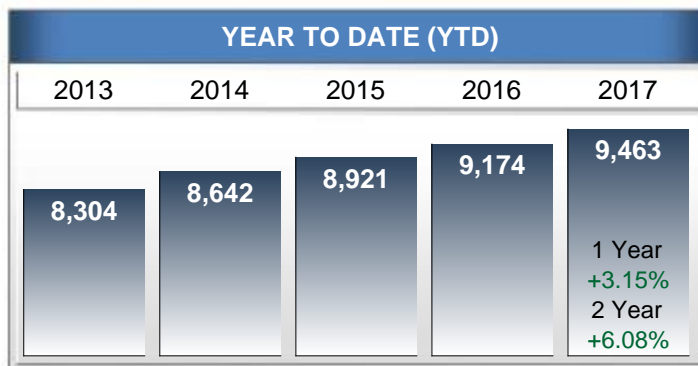
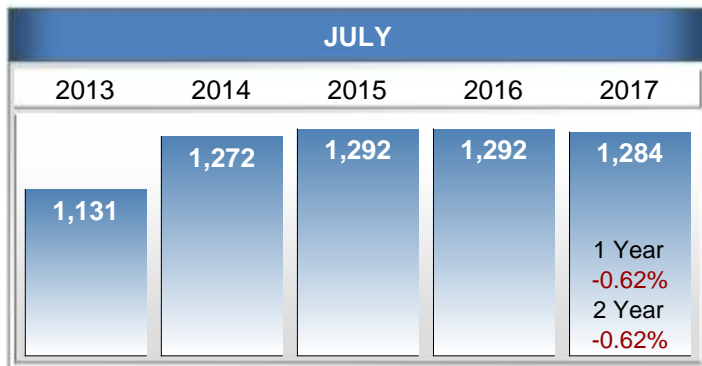
Pending Listings as of Aug 14, 2017



### Pending Listings

Report Produced on: Aug 14, 2017

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



Pending Listings  
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**5yr JUL AVG = 1,254**    **3 MONTHS**

**High**  
Mar 2017 = 1,490

**Low**  
Dec 2013 = 732

Pending Listing this month at **1,284**, above the 5 yr JUL average of **1,254**

|     |        |
|-----|--------|
| MAY | 1,476  |
| JUN | 1,357  |
| JUL | 1,284  |
| JUL | -5.38% |

#### 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                               | 120 | 9.35%  | 50.1  | 65      | 48        | 6         | 1         |           |
| \$50,001 - \$75,000                             | 97  | 7.55%  | 44.5  | 45      | 46        | 5         | 1         |           |
| \$75,001 - \$125,000                            | 206 | 16.04% | 34.8  | 29      | 149       | 24        | 4         |           |
| \$125,001 - \$175,000                           | 319 | 24.84% | 34.6  | 29      | 236       | 49        | 5         |           |
| \$175,001 - \$225,000                           | 189 | 14.72% | 42.0  | 14      | 98        | 74        | 3         |           |
| \$225,001 - \$325,000                           | 203 | 15.81% | 54.5  | 13      | 70        | 105       | 15        |           |
| \$325,001 and up                                | 150 | 11.68% | 63.0  | 10      | 35        | 78        | 27        |           |
| Total Pending Units: 1,284                      |     |        |       | 48.4    | 205       | 682       | 341       | 56        |
| Total Pending Volume: 244,475,535               |     |        |       |         | 24.67M    | 110.74M   | 90.03M    | 19.03M    |
| Average Listing Price: \$192,617                |     |        |       |         | \$120,354 | \$162,371 | \$264,027 | \$339,874 |



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2017

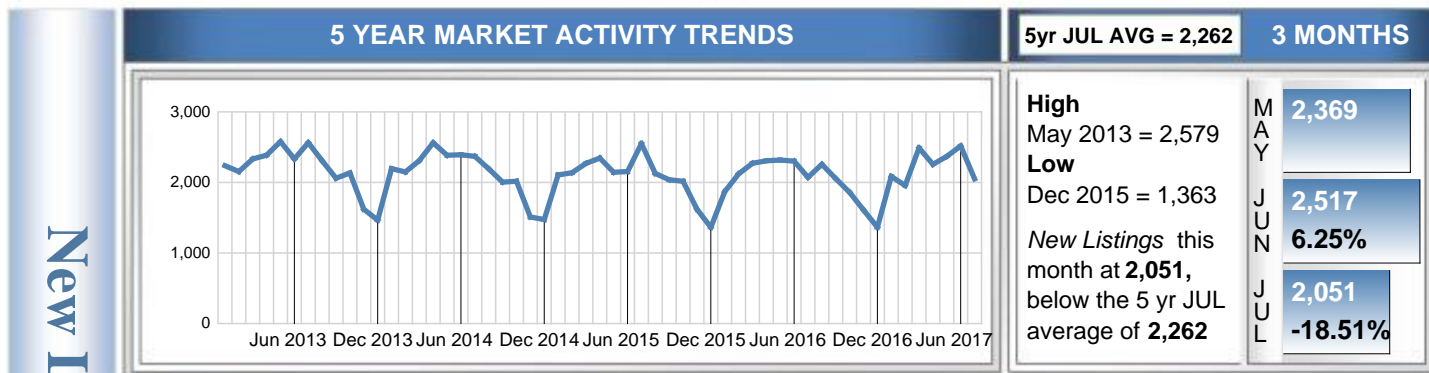
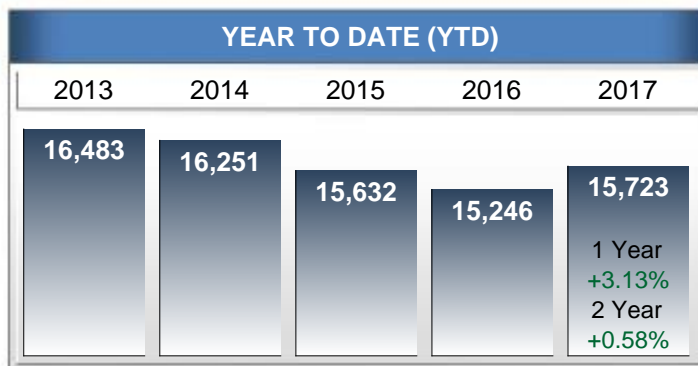
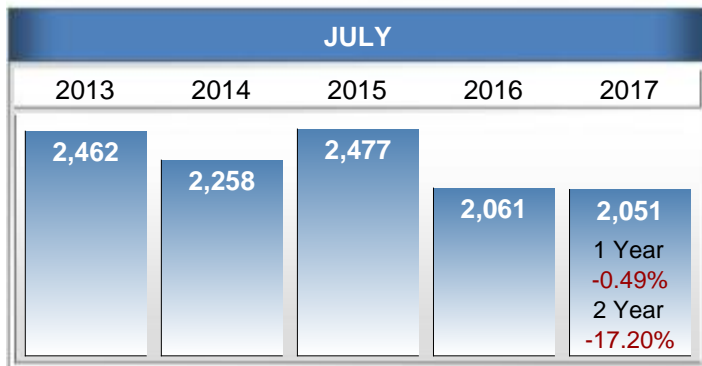
New Listings as of Aug 14, 2017



### New Listings

Report Produced on: Aug 14, 2017

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



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                           | 198 | 9.65%  | 150       | 40        | 8         | 0         |
| \$50,001 - \$75,000                         | 144 | 7.02%  | 81        | 56        | 7         | 0         |
| \$75,001 - \$125,000                        | 312 | 15.21% | 83        | 196       | 29        | 4         |
| \$125,001 - \$200,000                       | 614 | 29.94% | 66        | 404       | 136       | 8         |
| \$200,001 - \$275,000                       | 314 | 15.31% | 12        | 134       | 152       | 16        |
| \$275,001 - \$400,000                       | 265 | 12.92% | 21        | 61        | 150       | 33        |
| \$400,001 and up                            | 204 | 9.95%  | 19        | 37        | 100       | 48        |
| Total New Listed Units:                     |     |        | 432       | 928       | 582       | 109       |
| Total New Listed Volume:                    |     |        | 57.02M    | 161.99M   | 183.68M   | 52.57M    |
| Average New Listed Listing Price:           |     |        | \$131,980 | \$174,558 | \$315,607 | \$482,289 |





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2017

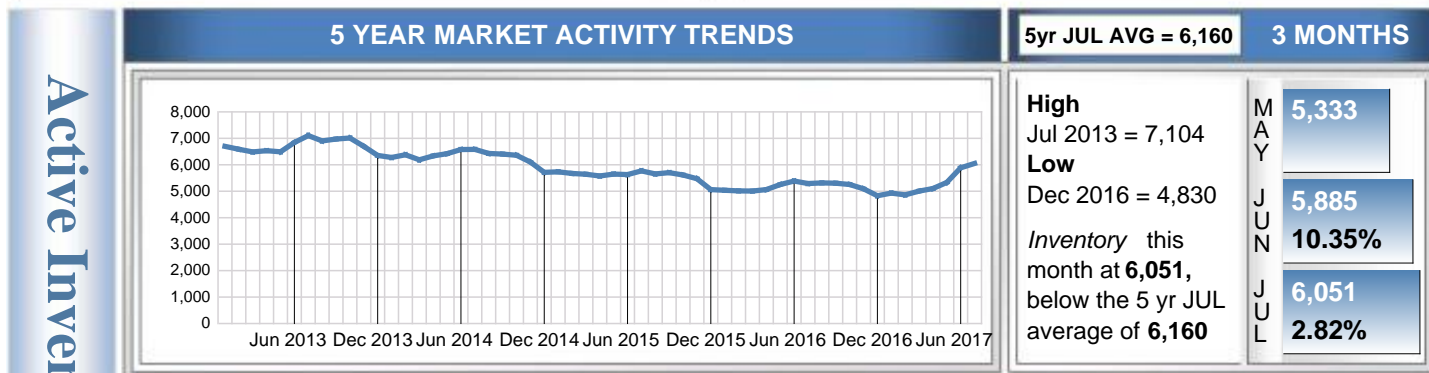
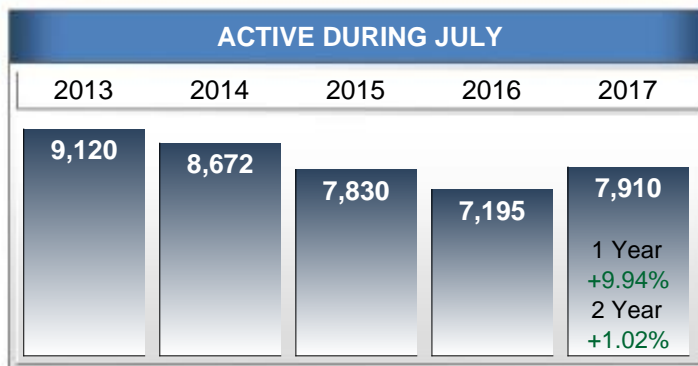
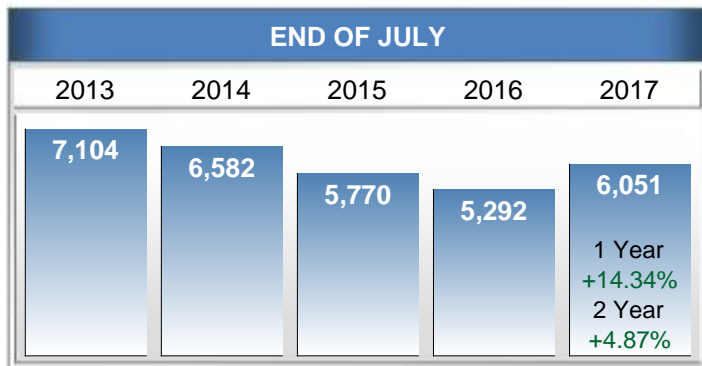
Active Inventory as of Aug 14, 2017



### Active Inventory

Report Produced on: Aug 14, 2017

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                        | 271   | 4.48%  | 87.1  | 256           | 13     | 2         | 0         |           |           |
| \$25,001 - \$75,000                      | 895   | 14.79% | 76.8  | 644           | 210    | 40        | 1         |           |           |
| \$75,001 - \$125,000                     | 733   | 12.11% | 78.7  | 229           | 444    | 51        | 9         |           |           |
| \$125,001 - \$225,000                    | 1,640 | 27.10% | 60.0  | 254           | 926    | 431       | 29        |           |           |
| \$225,001 - \$325,000                    | 1,075 | 17.77% | 68.1  | 94            | 332    | 556       | 93        |           |           |
| \$325,001 - \$525,000                    | 826   | 13.65% | 71.3  | 77            | 141    | 469       | 139       |           |           |
| \$525,001 and up                         | 611   | 10.10% | 91.9  | 107           | 60     | 230       | 214       |           |           |
| Total Active Inventory by Units:         |       |        |       | 6,051         | 72.2   | 1,661     | 2,126     | 1,779     | 485       |
| Total Active Inventory by Volume:        |       |        |       | 1,678,944,505 |        | 318.75M   | 412.40M   | 620.10M   | 327.70M   |
| Average Active Inventory Listing Price:  |       |        |       | \$277,466     |        | \$191,902 | \$193,978 | \$348,566 | \$675,670 |



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2017

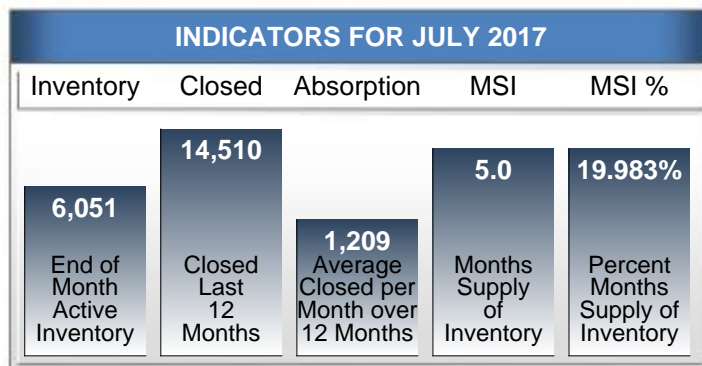
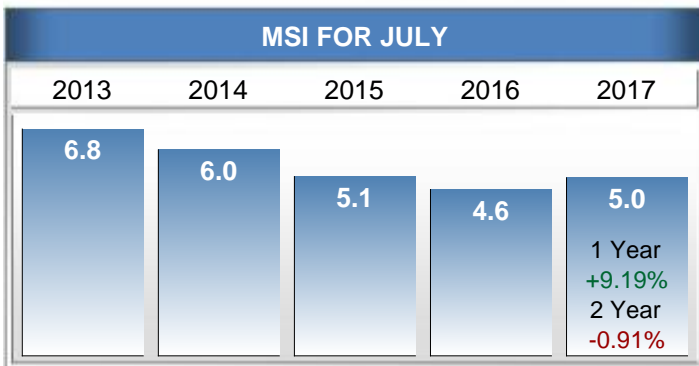
Active Inventory as of Aug 14, 2017



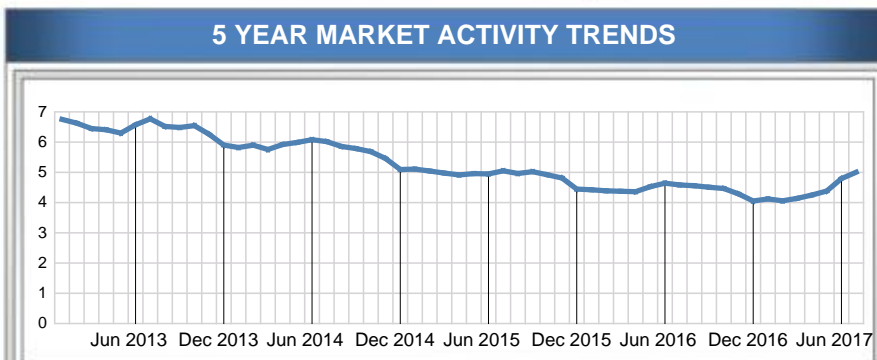
### Months Supply of Inventory

Report Produced on: Aug 14, 2017

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



Months Supply  
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| 5yr JUL AVG = 5.5                                                                                                                                         | 3 MONTHS                                                            |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------|
| <b>High</b><br>Jul 2013 = 6.8<br><b>Low</b><br>Dec 2016 = 4.1<br><i>Months Supply</i> this month at <b>5.0</b> , below the 5 yr JUL average of <b>5.5</b> | M A Y 4.4<br>J U N 4.8<br><b>9.36%</b><br>J U L 5.0<br><b>4.41%</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                                       | 271   | 4.48%  | 6.5  | 8.7   | 1.3     | 0.9    | 0.0    |         |
| \$25,001 - \$75,000                                     | 895   | 14.79% | 5.4  | 9.0   | 2.5     | 4.4    | 1.1    |         |
| \$75,001 - \$125,000                                    | 733   | 12.11% | 3.2  | 5.5   | 2.8     | 2.2    | 6.4    |         |
| \$125,001 - \$225,000                                   | 1,640 | 27.10% | 3.4  | 8.7   | 2.9     | 3.5    | 3.8    |         |
| \$225,001 - \$325,000                                   | 1,075 | 17.77% | 6.4  | 11.2  | 5.4     | 6.5    | 7.9    |         |
| \$325,001 - \$525,000                                   | 826   | 13.65% | 9.1  | 21.5  | 7.6     | 8.6    | 10.2   |         |
| \$525,001 and up                                        | 611   | 10.10% | 17.0 | 58.4  | 11.1    | 13.4   | 18.6   |         |
| MSI:                                                    | 5.0   |        |      | 8.9   | 3.2     | 5.7    | 10.3   |         |
| Total Active Inventory:                                 | 6,051 |        |      | 1,661 | 2,126   | 1,779  | 485    |         |



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2017

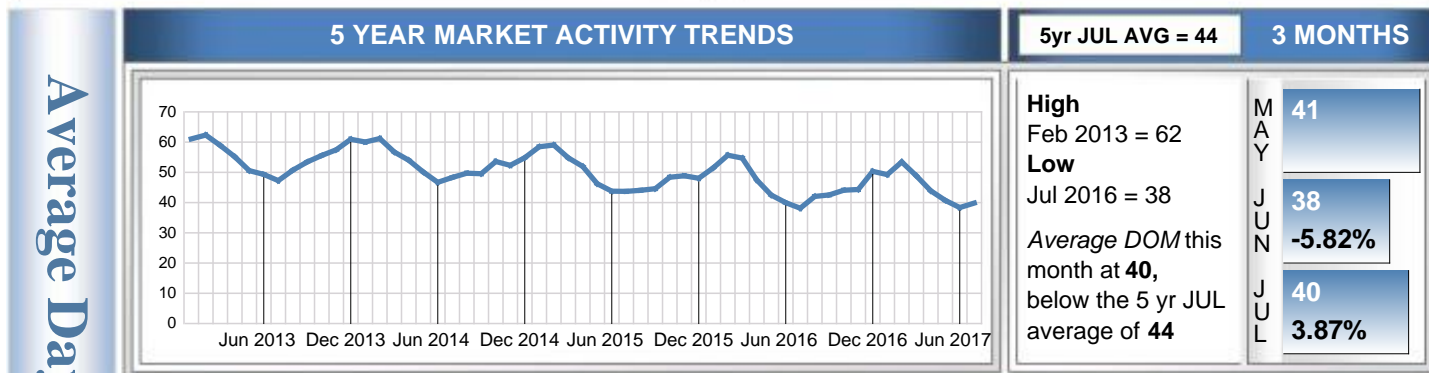
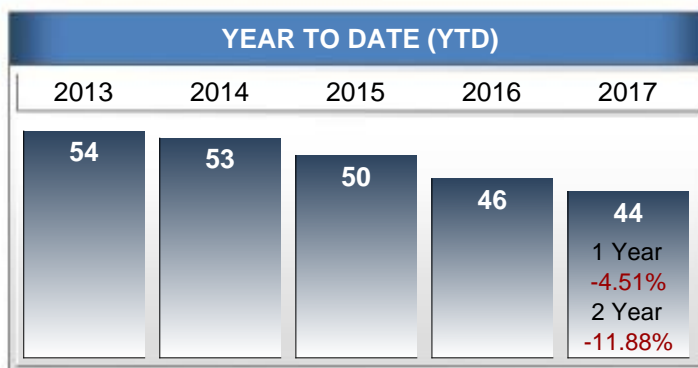
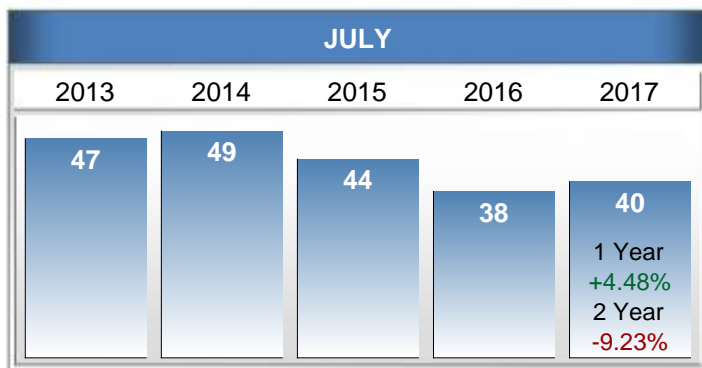
Closed Sales as of Aug 14, 2017



### Average Days on Market to Sale

Report Produced on: Aug 14, 2017

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                                             | 101 | 8.96%  | 59.8  | 69.1    | 42.5    | 8.5    | 72.0    |
| \$50,001 - \$100,000                                          | 157 | 13.93% | 39.8  | 53.1    | 34.3    | 35.8   | 13.0    |
| \$100,001 - \$125,000                                         | 94  | 8.34%  | 32.4  | 22.5    | 31.0    | 56.2   | 41.0    |
| \$125,001 - \$175,000                                         | 261 | 23.16% | 29.8  | 48.8    | 26.6    | 39.4   | 3.3     |
| \$175,001 - \$250,000                                         | 256 | 22.72% | 36.6  | 42.2    | 36.7    | 35.8   | 30.4    |
| \$250,001 - \$350,000                                         | 139 | 12.33% | 43.2  | 70.0    | 37.3    | 45.5   | 45.4    |
| \$350,001 and up                                              | 119 | 10.56% | 54.1  | 45.0    | 41.0    | 60.8   | 55.5    |
| Average Closed DOM: 39.8                                      |     |        |       | 56.0    | 33.0    | 44.1   | 46.4    |
| Total Closed Units: 1,127                                     |     |        |       | 163     | 616     | 294    | 54      |
| Total Closed Volume: 220,589,494                              |     |        |       | 16.71M  | 106.17M | 76.18M | 21.53M  |



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## July 2017

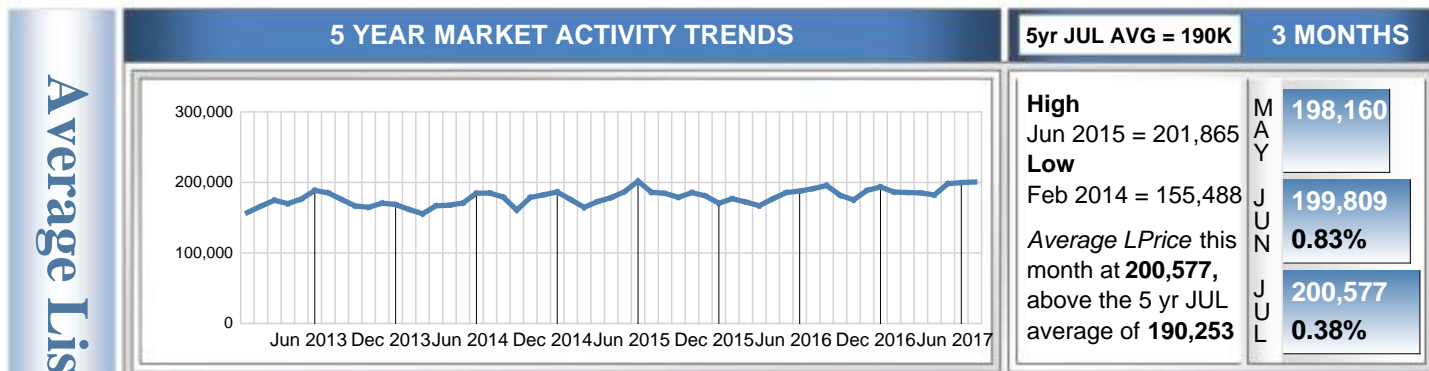
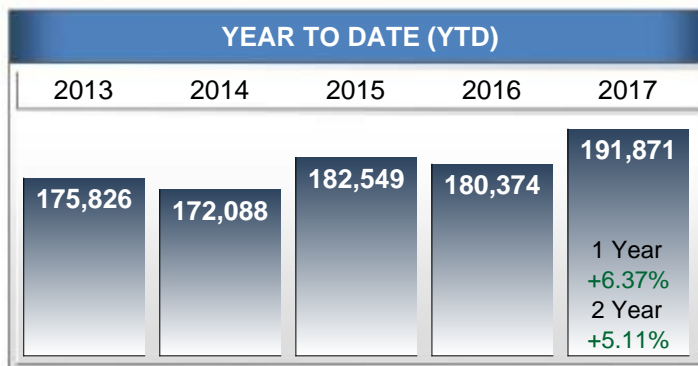
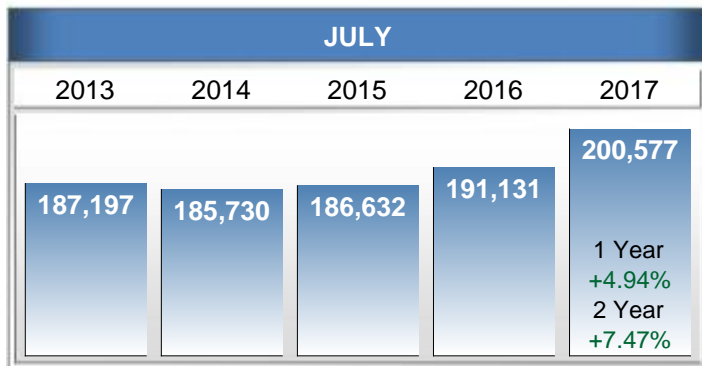
Closed Sales as of Aug 14, 2017



### Average List Price at Closing

Report Produced on: Aug 14, 2017

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                                            | 95          | 8.43%  | 33,300  | 33,494    | 38,652    | 47,375    | 39,900    |
| \$50,001 - \$100,000                                         | 154         | 13.66% | 77,663  | 77,236    | 81,034    | 83,286    | 88,750    |
| \$100,001 - \$125,000                                        | 91          | 8.07%  | 116,482 | 118,785   | 117,914   | 120,978   | 114,900   |
| \$125,001 - \$175,000                                        | 262         | 23.25% | 151,744 | 157,831   | 152,365   | 161,464   | 138,133   |
| \$175,001 - \$250,000                                        | 257         | 22.80% | 206,550 | 223,358   | 205,952   | 213,348   | 210,800   |
| \$250,001 - \$350,000                                        | 145         | 12.87% | 294,548 | 320,250   | 294,254   | 299,166   | 309,896   |
| \$350,001 and up                                             | 123         | 10.91% | 526,643 | 676,317   | 578,991   | 463,372   | 600,311   |
| Average List Price:                                          | \$200,577   |        |         | \$107,053 | \$176,202 | \$264,193 | \$414,584 |
| Total Closed Units:                                          | 1,127       |        |         | 163       | 616       | 294       | 54        |
| Total List Volume:                                           | 226,050,230 |        |         | 17.45M    | 108.54M   | 77.67M    | 22.39M    |





# Monthly Inventory Analysis

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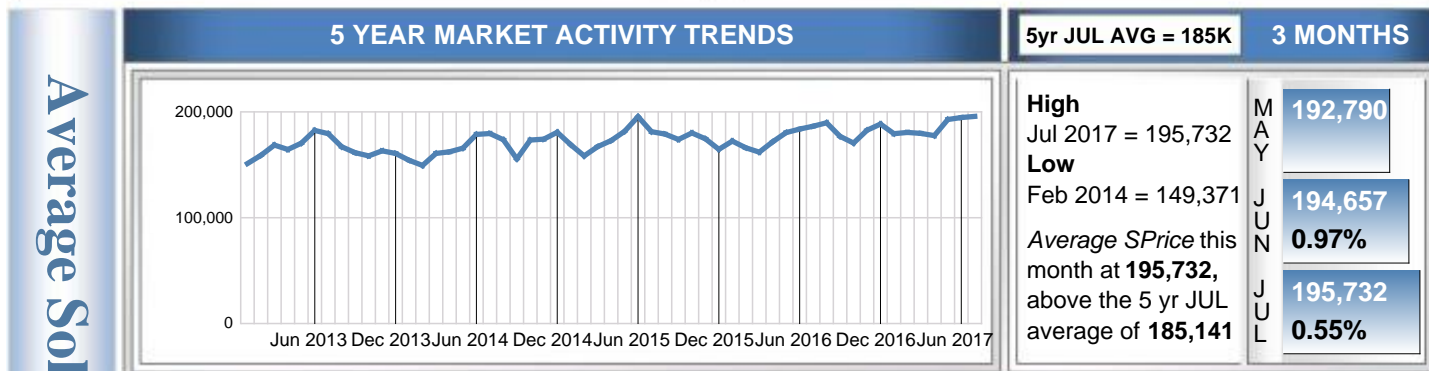
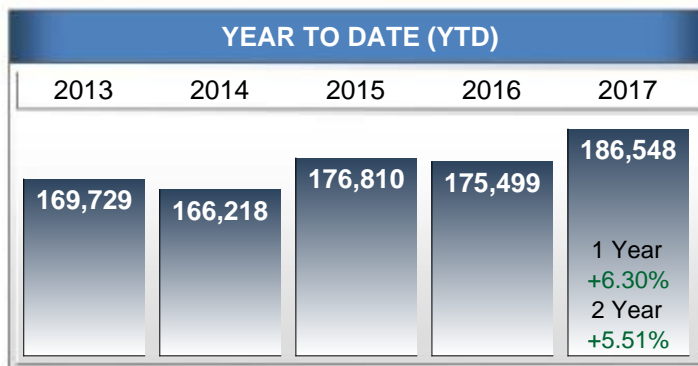
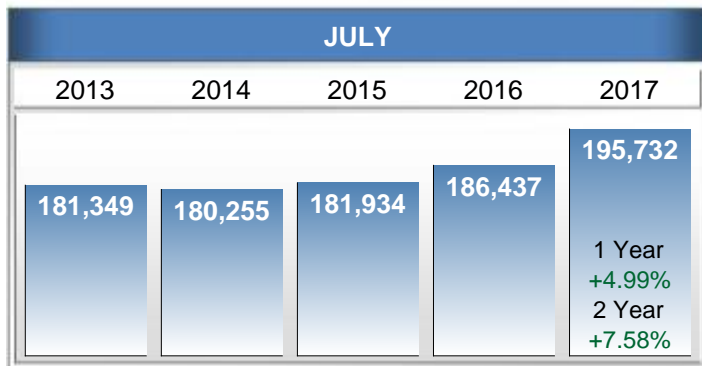
Closed Sales as of Aug 14, 2017



### Average Sold Price at Closing

Report Produced on: Aug 14, 2017

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                                            | 101         |  | 8.96%  | 31,767  | 29,961    | 35,354    | 37,500    | 30,000    |
| \$50,001 - \$100,000                                         | 157         |  | 13.93% | 76,977  | 74,460    | 77,775    | 78,814    | 85,750    |
| \$100,001 - \$125,000                                        | 94          |  | 8.34%  | 115,646 | 113,357   | 116,101   | 115,987   | 110,000   |
| \$125,001 - \$175,000                                        | 261         |  | 23.16% | 151,496 | 153,563   | 149,918   | 158,425   | 135,300   |
| \$175,001 - \$250,000                                        | 256         |  | 22.72% | 205,800 | 211,694   | 201,925   | 210,379   | 212,100   |
| \$250,001 - \$350,000                                        | 139         |  | 12.33% | 293,393 | 283,750   | 288,512   | 295,174   | 305,500   |
| \$350,001 and up                                             | 119         |  | 10.56% | 516,118 | 691,005   | 562,342   | 451,851   | 572,140   |
| Average Closed Price:                                        | \$195,732   |  |        |         | \$102,530 | \$172,350 | \$259,104 | \$398,753 |
| Total Closed Units:                                          | 1,127       |  |        |         | 163       | 616       | 294       | 54        |
| Total Closed Volume:                                         | 220,589,494 |  |        |         | 16.71M    | 106.17M   | 76.18M    | 21.53M    |



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2017

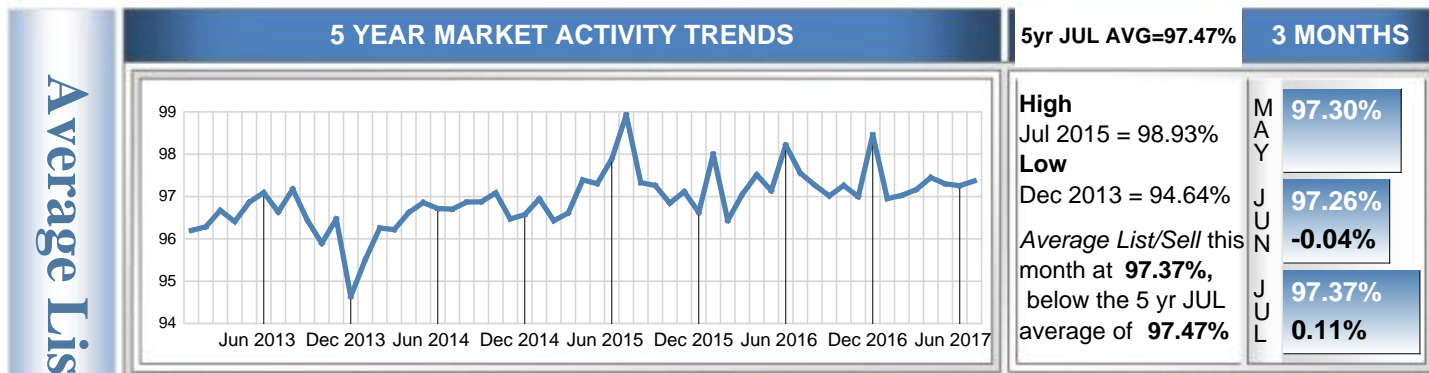
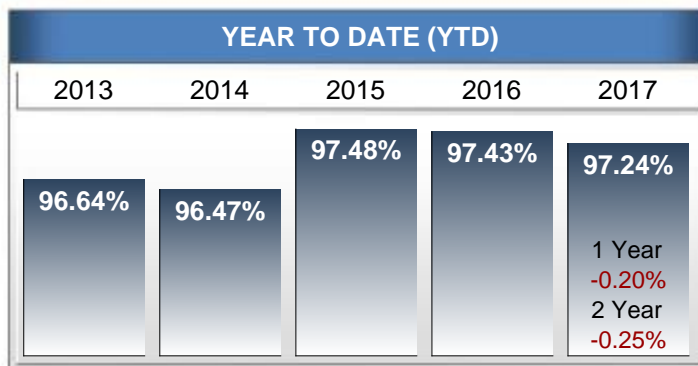
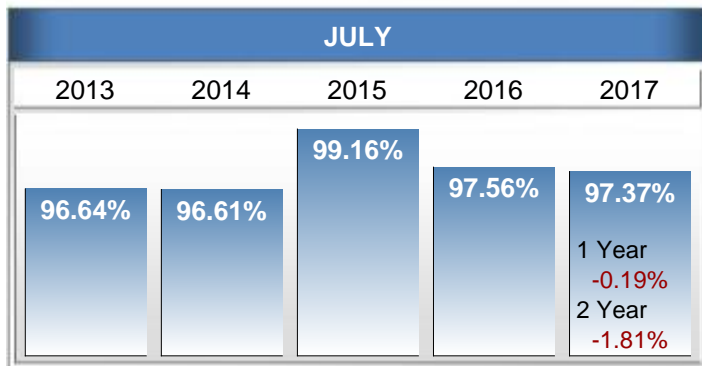
Closed Sales as of Aug 14, 2017



### Average Percent of List Price to Selling Price

Report Produced on: Aug 14, 2017

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



#### 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                            | 101 | 8.96%  | 90.51% | 90.53%  | 92.17%  | 79.29% | 75.25%  |
| \$50,001 - \$100,000                         | 157 | 13.93% | 97.47% | 100.29% | 96.39%  | 95.19% | 98.15%  |
| \$100,001 - \$125,000                        | 94  | 8.34%  | 98.03% | 95.53%  | 98.77%  | 96.06% | 95.74%  |
| \$125,001 - \$175,000                        | 261 | 23.16% | 98.41% | 97.10%  | 98.54%  | 98.22% | 98.04%  |
| \$175,001 - \$250,000                        | 256 | 22.72% | 98.22% | 95.38%  | 98.12%  | 98.70% | 100.47% |
| \$250,001 - \$350,000                        | 139 | 12.33% | 98.27% | 89.34%  | 98.27%  | 98.73% | 98.56%  |
| \$350,001 and up                             | 119 | 10.56% | 97.37% | 99.28%  | 96.85%  | 97.90% | 96.45%  |
| Average List/Sell Ratio: 97.40%              |     |        |        | 94.95%  | 97.72%  | 98.09% | 96.72%  |
| Total Closed Units: 1,127                    |     |        |        | 163     | 616     | 294    | 54      |
| Total Closed Volume: 220,589,494             |     |        |        | 16.71M  | 106.17M | 76.18M | 21.53M  |



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## July 2017

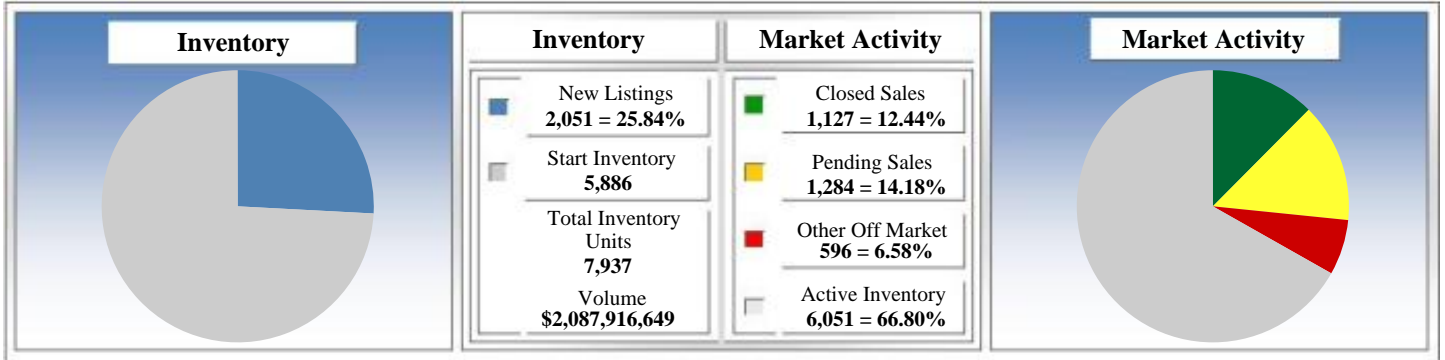
Inventory as of Aug 14, 2017



### Market Summary

Report Produced on: Aug 14, 2017

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



**Absorption:** Last 12 months, an Average of **1,209** Sales/Month

**Active Inventory** as of July 30, 2017 = **6,051**

|                                                | JULY    |         |         | Year To Date |         |        |
|------------------------------------------------|---------|---------|---------|--------------|---------|--------|
|                                                | 2016    | 2017    | +/-%    | 2016         | 2017    | +/-%   |
| Closed Sales                                   | 1,351   | 1,127   | -16.58% | 8,269        | 8,477   | 2.52%  |
| Pending Sales                                  | 1,292   | 1,284   | -0.62%  | 9,174        | 9,463   | 3.15%  |
| New Listings                                   | 2,061   | 2,051   | -0.49%  | 15,246       | 15,723  | 3.13%  |
| Average List Price                             | 191,131 | 200,577 | 4.94%   | 180,374      | 191,871 | 6.37%  |
| Average Sale Price                             | 186,437 | 195,732 | 4.99%   | 175,499      | 186,548 | 6.30%  |
| Average Percent of List Price to Selling Price | 97.56%  | 97.37%  | -0.19%  | 97.43%       | 97.24%  | -0.20% |
| Average Days on Market to Sale                 | 38.13   | 39.84   | 4.48%   | 46.27        | 44.18   | -4.51% |
| Monthly Inventory                              | 5,308   | 6,051   | 14.00%  | 5,308        | 6,051   | 14.00% |
| Months Supply of Inventory                     | 4.55    | 5.00    | 10.06%  | 4.55         | 5.00    | 10.06% |

