



# January 2013

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

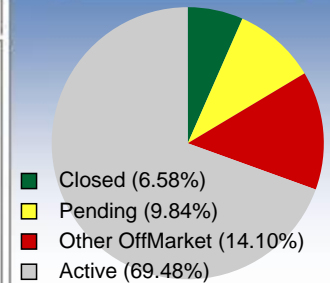


**Absorption:** Last 12 months, an Average of **988** Sales/Month

**Active Inventory** as of January 31, 2013 = **7,594**

|  | JANUARY |         |         |
|--|---------|---------|---------|
|  | 2012    | 2013    | +/- %   |
| Closed Listings                                | 681     | 719     | 5.58%   |
| Pending Listings                               | 911     | 1,076   | 18.11%  |
| New Listings                                   | 2,597   | 2,241   | -13.71% |
| Average List Price                             | 143,759 | 158,369 | 10.16%  |
| Average Sale Price                             | 137,785 | 152,141 | 10.42%  |
| Average Percent of List Price to Selling Price | 94.68%  | 96.30%  | 1.71%   |
| Average Days on Market to Sale                 | 63.03   | 60.82   | -3.50%  |
| End of Month Inventory                         | 9,242   | 7,594   | -17.83% |
| Months Supply of Inventory                     | 10.80   | 7.69    | -28.85% |

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Feb 13, 2013

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 January 2013 decreased **17.83%** to 7,594 existing homes available for sale. Over the last 12 months this area has had an average of 988 closed sales per month. This represents an unsold inventory index of **7.69** 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 **10.42%** in January 2013 to \$152,141 versus the previous year at \$137,785.

### Average Days on Market Shortens

The average number of **60.82** days that homes spent on the market before selling decreased by 2.21 days or **3.50%** in January 2013 compared to last year's same month at **63.03** DOM.

### Sales Success for January 2013 is Positive

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

There were 2,241 New Listings in January 2013, down **13.71%** from last year at 2,597. Furthermore, there were 719 Closed Listings this month versus last year at 681, a **5.58%** increase.

Closed versus Listed trends yielded a **32.1%** ratio, up from last year's January 2013 at **26.2%**, a **22.35%** 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®

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



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2013

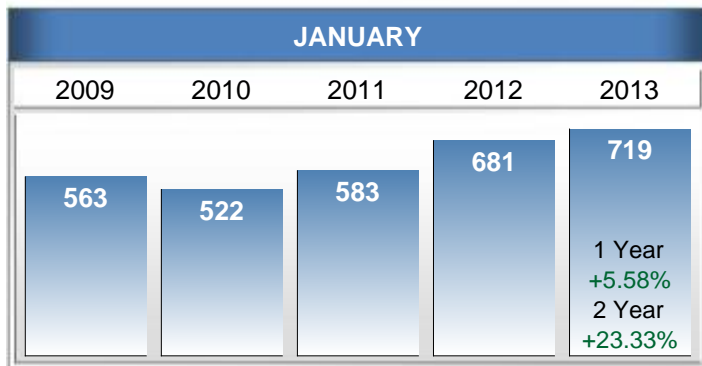
Closed Sales as of Feb 13, 2013



### Closed Listings

Report Produced on: Feb 13, 2013

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+   |           |
|--|-----|--------|-------|---------|----------|-----------|-----------|-----------|
| \$25,000 and less                              | 53  | 7.37%  | 48.4  | 36      | 15       | 1         | 1         |           |
| \$25,001 \$50,000                              | 71  | 9.87%  | 61.6  | 27      | 42       | 2         | 0         |           |
| \$50,001 \$100,000                             | 143 | 19.89% | 61.4  | 29      | 101      | 11        | 2         |           |
| \$100,001 \$150,000                            | 183 | 25.45% | 64.9  | 19      | 131      | 33        | 0         |           |
| \$150,001 \$200,000                            | 106 | 14.74% | 65.0  | 3       | 55       | 45        | 3         |           |
| \$200,001 \$300,000                            | 90  | 12.52% | 55.0  | 3       | 28       | 49        | 10        |           |
| \$300,001 and up                               | 73  | 10.15% | 59.1  | 2       | 15       | 37        | 19        |           |
| Total Closed Units: 719                        |     |        |       | 60.8    | 119      | 387       | 178       | 35        |
| Total Closed Volume: 109,389,537               |     |        |       |         | 7.99M    | 48.44M    | 41.19M    | 11.77M    |
| Average Closed Price: \$152,141                |     |        |       |         | \$67,168 | \$125,163 | \$231,388 | \$336,321 |

Closed Listings

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



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2013

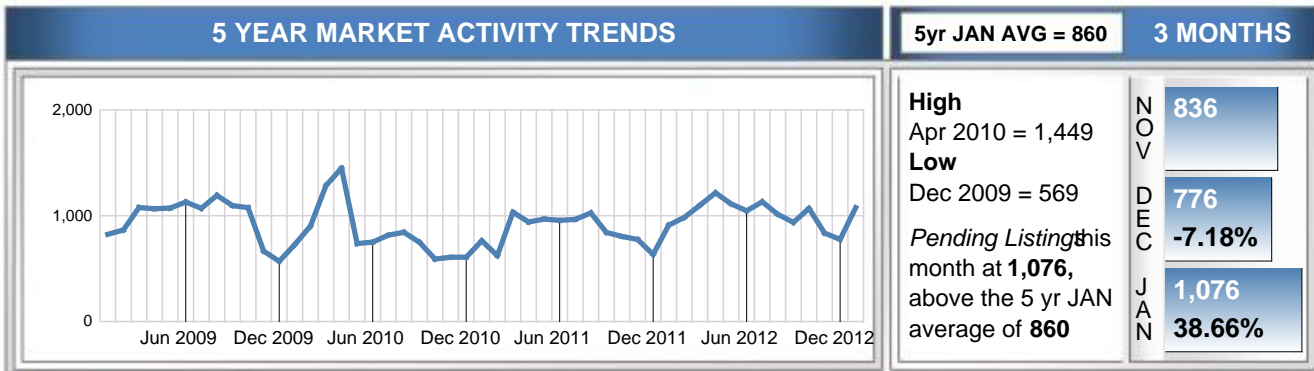
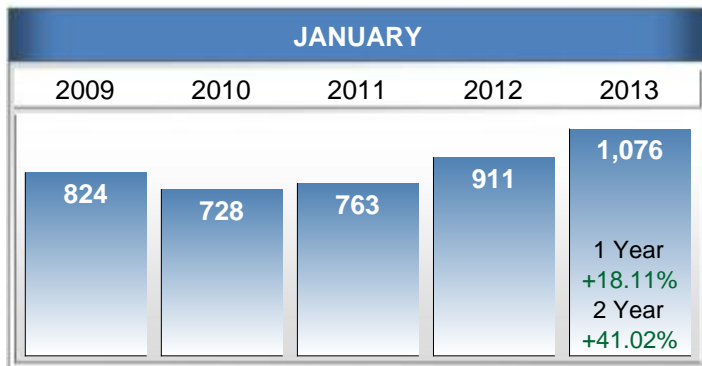
Pending Listings as of Feb 13, 2013



### Pending Listings

Report Produced on: Feb 13, 2013

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



Pending Listings

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

#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range |     | %      | AVDOM | ≤2 Beds | 3 Beds   | 4 Beds    | 5 Beds+   |           |
|---|-----|--------|-------|---------|----------|-----------|-----------|-----------|
| \$30,000 and less                               | 92  | 8.55%  | 55.8  | 57      | 34       | 1         | 0         |           |
| \$30,001 - \$70,000                             | 158 | 14.68% | 60.9  | 52      | 95       | 10        | 1         |           |
| \$70,001 - \$100,000                            | 144 | 13.38% | 63.7  | 37      | 95       | 12        | 0         |           |
| \$100,001 - \$150,000                           | 258 | 23.98% | 67.3  | 29      | 192      | 35        | 2         |           |
| \$150,001 - \$200,000                           | 166 | 15.43% | 64.3  | 15      | 84       | 65        | 2         |           |
| \$200,001 - \$300,000                           | 147 | 13.66% | 65.9  | 7       | 48       | 87        | 5         |           |
| \$300,001 and up                                | 111 | 10.32% | 63.0  | 2       | 23       | 59        | 27        |           |
| Total Pending Units: 1,076                      |     |        |       | 62.4    | 199      | 571       | 269       | 37        |
| Total Pending Volume: 178,562,204               |     |        |       |         | 15.75M   | 75.88M    | 68.02M    | 18.91M    |
| Average Listing Price: \$133,261                |     |        |       |         | \$79,171 | \$132,889 | \$252,860 | \$511,027 |



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2013

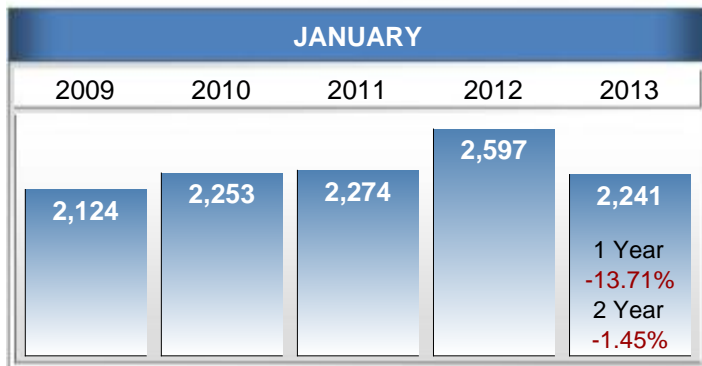
New Listings as of Feb 13, 2013



### New Listings

Report Produced on: Feb 13, 2013

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                           | 161                | 7.18%  | 133              | 22               | 4                | 2                |
| \$25,001 - \$50,000                         | 210                | 9.37%  | 158              | 43               | 9                | 0                |
| \$50,001 - \$75,000                         | 272                | 12.14% | 150              | 108              | 14               | 0                |
| \$75,001 - \$150,000                        | 669                | 29.85% | 132              | 460              | 73               | 4                |
| \$150,001 - \$225,000                       | 421                | 18.79% | 45               | 223              | 143              | 10               |
| \$225,001 - \$375,000                       | 280                | 12.49% | 23               | 73               | 159              | 25               |
| \$375,001 and up                            | 228                | 10.17% | 35               | 34               | 102              | 57               |
| <b>Total New Listed Units:</b>              | <b>2,241</b>       |        | <b>676</b>       | <b>963</b>       | <b>504</b>       | <b>98</b>        |
| <b>Total New Listed Volume:</b>             | <b>418,385,617</b> |        | <b>79.88M</b>    | <b>139.50M</b>   | <b>142.11M</b>   | <b>56.90M</b>    |
| <b>Average New Listed Listing Price:</b>    | <b>\$173,832</b>   |        | <b>\$118,159</b> | <b>\$144,856</b> | <b>\$281,971</b> | <b>\$580,615</b> |



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2013

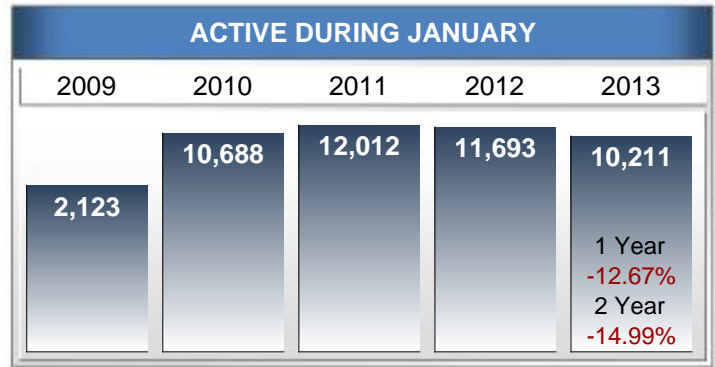
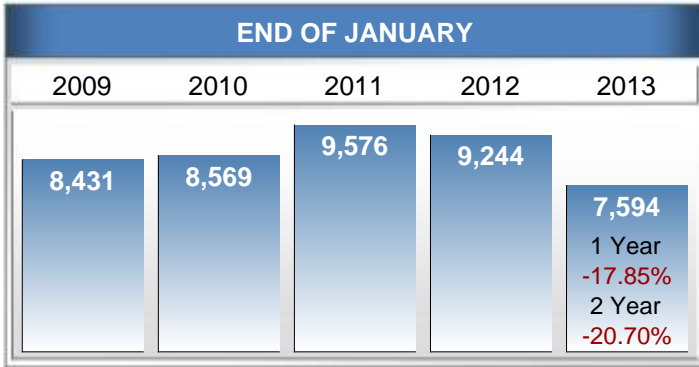
Active Inventory as of Feb 13, 2013



### Active Inventory

Report Produced on: Feb 13, 2013

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



Active Inventory

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

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range |       | %      | AVDOM | ≤2 Beds       | 3 Beds | 4 Beds    | 5 Beds+   |           |           |
|--|-------|--------|-------|---------------|--------|-----------|-----------|-----------|-----------|
| \$25,000 and less                        | 659   | 8.68%  | 79.2  | 602           | 46     | 9         | 2         |           |           |
| \$25,001 \$50,000                        | 982   | 12.93% | 99.0  | 796           | 151    | 33        | 2         |           |           |
| \$50,001 \$75,000                        | 803   | 10.57% | 77.1  | 444           | 316    | 39        | 4         |           |           |
| \$75,001 \$150,000                       | 2,206 | 29.05% | 82.3  | 546           | 1,424  | 223       | 13        |           |           |
| \$150,001 \$225,000                      | 1,270 | 16.72% | 81.7  | 153           | 675    | 398       | 44        |           |           |
| \$225,001 \$375,000                      | 906   | 11.93% | 84.7  | 94            | 265    | 457       | 90        |           |           |
| \$375,001 and up                         | 768   | 10.11% | 82.8  | 151           | 115    | 312       | 190       |           |           |
| Total Active Inventory by Units:         |       |        |       | 7,594         | 83.9   | 2,786     | 2,992     | 1,471     | 345       |
| Total Active Inventory by Volume:        |       |        |       | 1,462,805,354 |        | 349.26M   | 458.60M   | 437.84M   | 217.10M   |
| Average Active Inventory Listing Price:  |       |        |       | \$192,626     |        | \$125,364 | \$153,277 | \$297,647 | \$629,273 |



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2013

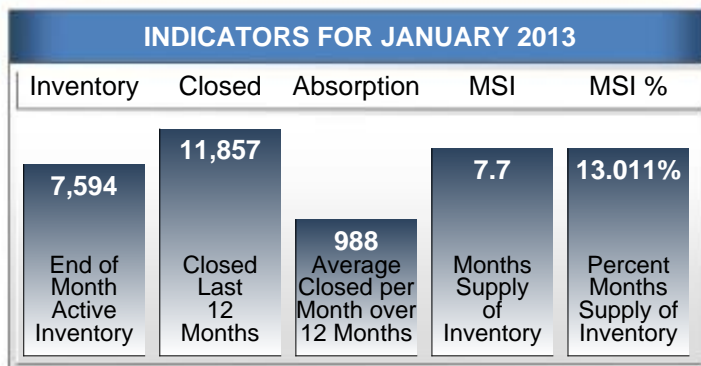
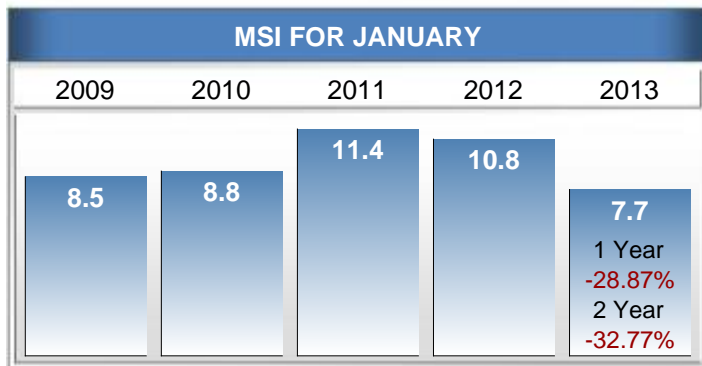
Active Inventory as of Feb 13, 2013



### Months Supply of Inventory

Report Produced on: Feb 13, 2013

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



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



#### 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                                       | 318   | 4.19%  | 7.5   | 9.7   | 2.8     | 3.4    | 0.0    |         |
| \$20,001 \$50,000                                       | 1,323 | 17.42% | 12.4  | 23.2  | 3.1     | 6.0    | 3.6    |         |
| \$50,001 \$80,000                                       | 1,001 | 13.18% | 8.7   | 16.9  | 5.8     | 4.8    | 7.5    |         |
| \$80,001 \$150,000                                      | 2,008 | 26.44% | 6.0   | 13.0  | 5.3     | 4.3    | 4.6    |         |
| \$150,001 \$220,000                                     | 1,201 | 15.82% | 6.3   | 13.1  | 6.3     | 5.2    | 7.1    |         |
| \$220,001 \$370,000                                     | 958   | 12.62% | 6.9   | 23.3  | 6.7     | 6.1    | 6.0    |         |
| \$370,001 and up  | 785   | 10.34% | 13.8  | 66.4  | 12.1    | 10.5   | 13.6   |         |
| MSI:  |       |        | 7.7   | 17.3  | 5.5     | 6.0    | 8.8    |         |
| Total Active Inventory:                                 |       |        | 7,594 | 2,786 | 2,992   | 1,471  | 345    |         |



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2013

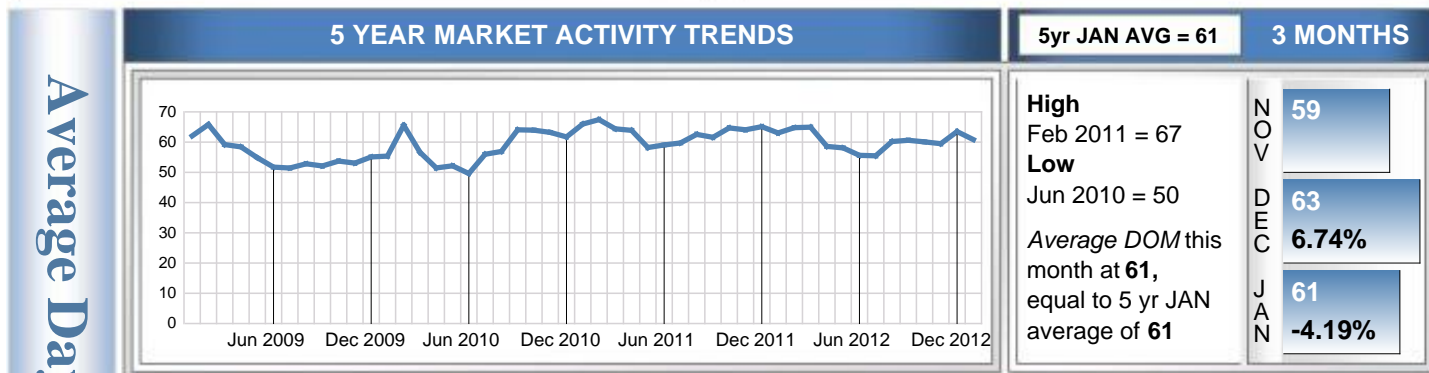
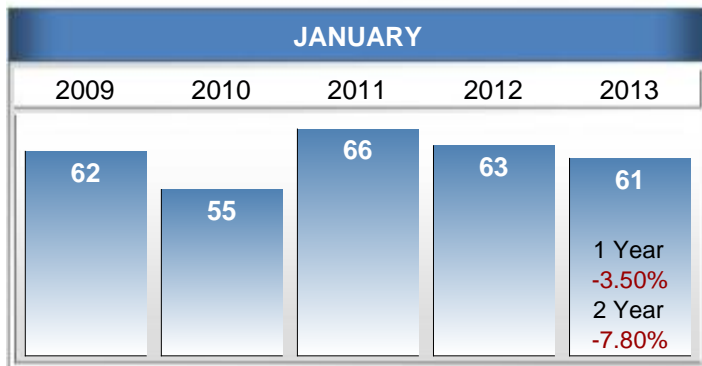
Closed Sales as of Feb 13, 2013



### Average Days on Market to Sale

Report Produced on: Feb 13, 2013

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



Average Days on Market

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

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

| Distribution of Average Days on Market to Sale by Price Range |     | %      | AVDOM | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ |
|---|-----|--------|-------|---------|--------|--------|---------|
| \$25,000 and less   | 53  | 7.37%  | 48.4  | 53.0    | 29.0   | 147.0  | 72.0    |
| \$25,001 \$50,000   | 71  | 9.87%  | 61.6  | 65.5    | 57.5   | 94.0   | 0.0     |
| \$50,001 \$100,000  | 143 | 19.89% | 61.4  | 58.6    | 63.7   | 52.1   | 34.0    |
| \$100,001 \$150,000   | 183 | 25.45% | 64.9  | 82.6    | 63.6   | 59.8   | 0.0     |
| \$150,001 \$200,000   | 106 | 14.74% | 65.0  | 49.0    | 62.4   | 68.7   | 72.0    |
| \$200,001 \$300,000   | 90  | 12.52% | 55.0  | 35.0    | 51.6   | 57.0   | 60.6    |
| \$300,001 and up  | 73  | 10.15% | 59.1  | 88.5    | 69.9   | 57.9   | 49.9    |
| Average Closed DOM: 60.8                                      |     |        |       | 62.0    | 60.8   | 61.3   | 54.6    |
| Total Closed Units: 719                                       |     |        |       | 119     | 387    | 178    | 35      |
| Total Closed Volume: 109,389,537                              |     |        |       | 7.99M   | 48.44M | 41.19M | 11.77M  |



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2013

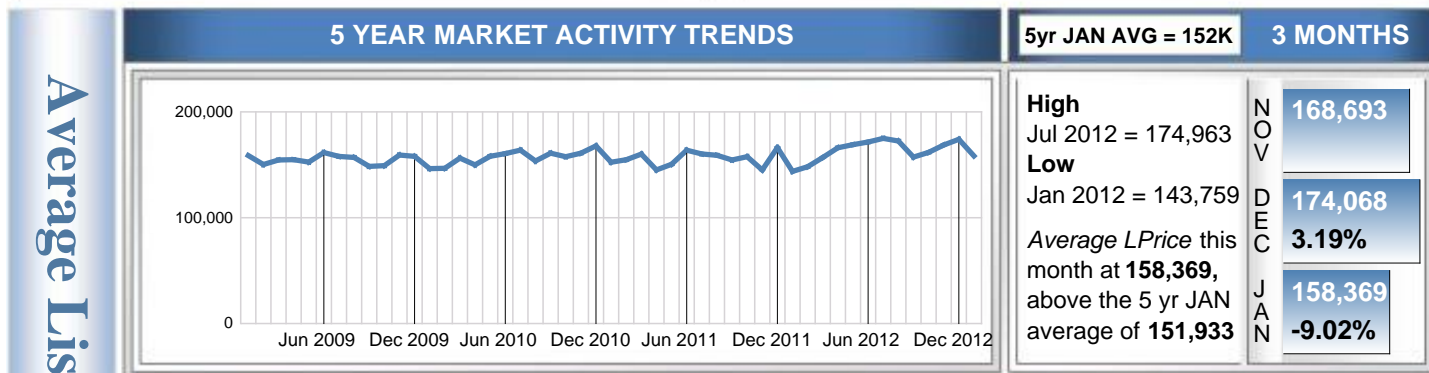
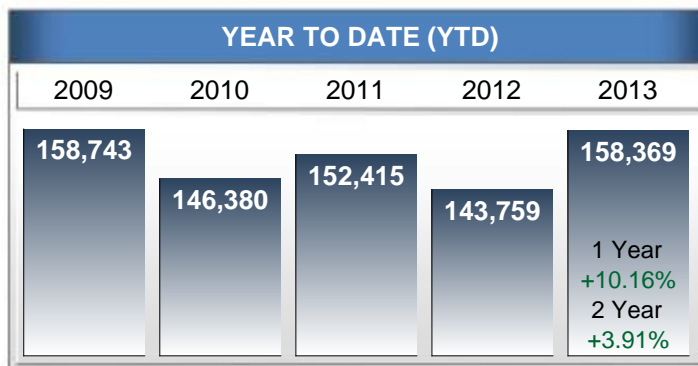
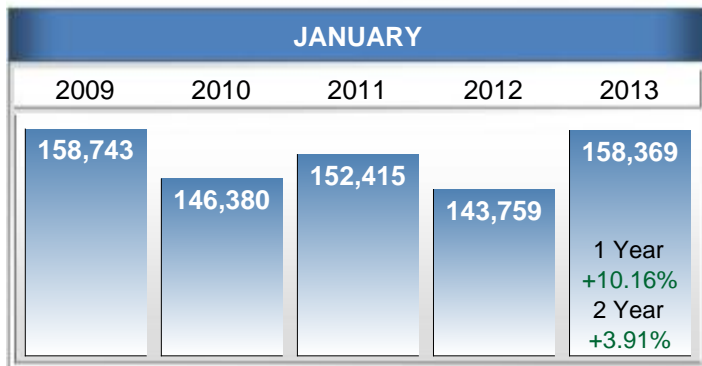
Closed Sales as of Feb 13, 2013



### Average List Price at Closing

Report Produced on: Feb 13, 2013

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



Average List Price

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

#### AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Average List Price at Closing by Price Range |             | %      | AVL\$   | ≤2 Beds  | 3 Beds    | 4 Beds    | 5 Beds+   |
|--|-------------|--------|---------|----------|-----------|-----------|-----------|
| \$25,000 and less  | 46          | 6.40%  | 17,508  | 18,898   | 20,040    | 19,001    | 28,000    |
| \$25,001 \$50,000  | 68          | 9.46%  | 38,356  | 41,054   | 42,157    | 52,400    | 0         |
| \$50,001 \$100,000   | 148         | 20.58% | 77,711  | 75,528   | 80,796    | 87,239    | 93,400    |
| \$100,001 \$150,000  | 179         | 24.90% | 127,429 | 127,847  | 127,901   | 135,006   | 0         |
| \$150,001 \$200,000  | 110         | 15.30% | 174,959 | 179,933  | 178,899   | 179,663   | 185,833   |
| \$200,001 \$300,000  | 89          | 12.38% | 248,012 | 282,833  | 247,382   | 252,500   | 268,805   |
| \$300,001 and up   | 79          | 10.99% | 440,809 | 327,000  | 435,633   | 454,224   | 466,668   |
| Average List Price:  | \$158,369   |        |         | \$71,012 | \$129,941 | \$240,462 | \$352,201 |
| Total Closed Units:  | 719         |        |         | 119      | 387       | 178       | 35        |
| Total List Volume:   | 113,866,991 |        |         | 8.45M    | 50.29M    | 42.80M    | 12.33M    |





# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2013

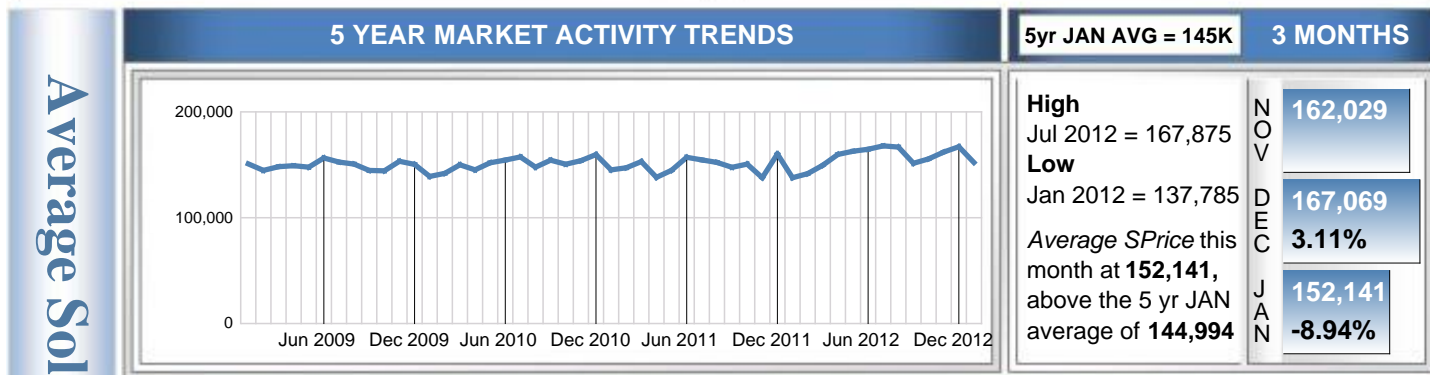
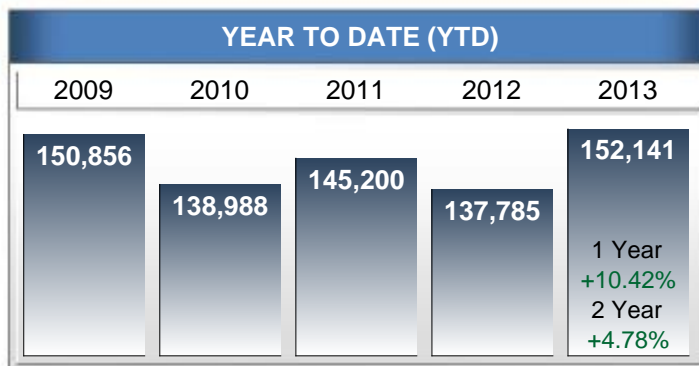
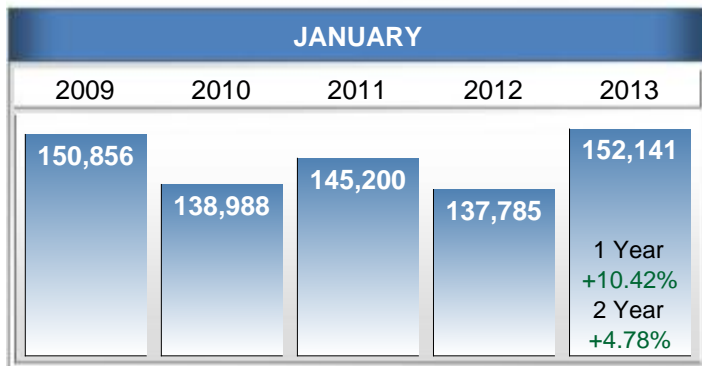
Closed Sales as of Feb 13, 2013



### Average Sold Price at Closing

Report Produced on: Feb 13, 2013

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



Average Sold Price

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

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

| Distribution of Average Sold Price at Closing by Price Range |     |  | %      | AVS\$   | ≤2 Beds  | 3 Beds    | 4 Beds    | 5 Beds+   |
|--|-----|--|--------|---------|----------|-----------|-----------|-----------|
| \$25,000 and less  | 53  |  | 7.37%  | 17,566  | 17,115   | 18,457    | 14,000    | 24,000    |
| \$25,001 \$50,000  | 71  |  | 9.87%  | 38,155  | 37,257   | 38,475    | 43,550    | 0         |
| \$50,001 \$100,000   | 143 |  | 19.89% | 76,568  | 72,723   | 76,986    | 81,784    | 82,500    |
| \$100,001 \$150,000  | 183 |  | 25.45% | 125,528 | 122,376  | 124,716   | 130,567   | 0         |
| \$150,001 \$200,000  | 106 |  | 14.74% | 173,744 | 177,333  | 172,836   | 174,020   | 182,667   |
| \$200,001 \$300,000  | 90  |  | 12.52% | 245,076 | 259,917  | 240,005   | 246,159   | 249,513   |
| \$300,001 and up   | 73  |  | 10.15% | 429,520 | 312,500  | 413,727   | 432,027   | 449,426   |
| Average Closed Price: \$152,141                              |     |  |        |         | \$67,168 | \$125,163 | \$231,388 | \$336,321 |
| Total Closed Units: 719                                      |     |  |        |         | 119      | 387       | 178       | 35        |
| Total Closed Volume: 109,389,537                             |     |  |        |         | 7.99M    | 48.44M    | 41.19M    | 11.77M    |



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2013

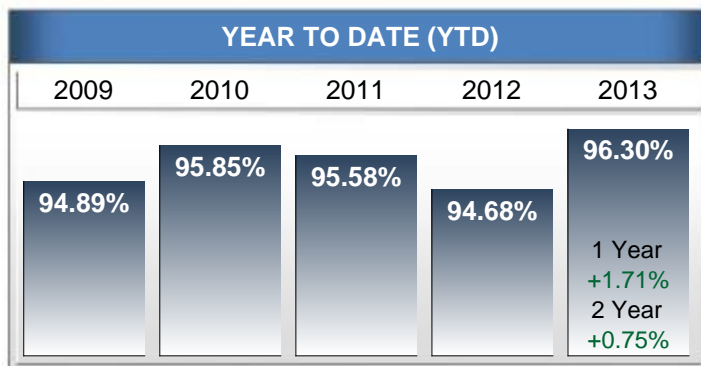
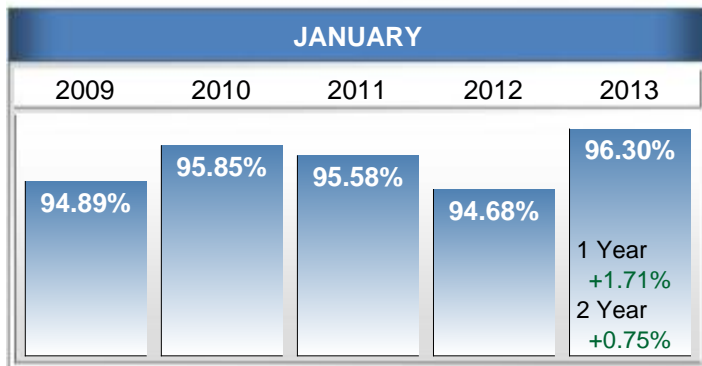
Closed Sales as of Feb 13, 2013



### Average Percent of List Price to Selling Price

Report Produced on: Feb 13, 2013

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



Average List/Sell Price

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



| 5yr JAN AVG=95.46%  |                   | 3 MONTHS   |              |
|---|-------------------|------------|--------------|
| <b>High</b>   | Jul 2010 = 98.73% | <b>NOV</b> | 96.34%       |
| <b>Low</b>  | Jan 2012 = 94.68% | <b>DEC</b> | 95.99%       |
| Average List/Sell this month at <b>96.30%</b> , above the 5 yr JAN average of <b>95.46%</b> |                   | <b>JAN</b> | 96.30%       |
|   |                   |            | <b>0.32%</b> |

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

| Distribution of \$avgmed L/S % by Price Range |     | %      | AVL/S% | ≤2 Beds     | 3 Beds | 4 Beds | 5 Beds+ |        |
|---|-----|--------|--------|-------------|--------|--------|---------|--------|
| \$25,000 and less                             | 53  | 7.37%  | 96.37% | 98.48%      | 93.51% | 73.68% | 85.71%  |        |
| \$25,001 \$50,000                             | 71  | 9.87%  | 92.97% | 92.15%      | 93.76% | 87.43% | 0.00%   |        |
| \$50,001 \$100,000                            | 143 | 19.89% | 95.62% | 96.94%      | 95.48% | 94.91% | 87.76%  |        |
| \$100,001 \$150,000                           | 183 | 25.45% | 97.45% | 96.19%      | 97.80% | 96.79% | 0.00%   |        |
| \$150,001 \$200,000                           | 106 | 14.74% | 97.21% | 98.63%      | 97.28% | 96.95% | 98.36%  |        |
| \$200,001 \$300,000                           | 90  | 12.52% | 96.82% | 91.96%      | 97.21% | 97.52% | 93.78%  |        |
| \$300,001 and up                              | 73  | 10.15% | 95.92% | 95.57%      | 95.60% | 95.75% | 96.55%  |        |
| Average List/Sell Ratio:                      |     |        |        | 96.30%      | 96.09% | 96.39% | 96.46%  | 95.11% |
| Total Closed Units:                           |     |        |        | 719         | 119    | 387    | 178     | 35     |
| Total Closed Volume:                          |     |        |        | 109,389,537 | 7.99M  | 48.44M | 41.19M  | 11.77M |



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## January 2013

Inventory as of Feb 13, 2013



### Market Summary

Report Produced on: Feb 13, 2013

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



**Absorption:** Last 12 months, an Average of 988 Sales/Month

**Active Inventory** as of January 31, 2013 = 7,594

|  | JANUARY |         |         | Year To Date |         |         |
|--|---------|---------|---------|--------------|---------|---------|
|  | 2012    | 2013    | +/- %   | 2012         | 2013    | +/- %   |
| Closed Sales                                   | 681     | 719     | 5.58%   | 681          | 719     | 5.58%   |
| Pending Sales                                  | 911     | 1,076   | 18.11%  | 911          | 1,076   | 18.11%  |
| New Listings                                   | 2,597   | 2,241   | -13.71% | 2,597        | 2,241   | -13.71% |
| Average List Price                             | 143,759 | 158,369 | 10.16%  | 143,759      | 158,369 | 10.16%  |
| Average Sale Price                             | 137,785 | 152,141 | 10.42%  | 137,785      | 152,141 | 10.42%  |
| Average Percent of List Price to Selling Price | 94.68%  | 96.30%  | 1.71%   | 94.68%       | 96.30%  | 1.71%   |
| Average Days on Market to Sale                 | 63.03   | 60.82   | -3.50%  | 63.03        | 60.82   | -3.50%  |
| Monthly Inventory                              | 9,242   | 7,594   | -17.83% | 9,242        | 7,594   | -17.83% |
| Months Supply of Inventory                     | 10.80   | 7.69    | -28.85% | 10.80        | 7.69    | -28.85% |

