

August 2019



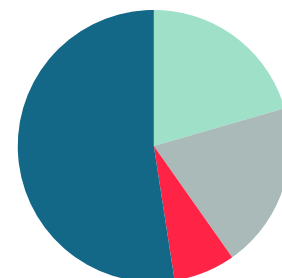
Area Delimited by County Of Tulsa - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Jul 20, 2023 for MLS Technology Inc.

| Compared Metrics | 2018 | August 2019 | +/-% |
|--|---------|-------------|---------|
| Closed Listings | 996 | 990 | -0.60% |
| Pending Listings | 913 | 951 | 4.16% |
| New Listings | 1,419 | 1,235 | -12.97% |
| Average List Price | 214,751 | 220,813 | 2.82% |
| Average Sale Price | 209,253 | 215,117 | 2.80% |
| Average Percent of Selling Price to List Price | 97.59% | 97.62% | 0.03% |
| Average Days on Market to Sale | 37.19 | 35.55 | -4.40% |
| End of Month Inventory | 3,401 | 2,530 | -25.61% |
| Months Supply of Inventory | 4.00 | 3.04 | -24.19% |



■ Closed (20.52%)
■ Pending (19.71%)
■ Other OffMarket (7.32%)
■ Active (52.45%)

Absorption: Last 12 months, an Average of **833** Sales/Month
Active Inventory as of August 31, 2019 = **2,530**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of August 2019 decreased **25.61%** to 2,530 existing homes available for sale. Over the last 12 months this area has had an average of 833 closed sales per month. This represents an unsold inventory index of **3.04** MSI for this period.

Average Sale Price 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 **2.80%** in August 2019 to \$215,117 versus the previous year at \$209,253.

Average Days on Market Shortens

The average number of **35.55** days that homes spent on the market before selling decreased by 1.64 days or **4.40%** in August 2019 compared to last year's same month at **37.19** DOM.

Sales Success for August 2019 is Positive

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

There were 1,235 New Listings in August 2019, down **12.97%** from last year at 1,419. Furthermore, there were 990 Closed Listings this month versus last year at 996, a **-0.60%** decrease.

Closed versus Listed trends yielded a **80.2%** ratio, up from previous year's, August 2018, at **70.2%**, a **14.21%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the months to come.

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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®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

August 2019



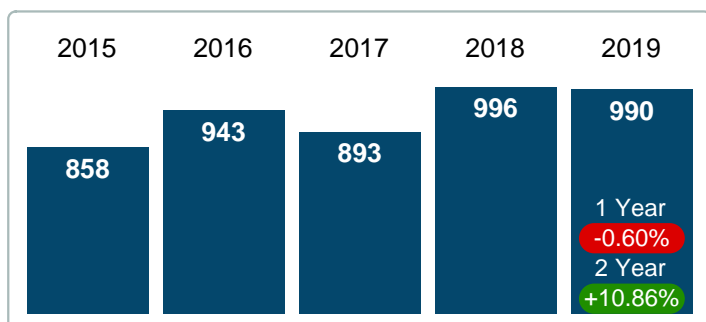
Area Delimited by County Of Tulsa - Residential Property Type



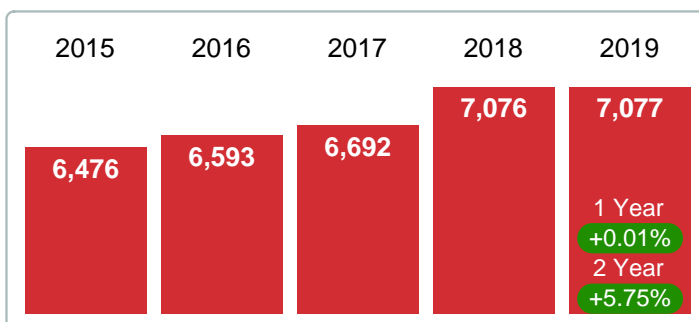
CLOSED LISTINGS

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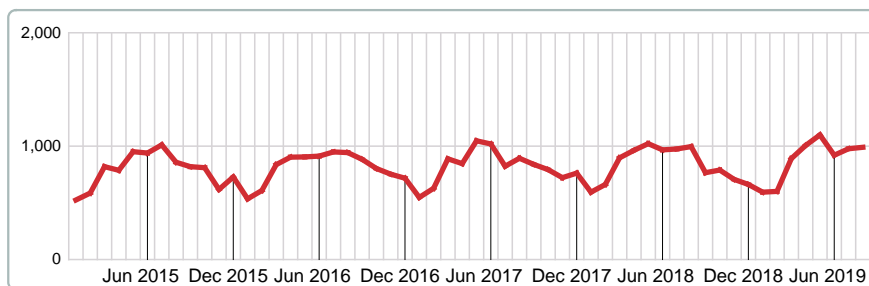
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 936

High May 2019 1,099 Low Jan 2015 525

Closed Listings this month at **990**
above the 5 yr AUG average of **936**



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|--------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$75,000 and less | 87 | 8.79% | 35.8 | 39 | 42 | 5 | 1 |
| \$75,001 - \$125,000 | 139 | 14.04% | 25.2 | 32 | 101 | 5 | 1 |
| \$125,001 - \$150,000 | 111 | 11.21% | 18.5 | 8 | 85 | 18 | 0 |
| \$150,001 - \$200,000 | 246 | 24.85% | 29.1 | 22 | 171 | 48 | 5 |
| \$200,001 - \$250,000 | 146 | 14.75% | 41.5 | 10 | 61 | 66 | 9 |
| \$250,001 - \$350,000 | 157 | 15.86% | 43.7 | 3 | 48 | 93 | 13 |
| \$350,001 and up | 104 | 10.51% | 61.8 | 0 | 26 | 62 | 16 |
| Total Closed Units | 990 | | | 114 | 534 | 297 | 45 |
| Total Closed Volume | 212,966,300 | 100% | 35.6 | 13.23M | 93.89M | 88.56M | 17.29M |
| Average Closed Price | \$215,117 | | | \$116,074 | \$175,817 | \$298,178 | \$384,195 |

August 2019



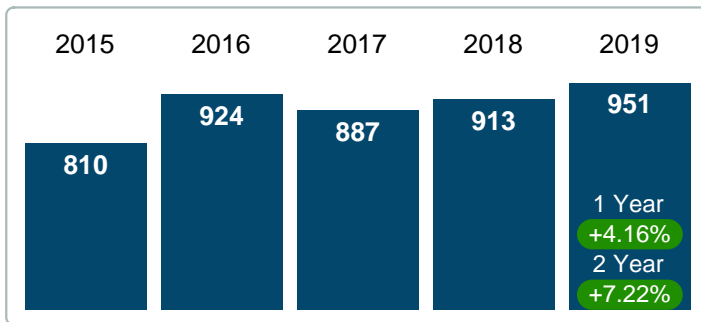
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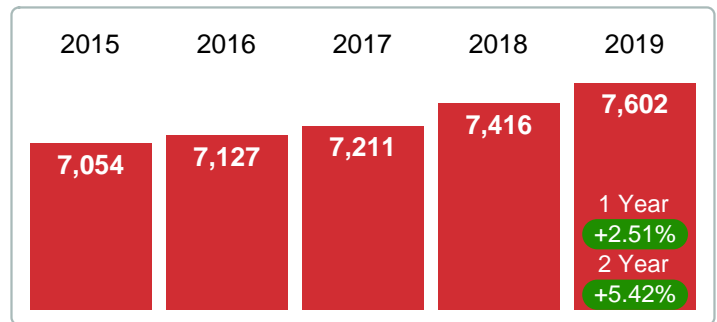
PENDING LISTINGS

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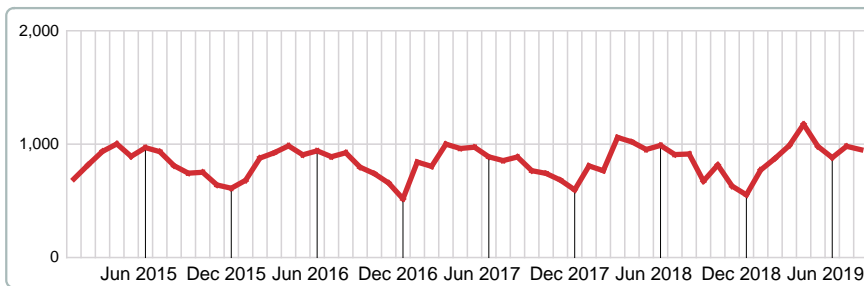
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

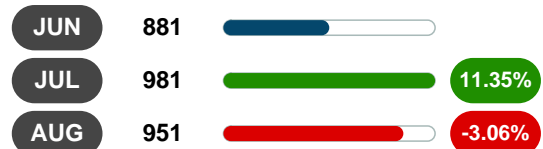


3 MONTHS

5 year AUG AVG = 897

High Apr 2019 1,175 Low Dec 2016 518

Pending Listings this month at **951**
above the 5 yr AUG average of **897**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|--------------------|-------------|-------------|------------------|------------------|------------------|------------------|
| \$75,000 and less | 89 | 9.36% | 33.6 | 40 | 47 | 2 | 0 |
| \$75,001 - \$100,000 | 56 | 5.89% | 29.4 | 14 | 36 | 6 | 0 |
| \$100,001 - \$150,000 | 210 | 22.08% | 28.6 | 17 | 162 | 28 | 3 |
| \$150,001 - \$200,000 | 220 | 23.13% | 29.4 | 12 | 157 | 46 | 5 |
| \$200,001 - \$250,000 | 135 | 14.20% | 34.9 | 4 | 77 | 49 | 5 |
| \$250,001 - \$350,000 | 134 | 14.09% | 49.2 | 6 | 46 | 67 | 15 |
| \$350,001 and up | 107 | 11.25% | 58.4 | 1 | 25 | 56 | 25 |
| Total Pending Units | 951 | | | 94 | 550 | 254 | 53 |
| Total Pending Volume | 203,401,758 | 100% | 36.5 | 10.37M | 95.88M | 73.54M | 23.61M |
| Average Listing Price | \$212,927 | | | \$110,320 | \$174,323 | \$289,530 | \$445,535 |

August 2019



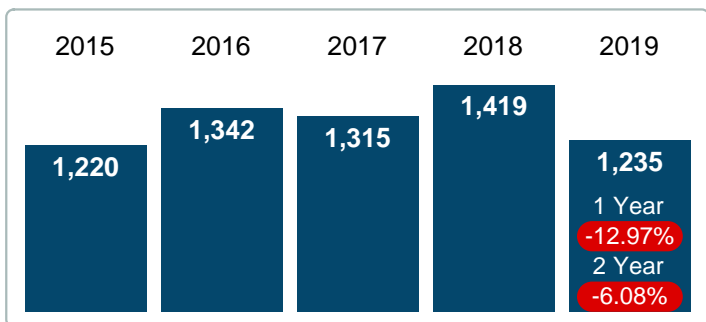
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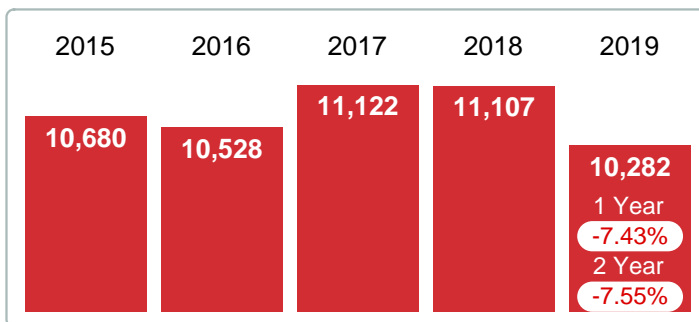
NEW LISTINGS

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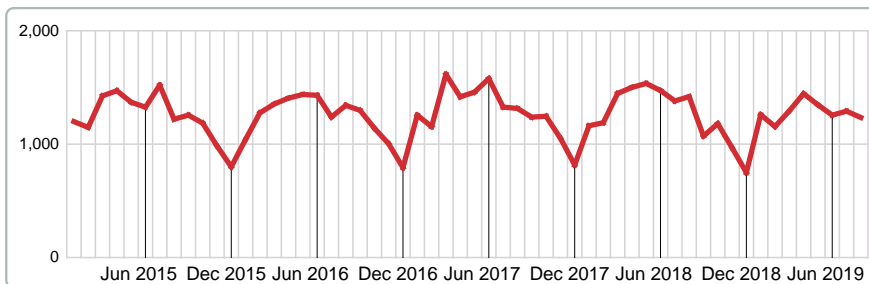
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

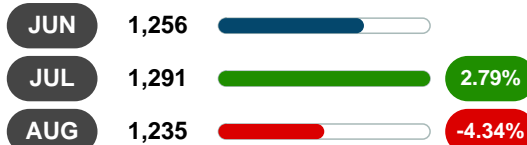


3 MONTHS

5 year AUG AVG = 1,306

High Mar 2017 1,616 Low Dec 2018 749

New Listings this month at 1,235 below the 5 yr AUG average of 1,306



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range | | % | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|--------------------|-------------|------------------|------------------|------------------|------------------|
| \$75,000 and less | 117 | 9.47% | 52 | 56 | 9 | 0 |
| \$75,001 - \$125,000 | 163 | 13.20% | 25 | 124 | 14 | 0 |
| \$125,001 - \$150,000 | 114 | 9.23% | 13 | 87 | 12 | 2 |
| \$150,001 - \$225,000 | 350 | 28.34% | 18 | 229 | 96 | 7 |
| \$225,001 - \$300,000 | 201 | 16.28% | 8 | 75 | 105 | 13 |
| \$300,001 - \$425,000 | 150 | 12.15% | 3 | 39 | 92 | 16 |
| \$425,001 and up | 140 | 11.34% | 1 | 25 | 65 | 49 |
| Total New Listed Units | 1,235 | | 120 | 635 | 393 | 87 |
| Total New Listed Volume | 316,106,097 | 100% | 14.53M | 117.78M | 131.66M | 52.14M |
| Average New Listed Listing Price | \$209,592 | | \$121,042 | \$185,485 | \$335,003 | \$599,331 |

August 2019



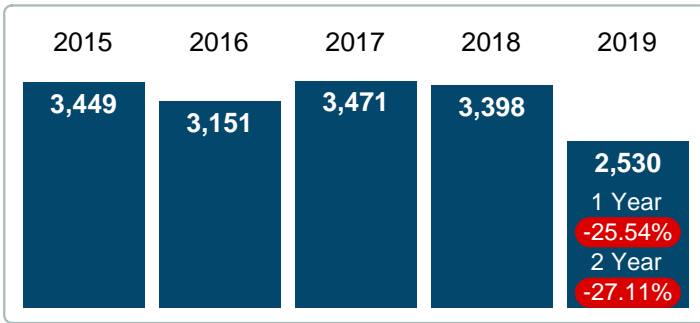
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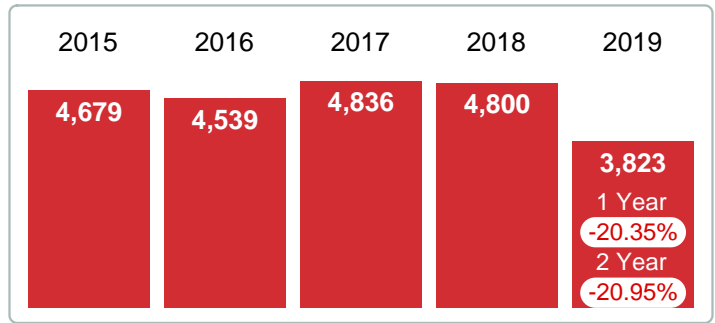
ACTIVE INVENTORY

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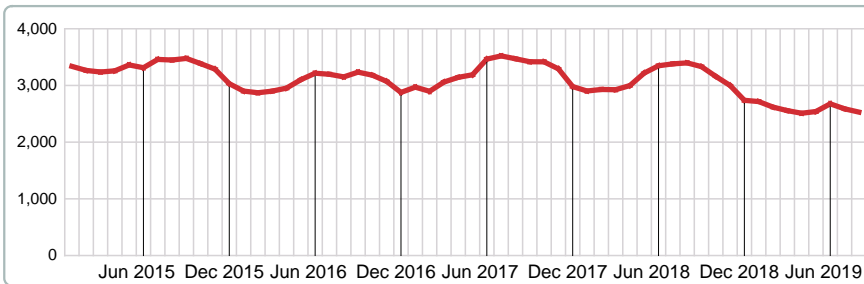
END OF AUGUST



ACTIVE DURING AUGUST



5 YEAR MARKET ACTIVITY TRENDS

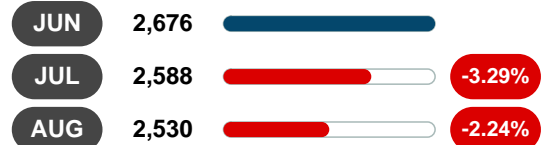


3 MONTHS

5 year AUG AVG = 3,200

High Jul 2017 3,521 Low Apr 2019 2,510

Inventory this month at **2,530**
below the 5 yr AUG average of **3,200**



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range | | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-----|--------|-------------|-----------|-----------|-----------|-----------|
| \$75,000 and less | 205 | 8.10% | 94.3 | 106 | 78 | 19 | 2 |
| \$75,001 - \$150,000 | 335 | 13.24% | 72.6 | 58 | 240 | 34 | 3 |
| \$150,001 - \$200,000 | 381 | 15.06% | 55.2 | 29 | 252 | 95 | 5 |
| \$200,001 - \$325,000 | 663 | 26.21% | 64.2 | 25 | 237 | 354 | 47 |
| \$325,001 - \$425,000 | 368 | 14.55% | 68.2 | 3 | 78 | 229 | 58 |
| \$425,001 - \$650,000 | 323 | 12.77% | 81.4 | 3 | 53 | 172 | 95 |
| \$650,001 and up | 255 | 10.08% | 84.4 | 3 | 24 | 109 | 119 |
| Total Active Inventory by Units | | | 2,530 | 227 | 962 | 1,012 | 329 |
| Total Active Inventory by Volume | | | 899,740,106 | 28.50M | 219.64M | 416.79M | 234.81M |
| Average Active Inventory Listing Price | | | \$355,629 | \$125,565 | \$228,313 | \$411,852 | \$713,695 |

August 2019



Area Delimited by County Of Tulsa - Residential Property Type



MONTHS SUPPLY of INVENTORY (MSI)

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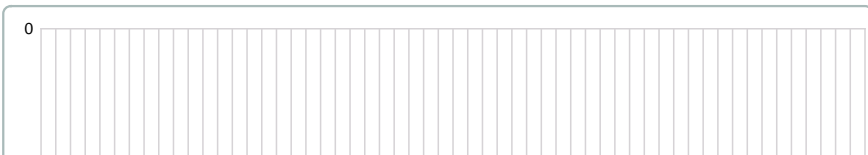
MSI FOR AUGUST

| 2015 | 2016 | 2017 | 2018 | 2019 |
|------|------|------|------|------|
| | | | | |

INDICATORS FOR AUGUST 2019

| Inventory | Closed | Absorption | MSI | MSI % |
|-------------------------------|-----------------------|---|----------------------------|------------------------------------|
| 2,530 | 0 | 0 | inf | 0.000% |
| End of Month Active Inventory | Closed Last 12 Months | Average Closed per Month over 12 Months | Months Supply of Inventory | Percent Months Supply of Inventory |

5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = inf

| High Aug 2019 | inf | Low Aug 2019 | inf |
|----------------------------------|-----|--------------|-----|
| Months Supply this month at inf | | | |
| equal to 5 yr AUG average of inf | | | |
| JUN | inf | | % |
| JUL | inf | | % |
| AUG | inf | | % |

| Distribution of Active Inventory by Price Range and MSI | | | | % | MSI | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|------------|-------|--------|-------|-------|----------|--------|--------|---------|
| \$75,000 and less | 205 | | 8.10% | 2.48 | 2.81 | 1.92 | 4.75 | 6.00 | |
| \$75,001 - \$150,000 | 335 | | 13.24% | 1.46 | 1.69 | 1.39 | 1.68 | 1.33 | |
| \$150,001 - \$200,000 | 381 | | 15.06% | 1.93 | 2.60 | 1.87 | 1.94 | 1.58 | |
| \$200,001 - \$325,000 | 663 | | 26.21% | 3.05 | 3.57 | 2.87 | 3.12 | 3.20 | |
| \$325,001 - \$425,000 | 368 | | 14.55% | 6.48 | 2.77 | 4.85 | 6.89 | 9.04 | |
| \$425,001 - \$650,000 | 323 | | 12.77% | 9.36 | 9.00 | 7.76 | 8.67 | 12.67 | |
| \$650,001 and up | 255 | | 10.08% | 16.72 | 12.00 | 13.09 | 13.63 | 23.03 | |
| Market Supply of Inventory (MSI) | | 3.04 | | | 2.47 | 2.12 | 4.09 | 8.33 | |
| Total Active Inventory by Units | | 2,530 | 100% | 3.04 | 227 | 962 | 1,012 | 329 | |

August 2019



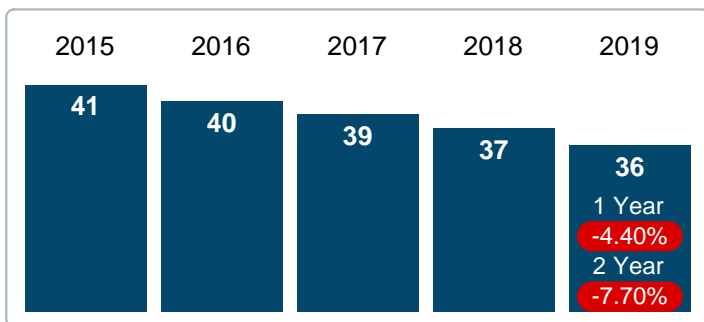
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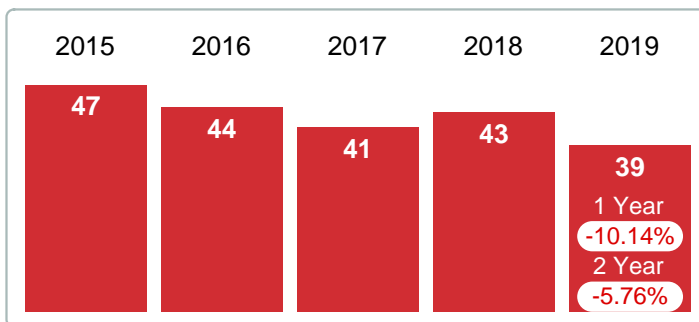
AVERAGE DAYS ON MARKET TO SALE

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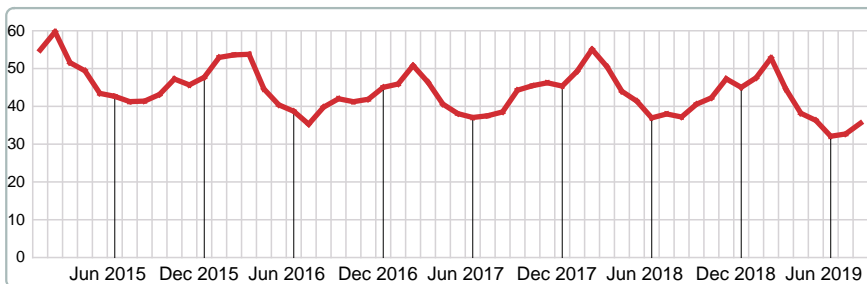
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year AUG AVG = 38

High Feb 2015 60 Low Jun 2019 32

Average Days on Market to Sale this month at 36 below the 5 yr AUG average of 38

- JUN 32 (1.90% below avg)
- JUL 33 (8.74% below avg)
- AUG 36 (8.74% below avg)

AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Average Days on Market to Sale by Price Range | % | AVDOM | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds | |
|---|--------|-------------|----------|--------|--------|---------|----|
| \$75,000 and less | 8.79% | 36 | 45 | 26 | 46 | 16 | |
| \$75,001 - \$125,000 | 14.04% | 25 | 22 | 25 | 50 | 46 | |
| \$125,001 - \$150,000 | 11.21% | 19 | 59 | 15 | 19 | 0 | |
| \$150,001 - \$200,000 | 24.85% | 29 | 34 | 28 | 33 | 19 | |
| \$200,001 - \$250,000 | 14.75% | 42 | 59 | 38 | 40 | 57 | |
| \$250,001 - \$350,000 | 15.86% | 44 | 55 | 40 | 43 | 65 | |
| \$350,001 and up | 10.51% | 62 | 0 | 42 | 64 | 86 | |
| Average Closed DOM | | 36 | 39 | 28 | 44 | 64 | |
| Total Closed Units | 100% | 990 | 36 | 114 | 534 | 297 | 45 |
| Total Closed Volume | | 212,966,300 | 13.23M | 93.89M | 88.56M | 17.29M | |

August 2019



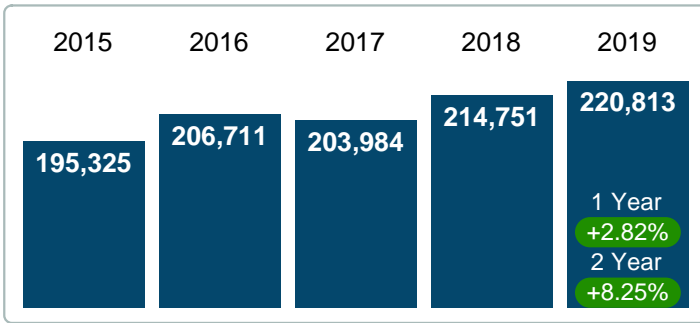
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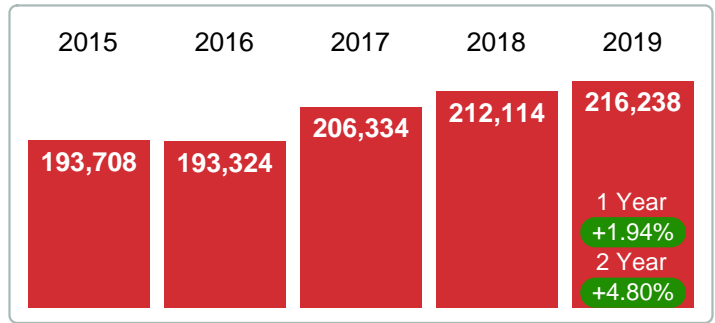
AVERAGE LIST PRICE AT CLOSING

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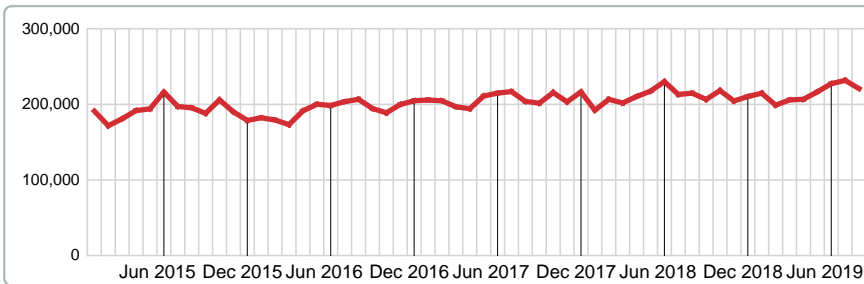
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

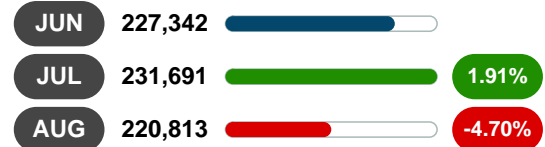


3 MONTHS

5 year AUG AVG = 208,317

High Jul 2019 231,691 Low Feb 2015 171,717

Average List Price at Closing this month at **220,813**
above the 5 yr AUG average of **208,317**



AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Average List Price at Closing by Price Range | % | AVLPrice | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------|--------------------|----------------|----------------|----------------|----------------|
| \$75,000 and less | 8.38% | 54,517 | 56,001 | 56,810 | 56,540 | 69,900 |
| \$75,001 - \$125,000 | 13.64% | 103,805 | 100,431 | 106,358 | 116,520 | 149,000 |
| \$125,001 - \$150,000 | 11.31% | 140,759 | 149,850 | 141,922 | 141,844 | 0 |
| \$150,001 - \$200,000 | 24.85% | 175,538 | 174,082 | 175,784 | 183,735 | 185,380 |
| \$200,001 - \$250,000 | 15.05% | 228,593 | 225,810 | 227,313 | 231,481 | 238,522 |
| \$250,001 - \$350,000 | 15.66% | 297,414 | 338,000 | 292,212 | 302,633 | 308,053 |
| \$350,001 and up | 11.11% | 554,172 | 0 | 473,012 | 576,380 | 673,238 |
| Average List Price | | 220,813 | 120,163 | 178,729 | 307,730 | 401,533 |
| Total Closed Units | 100% | 220,813 | 114 | 534 | 297 | 45 |
| Total Closed Volume | | 218,604,581 | 13.70M | 95.44M | 91.40M | 18.07M |

August 2019



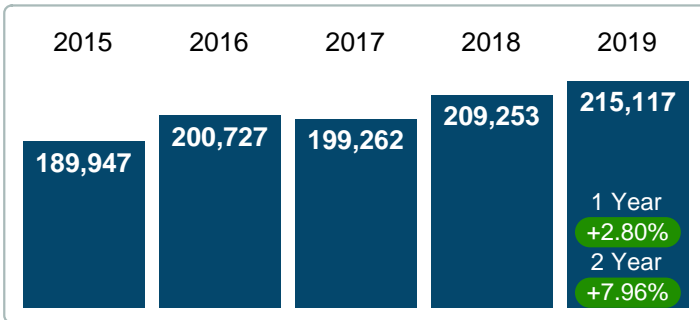
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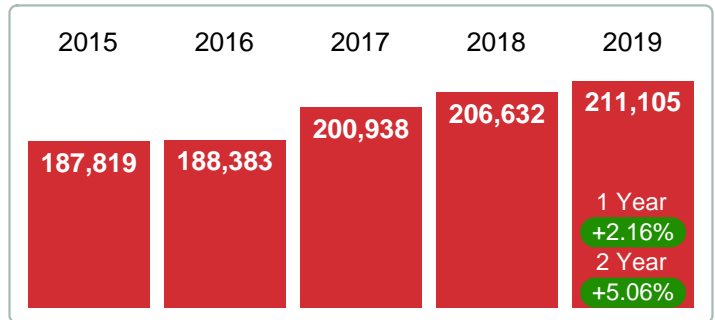
AVERAGE SOLD PRICE AT CLOSING

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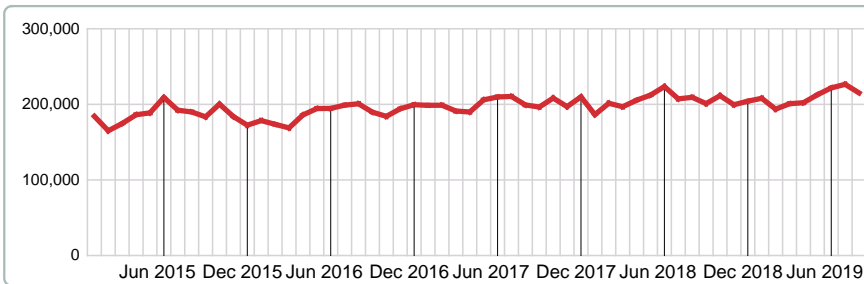
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

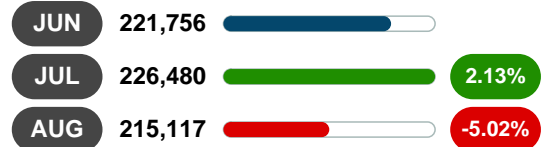


3 MONTHS

5 year AUG AVG = 202,861

High Jul 2019 226,480 Low Feb 2015 165,100

Average Sold Price at Closing this month at 215,117 above the 5 yr AUG average of 202,861



AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Average Sold Price at Closing by Price Range | % | AV Sale | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|--|-------------|--------------------|----------------|----------------|----------------|----------------|
| \$75,000 and less | 8.79% | 51,403 | 51,910 | 51,992 | 39,502 | 66,405 |
| \$75,001 - \$125,000 | 14.04% | 103,591 | 97,611 | 105,078 | 111,048 | 107,500 |
| \$125,001 - \$150,000 | 11.21% | 140,400 | 144,375 | 140,111 | 139,997 | 0 |
| \$150,001 - \$200,000 | 24.85% | 174,667 | 169,960 | 173,635 | 180,323 | 176,380 |
| \$200,001 - \$250,000 | 14.75% | 226,628 | 219,530 | 224,915 | 228,131 | 235,100 |
| \$250,001 - \$350,000 | 15.86% | 294,356 | 331,667 | 284,978 | 297,114 | 300,646 |
| \$350,001 and up | 10.51% | 540,780 | 0 | 464,993 | 547,461 | 638,043 |
| Average Sold Price | | 215,117 | 116,074 | 175,817 | 298,178 | 384,195 |
| Total Closed Units | 100% | 215,117 | 114 | 534 | 297 | 45 |
| Total Closed Volume | | 212,966,300 | 13.23M | 93.89M | 88.56M | 17.29M |

August 2019



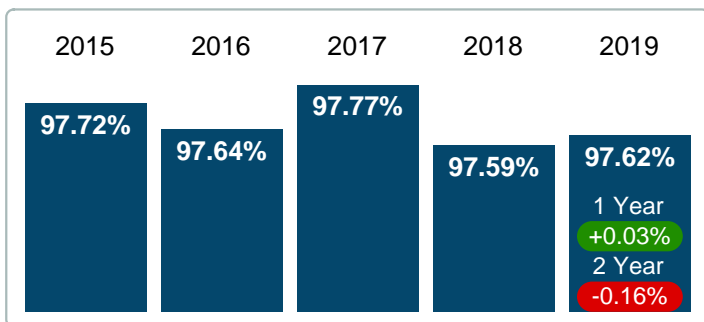
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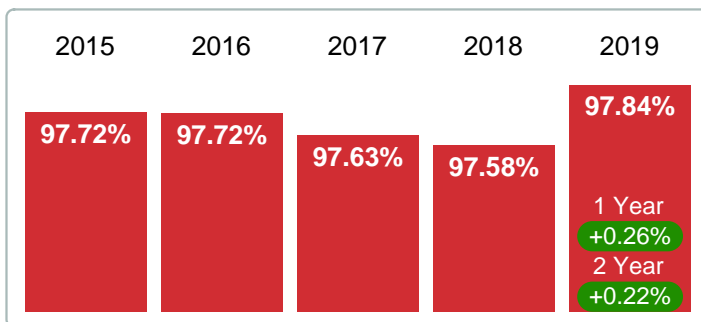
AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

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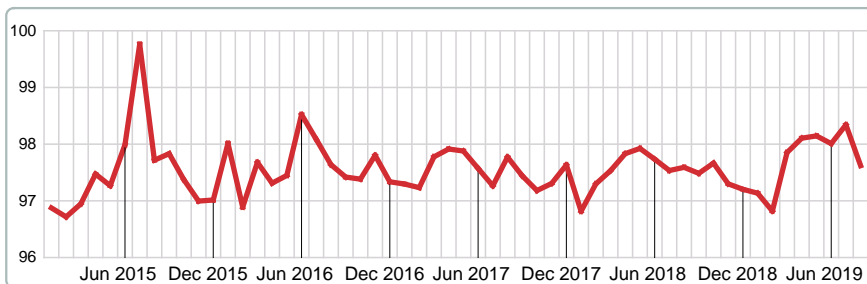
AUGUST



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

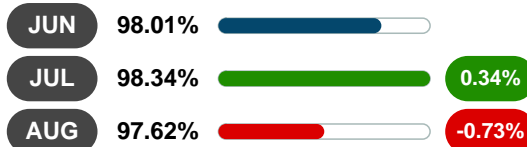


3 MONTHS

5 year AUG AVG = 97.67%

High Jul 2015 99.76% Low Feb 2015 96.72%

Average Sold/List Ratio this month at **97.62%** equal to 5 yr AUG average of **97.67%**



AVERAGE SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Sold/List Ratio by Price Range | | % | AV S/L% | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds | |
|--|-----|-------------|---------|----------|--------|--------|---------|--------|
| \$75,000 and less | 87 | 8.79% | 90.89% | 92.43% | 91.03% | 76.96% | 95.00% | |
| \$75,001 - \$125,000 | 139 | 14.04% | 98.54% | 97.23% | 99.38% | 95.31% | 72.15% | |
| \$125,001 - \$150,000 | 111 | 11.21% | 98.66% | 96.45% | 98.82% | 98.84% | 0.00% | |
| \$150,001 - \$200,000 | 246 | 24.85% | 98.61% | 97.85% | 98.89% | 98.33% | 95.23% | |
| \$200,001 - \$250,000 | 146 | 14.75% | 98.69% | 97.38% | 99.04% | 98.59% | 98.48% | |
| \$250,001 - \$350,000 | 157 | 15.86% | 98.01% | 98.24% | 97.59% | 98.26% | 97.69% | |
| \$350,001 and up | 104 | 10.51% | 96.49% | 0.00% | 98.39% | 96.02% | 95.20% | |
| Average Sold/List Ratio | | 97.60% | | 95.69% | 98.23% | 97.50% | 96.06% | |
| Total Closed Units | | 990 | 100% | 97.60% | 114 | 534 | 297 | 45 |
| Total Closed Volume | | 212,966,300 | | | 13.23M | 93.89M | 88.56M | 17.29M |

August 2019



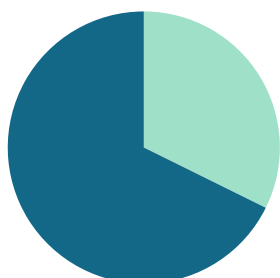
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

Report produced on Jul 20, 2023 for MLS Technology Inc.

INVENTORY

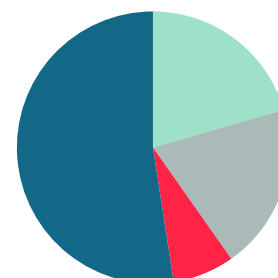


Inventory
 New Listings
1,235 = 32.30%
 Start Inventory
2,588
 Total Inventory Units
3,823
 Volume
\$1,230,018,417

Market Activity

Closed Sales
990 = 20.52%
 Pending Sales
951 = 19.71%
 Other Off Market
353 = 7.32%
 Active Inventory
2,530 = 52.45%

MARKET ACTIVITY



| Compared Metrics | August | | | Year to Date | | |
|--|---------|---------|---------|--------------|---------|---------|
| | 2018 | 2019 | +/-% | 2018 | 2019 | +/-% |
| Closed Sales | 996 | 990 | -0.60% | 7,076 | 7,077 | 0.01% |
| Pending Sales | 913 | 951 | 4.16% | 7,416 | 7,602 | 2.51% |
| New Listings | 1,419 | 1,235 | -12.97% | 11,107 | 10,282 | -7.43% |
| Average List Price | 214,751 | 220,813 | 2.82% | 212,114 | 216,238 | 1.94% |
| Average Sale Price | 209,253 | 215,117 | 2.80% | 206,632 | 211,105 | 2.16% |
| Average Percent of Selling Price to List Price | 97.59% | 97.62% | 0.03% | 97.58% | 97.84% | 0.26% |
| Average Days on Market to Sale | 37.19 | 35.55 | -4.40% | 43.17 | 38.79 | -10.14% |
| Monthly Inventory | 3,401 | 2,530 | -25.61% | 3,401 | 2,530 | -25.61% |
| Months Supply of Inventory | 4.00 | 3.04 | -24.19% | 4.00 | 3.04 | -24.19% |

Absorption: Last 12 months, an Average of **833** Sales/Month

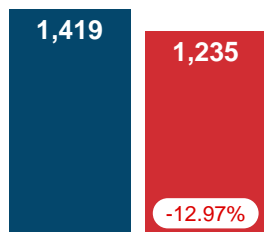
Inventory on August 31, 2019 = **2,530**

2018 **2019**

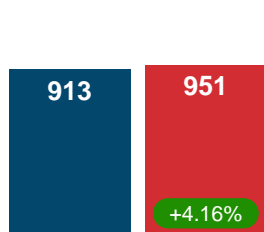
AUGUST MARKET

AVERAGE PRICES

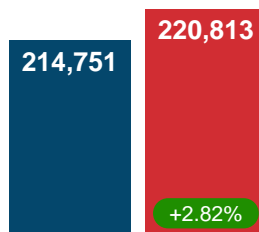
New Listings



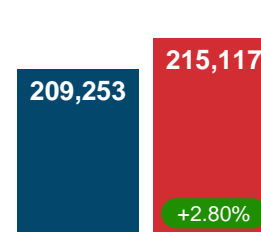
Pending Listings



List Price



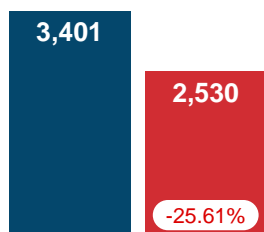
Sale Price



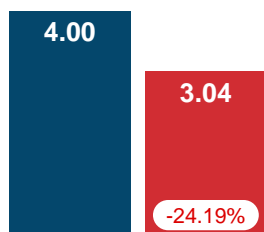
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

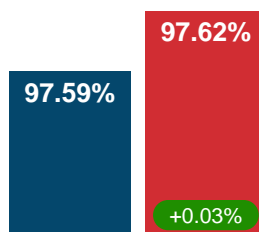
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

