

## June 2025



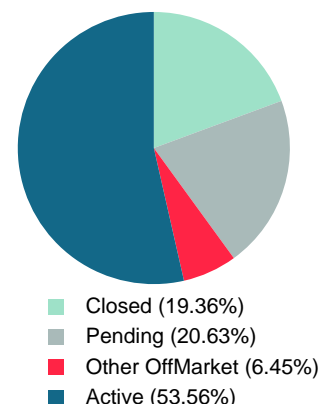
Area Delimited by County Of Tulsa - Residential Property Type



## MONTHLY INVENTORY ANALYSIS

Report produced on Jul 11, 2025 for MLS Technology Inc.

| Compared Metrics                               | 2024    | June 2025 | +/- %  |
|--|---------|-----------|--------|
| Closed Listings                                | 754     | 811       | 7.56%  |
| Pending Listings                               | 775     | 864       | 11.48% |
| New Listings                                   | 1,073   | 1,199     | 11.74% |
| Average List Price                             | 361,435 | 366,010   | 1.27%  |
| Average Sale Price                             | 353,432 | 360,339   | 1.95%  |
| Average Percent of Selling Price to List Price | 98.61%  | 98.69%    | 0.08%  |
| Average Days on Market to Sale                 | 29.23   | 31.10     | 6.39%  |
| End of Month Inventory                         | 1,929   | 2,243     | 16.28% |
| Months Supply of Inventory                     | 2.83    | 3.14      | 10.77% |



**Absorption:** Last 12 months, an Average of **715** Sales/Month  
**Active Inventory** as of June 30, 2025 = **2,243**

## Analysis Wrap-Up

## Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of June 2025 rose **16.28%** to 2,243 existing homes available for sale. Over the last 12 months this area has had an average of 715 closed sales per month. This represents an unsold inventory index of **3.14** 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 **1.95%** in June 2025 to \$360,339 versus the previous year at \$353,432.

## Average Days on Market Lengthens

The average number of **31.10** days that homes spent on the market before selling increased by 1.87 days or **6.39%** in June 2025 compared to last year's same month at **29.23** DOM.

## Sales Success for June 2025 is Positive

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

There were 1,199 New Listings in June 2025, up **11.74%** from last year at 1,073. Furthermore, there were 811 Closed Listings this month versus last year at 754, a **7.56%** increase.

Closed versus Listed trends yielded a **67.6%** ratio, down from previous year's, June 2024, at **70.3%**, a **3.74%** downswing. This will certainly create pressure on an increasing Month's Supply of Inventory (MSI) in the months to come.

## What's in this Issue

|  |    |
|--|----|
| Closed Listings                                | 2  |
| Pending Listings                               | 3  |
| New Listings                                   | 4  |
| Inventory                                      | 5  |
| Months Supply of Inventory                     | 6  |
| Average Days on Market to Sale                 | 7  |
| Average List Price at Closing                  | 8  |
| Average Sale Price at Closing                  | 9  |
| Average Percent of Selling Price to List Price | 10 |
| Market Summary                                 | 11 |

## 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

June 2025



Area Delimited by County Of Tulsa - Residential Property Type

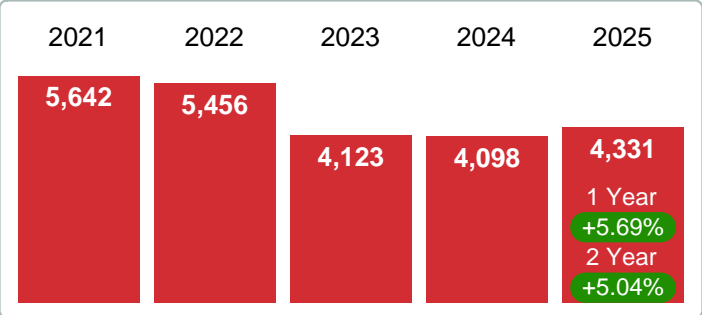
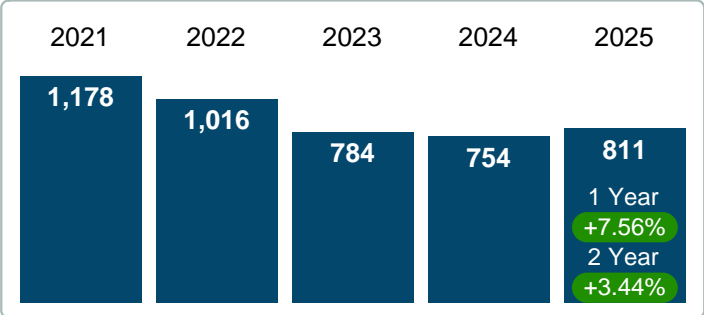


CLOSED LISTINGS

Report produced on Jul 11, 2025 for MLS Technology Inc.

JUNE

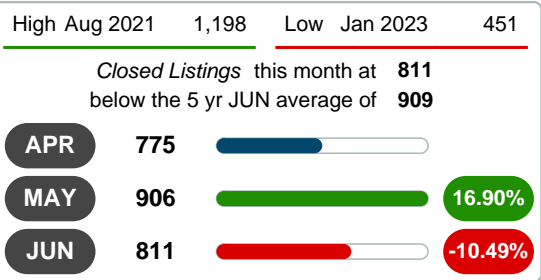
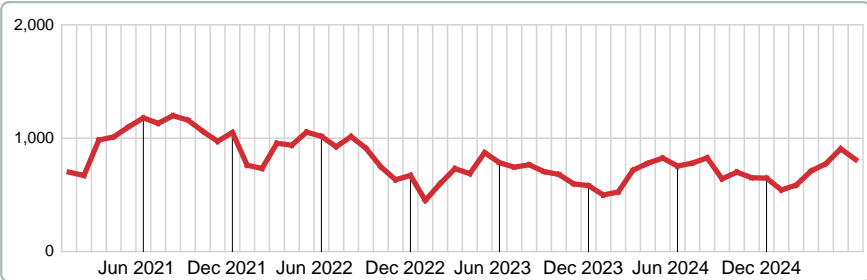
YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year JUN AVG = 909



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Closed Listings by Price Range |     |  |  | %      | AVDOM       | 1-2 Beds  | 3 Beds    | 4 Beds    | 5+ Beds   |
|--|-----|--|--|--------|-------------|-----------|-----------|-----------|-----------|
| \$150,000 and less                             | 74  |  |  | 9.12%  | 33.4        | 45        | 26        | 3         | 0         |
| \$150,001 - \$200,000                          | 83  |  |  | 10.23% | 23.1        | 20        | 53        | 10        | 0         |
| \$200,001 - \$250,000                          | 135 |  |  | 16.65% | 23.3        | 20        | 105       | 9         | 1         |
| \$250,001 - \$325,000                          | 182 |  |  | 22.44% | 28.8        | 8         | 112       | 55        | 7         |
| \$325,001 - \$425,000                          | 143 |  |  | 17.63% | 29.5        | 6         | 55        | 71        | 11        |
| \$425,001 - \$600,000                          | 107 |  |  | 13.19% | 40.7        | 2         | 21        | 70        | 14        |
| \$600,001 and up                               | 87  |  |  | 10.73% | 44.6        | 0         | 13        | 52        | 22        |
| Total Closed Units                             |     |  |  |        | 811         | 101       | 385       | 270       | 55        |
| Total Closed Volume                            |     |  |  |        | 292,235,313 | 17.95M    | 107.52M   | 131.47M   | 35.30M    |
| Average Closed Price                           |     |  |  |        | \$360,339   | \$177,691 | \$279,269 | \$486,934 | \$641,774 |

June 2025



Area Delimited by County Of Tulsa - Residential Property Type

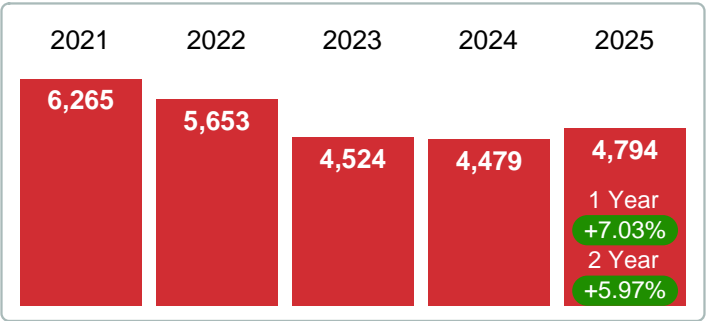
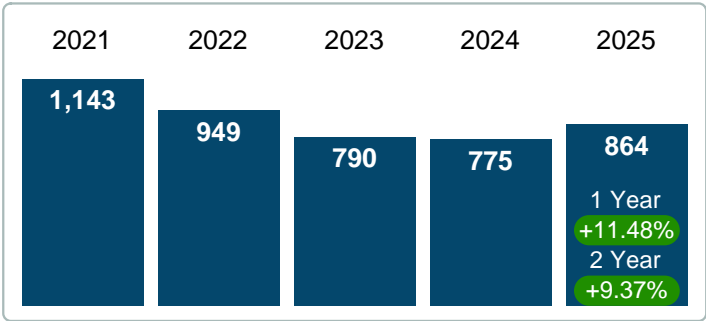


PENDING LISTINGS

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JUNE

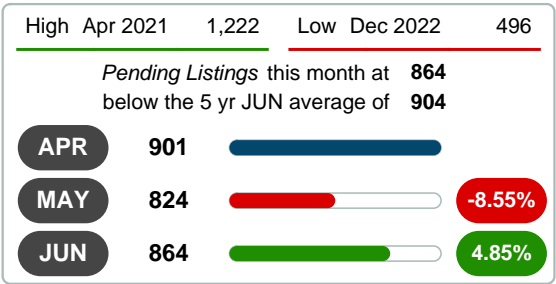
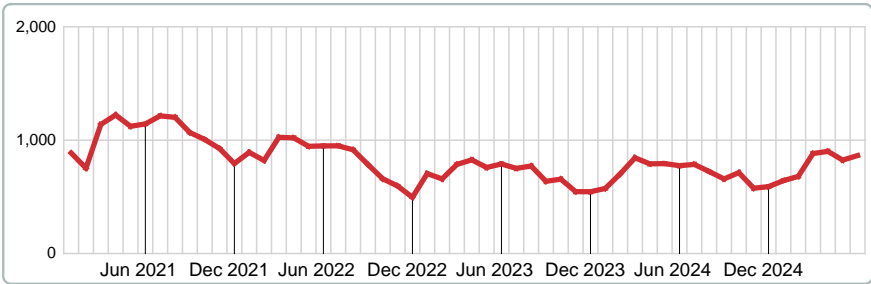
YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year JUN AVG = 904



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Pending Listings by Price Range |     |  | %      | AVDOM       | 1-2 Beds  | 3 Beds    | 4 Beds    | 5+ Beds   |
|---|-----|--|--------|-------------|-----------|-----------|-----------|-----------|
| \$150,000 and less                              | 77  |  | 8.91%  | 38.5        | 40        | 35        | 1         | 1         |
| \$150,001 - \$200,000                           | 118 |  | 13.66% | 25.7        | 30        | 79        | 9         | 0         |
| \$200,001 - \$225,000                           | 58  |  | 6.71%  | 25.6        | 8         | 43        | 7         | 0         |
| \$225,001 - \$325,000                           | 255 |  | 29.51% | 25.9        | 19        | 174       | 54        | 8         |
| \$325,001 - \$425,000                           | 143 |  | 16.55% | 41.1        | 7         | 61        | 66        | 9         |
| \$425,001 - \$575,000                           | 121 |  | 14.00% | 42.2        | 4         | 39        | 62        | 16        |
| \$575,001 and up                                | 92  |  | 10.65% | 59.5        | 2         | 16        | 46        | 28        |
| Total Pending Units                             |     |  |        | 864         | 110       | 447       | 245       | 62        |
| Total Pending Volume                            |     |  |        | 300,615,790 | 22.27M    | 128.62M   | 110.14M   | 39.58M    |
| Average Listing Price                           |     |  |        | \$347,935   | \$202,496 | \$287,742 | \$449,547 | \$638,411 |

June 2025



Area Delimited by County Of Tulsa - Residential Property Type

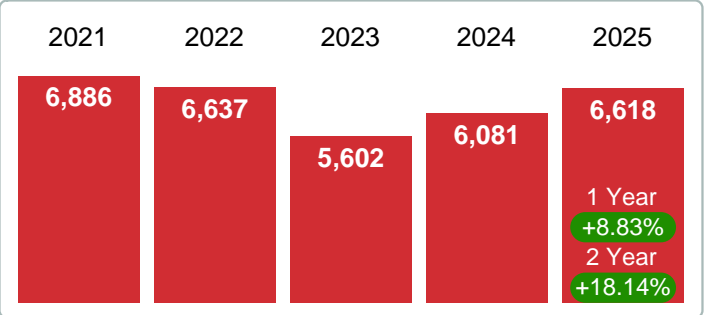
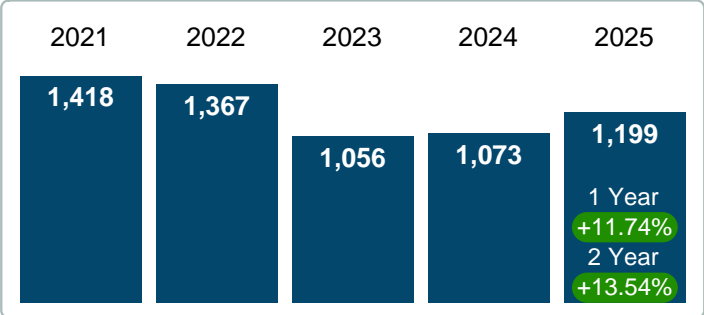


NEW LISTINGS

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JUNE

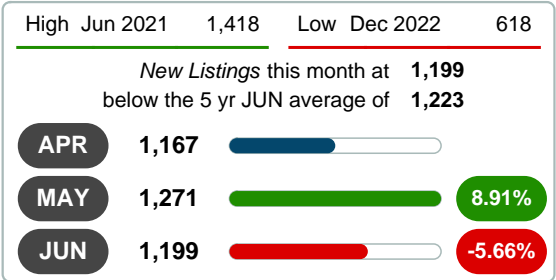
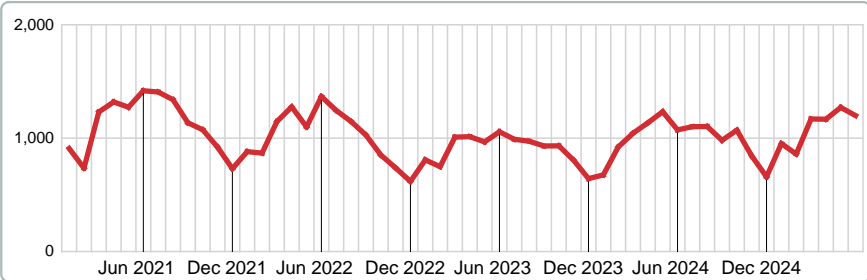
YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year JUN AVG = 1,223



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of New Listings by Price Range |             | %      |
|---|-------------|--------|
| \$150,000 and less                          | 107         | 8.92%  |
| \$150,001 - \$200,000                       | 148         | 12.34% |
| \$200,001 - \$250,000                       | 178         | 14.85% |
| \$250,001 - \$325,000                       | 271         | 22.60% |
| \$325,001 - \$425,000                       | 200         | 16.68% |
| \$425,001 - \$600,000                       | 177         | 14.76% |
| \$600,001 and up                            | 118         | 9.84%  |
| Total New Listed Units                      | 1,199       |        |
| Total New Listed Volume                     | 427,151,804 | 100%   |
| Average New Listed Listing Price            | \$356,257   |        |

| 1-2 Beds  | 3 Beds    | 4 Beds    | 5+ Beds   |
|-----------|-----------|-----------|-----------|
| 57        | 43        | 6         | 1         |
| 35        | 106       | 7         | 0         |
| 17        | 144       | 16        | 1         |
| 19        | 178       | 69        | 5         |
| 8         | 78        | 94        | 20        |
| 6         | 56        | 89        | 26        |
| 3         | 23        | 55        | 37        |
| 145       | 628       | 336       | 90        |
| 30.04M    | 183.86M   | 152.66M   | 60.60M    |
| \$207,183 | \$292,765 | \$454,338 | \$673,293 |

June 2025



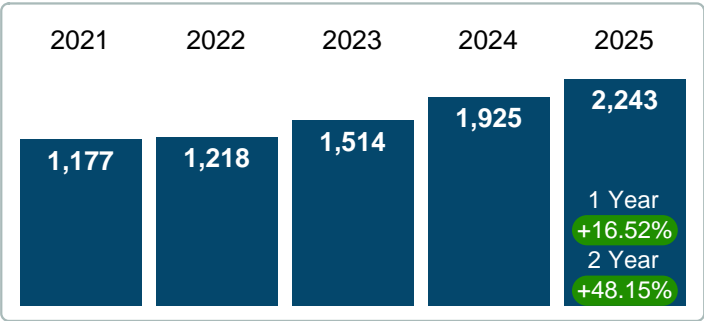
Area Delimited by County Of Tulsa - Residential Property Type



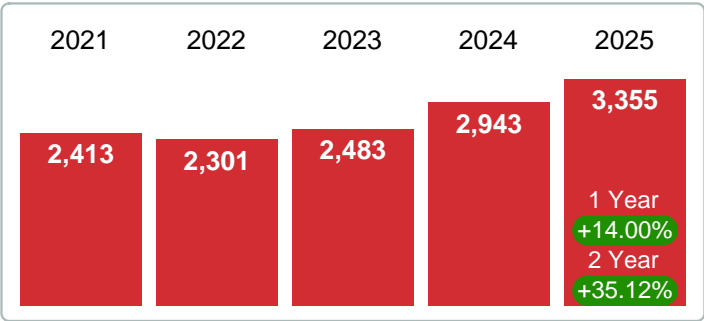
ACTIVE INVENTORY

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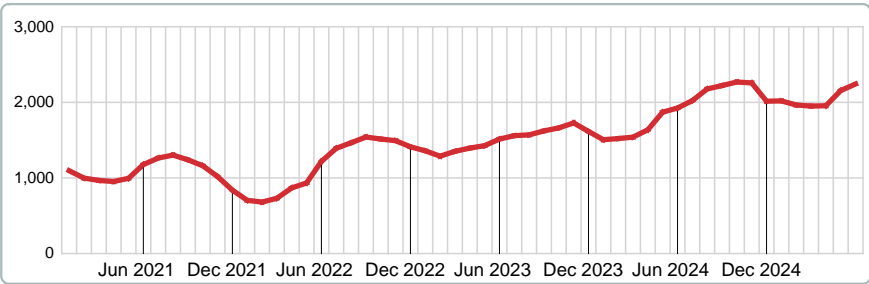
END OF JUNE



ACTIVE DURING JUNE

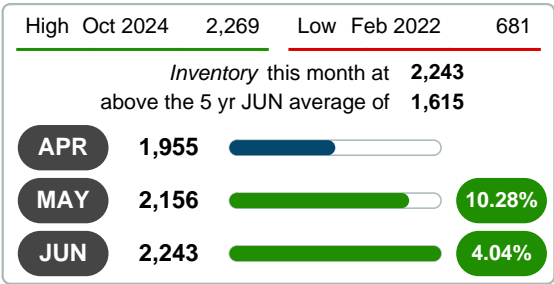


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 1,615



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range |     |  |  | %      | AVDOM       | 1-2 Beds  | 3 Beds    | 4 Beds    | 5+ Beds   |
|--|-----|--|--|--------|-------------|-----------|-----------|-----------|-----------|
| \$150,000 and less                       | 197 |  |  | 8.78%  | 78.2        | 120       | 64        | 12        | 1         |
| \$150,001 - \$225,000                    | 282 |  |  | 12.57% | 52.5        | 55        | 193       | 33        | 1         |
| \$225,001 - \$275,000                    | 252 |  |  | 11.23% | 48.9        | 18        | 186       | 42        | 6         |
| \$275,001 - \$425,000                    | 668 |  |  | 29.78% | 55.6        | 41        | 297       | 279       | 51        |
| \$425,001 - \$525,000                    | 287 |  |  | 12.80% | 76.9        | 13        | 137       | 102       | 35        |
| \$525,001 - \$725,000                    | 323 |  |  | 14.40% | 79.7        | 11        | 72        | 190       | 50        |
| \$725,001 and up                         | 234 |  |  | 10.43% | 79.3        | 7         | 25        | 111       | 91        |
| Total Active Inventory by Units          |     |  |  |        | 2,243       | 265       | 974       | 769       | 235       |
| Total Active Inventory by Volume         |     |  |  |        | 990,463,999 | 66.95M    | 328.88M   | 397.64M   | 196.99M   |
| Average Active Inventory Listing Price   |     |  |  |        | \$441,580   | \$252,635 | \$337,657 | \$517,091 | \$838,276 |

June 2025



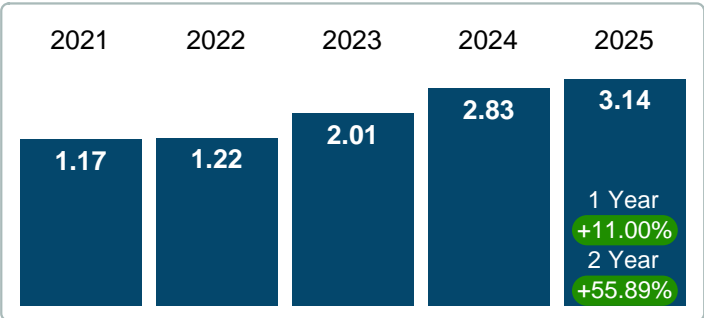
Area Delimited by County Of Tulsa - Residential Property Type



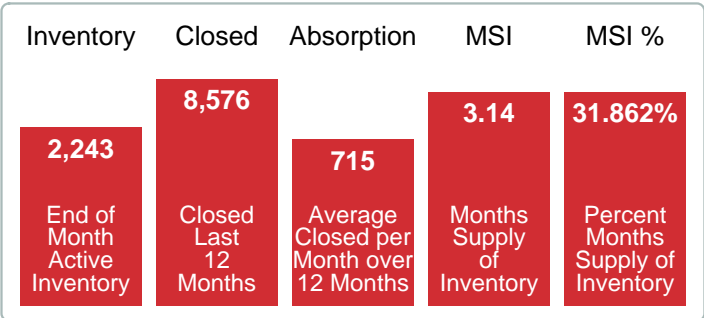
MONTHS SUPPLY of INVENTORY (MSI)

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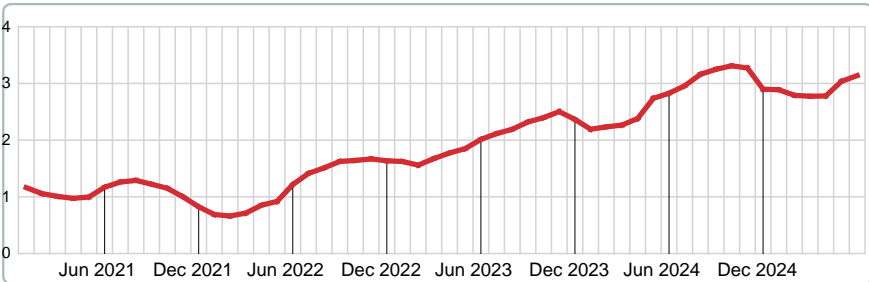
MSI FOR JUNE



INDICATORS FOR JUNE 2025

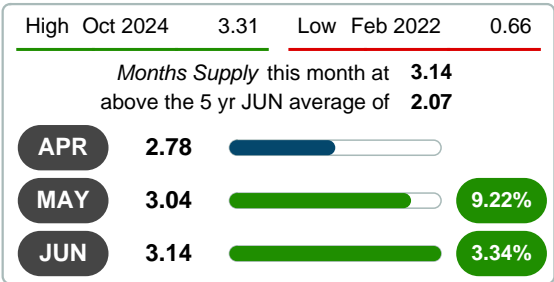


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year JUN AVG = 2.07



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Active Inventory by Price Range and MSI |     |  |  | %      | MSI  | 1-2 Beds | 3 Beds | 4 Beds | 5+ Beds |
|---|-----|--|--|--------|------|----------|--------|--------|---------|
| \$150,000 and less                                      | 197 |  |  | 8.78%  | 2.12 | 2.83     | 1.42   | 2.44   | 2.00    |
| \$150,001 - \$225,000                                   | 282 |  |  | 12.57% | 1.89 | 2.28     | 1.76   | 2.19   | 2.40    |
| \$225,001 - \$275,000                                   | 252 |  |  | 11.23% | 2.10 | 2.10     | 2.12   | 1.96   | 3.00    |
| \$275,001 - \$425,000                                   | 668 |  |  | 29.78% | 3.11 | 4.32     | 3.05   | 2.91   | 4.28    |
| \$425,001 - \$525,000                                   | 287 |  |  | 12.80% | 5.23 | 6.00     | 9.08   | 3.26   | 5.45    |
| \$525,001 - \$725,000                                   | 323 |  |  | 14.40% | 6.05 | 16.50    | 6.31   | 5.80   | 5.83    |
| \$725,001 and up  | 234 |  |  | 10.43% | 7.95 | 21.00    | 6.00   | 7.20   | 9.58    |
| Market Supply of Inventory (MSI)                        |     |  |  |        | 3.14 | 3.02     | 2.63   | 3.55   | 5.97    |
| Total Active Inventory by Units                         |     |  |  | 100%   | 3.14 | 265      | 974    | 769    | 235     |

## June 2025



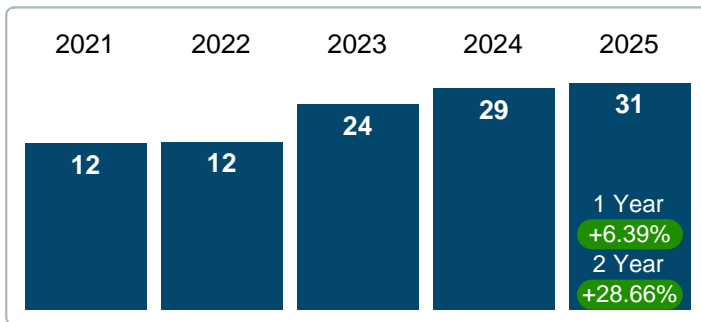
Area Delimited by County Of Tulsa - Residential Property Type



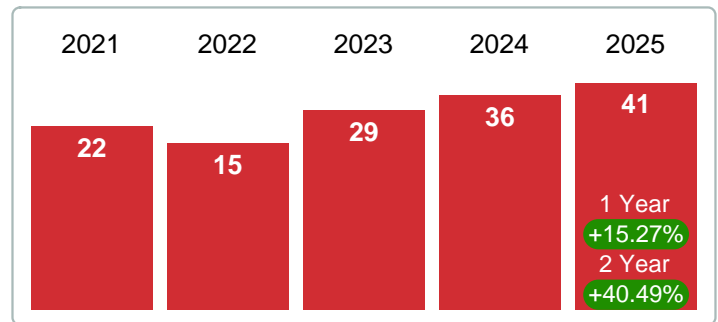
## AVERAGE DAYS ON MARKET TO SALE

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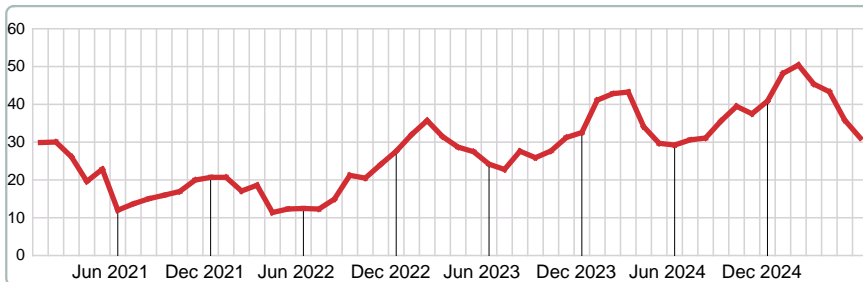
## JUNE



## YEAR TO DATE (YTD)



## 5 YEAR MARKET ACTIVITY TRENDS



## 3 MONTHS

5 year JUN AVG = 22

High Feb 2025 50 Low Apr 2022 11

Average Days on Market to Sale this month at 31  
above the 5 yr JUN average of 22

|     |    |  |         |
|-----|----|--|---------|
| APR | 43 |  |         |
| MAY | 36 |  | -17.38% |
| JUN | 31 |  | -13.16% |

## AVERAGE DOM OF CLOSED SALES &amp; 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 |
|---|-------------|--------|-------|----------|---------|---------|---------|
| \$150,000 and less  | 74          | 9.12%  | 33    | 39       | 26      | 13      | 0       |
| \$150,001 - \$200,000   | 83          | 10.23% | 23    | 22       | 20      | 45      | 0       |
| \$200,001 - \$250,000   | 135         | 16.65% | 23    | 26       | 22      | 23      | 85      |
| \$250,001 - \$325,000   | 182         | 22.44% | 29    | 13       | 28      | 34      | 18      |
| \$325,001 - \$425,000   | 143         | 17.63% | 29    | 29       | 31      | 26      | 46      |
| \$425,001 - \$600,000   | 107         | 13.19% | 41    | 18       | 62      | 39      | 22      |
| \$600,001 and up  | 87          | 10.73% | 45    | 0        | 47      | 46      | 40      |
| Average Closed DOM  | 31          |        |       | 30       | 28      | 35      | 35      |
| Total Closed Units  | 811         |        |       | 101      | 385     | 270     | 55      |
| Total Closed Volume   | 292,235,313 |        |       | 17.95M   | 107.52M | 131.47M | 35.30M  |



June 2025



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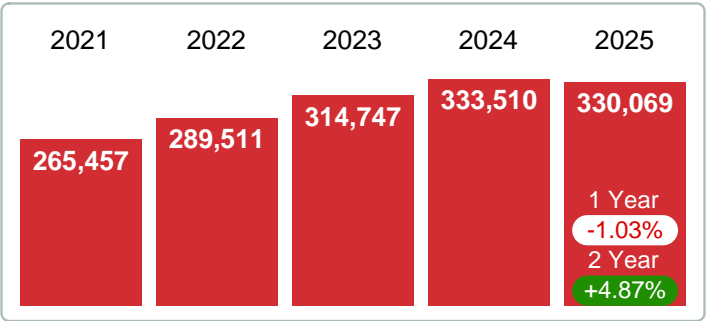
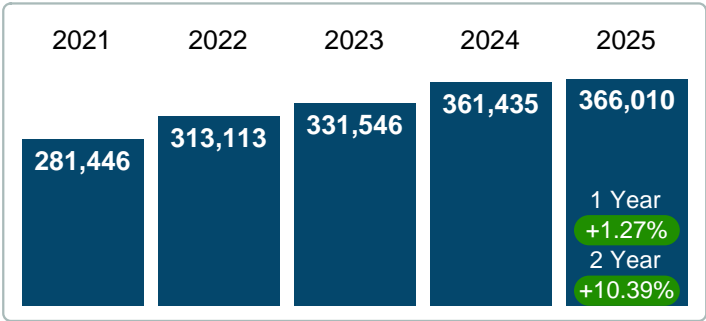


AVERAGE LIST PRICE AT CLOSING

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JUNE

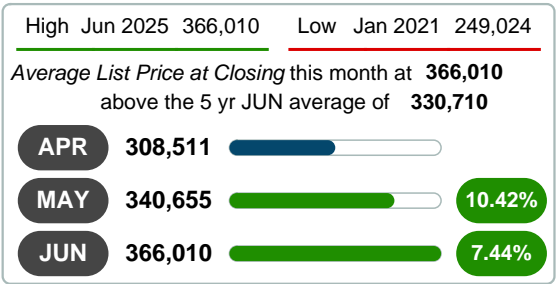
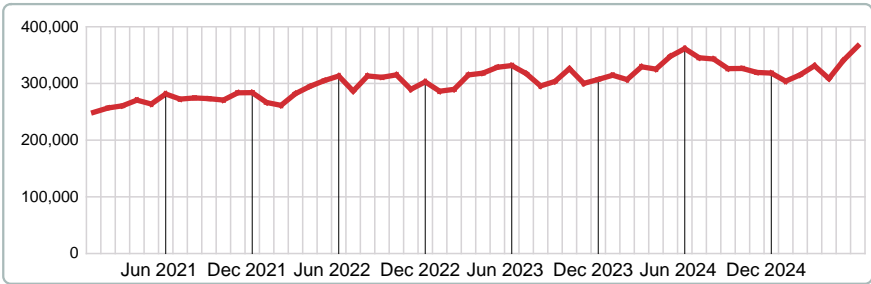
YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year JUN AVG = 330,710



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 |
|--|-----|--------|-------------|----------|---------|---------|---------|
| \$150,000 and less   | 77  | 9.49%  | 112,430     | 109,514  | 116,338 | 139,967 | 0       |
| \$150,001 - \$200,000  | 81  | 9.99%  | 180,881     | 172,930  | 181,347 | 192,940 | 0       |
| \$200,001 - \$250,000  | 121 | 14.92% | 227,107     | 234,484  | 229,867 | 225,656 | 220,000 |
| \$250,001 - \$325,000  | 197 | 24.29% | 286,443     | 284,663  | 282,323 | 296,125 | 301,371 |
| \$325,001 - \$425,000  | 134 | 16.52% | 371,911     | 355,983  | 372,476 | 375,122 | 384,927 |
| \$425,001 - \$600,000  | 114 | 14.06% | 508,137     | 489,000  | 489,160 | 515,948 | 571,567 |
| \$600,001 and up   | 87  | 10.73% | 940,833     | 0        | 726,070 | 963,067 | 987,002 |
| Average List Price   |     |        | 366,010     | 182,848  | 282,052 | 494,432 | 659,632 |
| Total Closed Units   |     | 100%   | 366,010     | 101      | 385     | 270     | 55      |
| Total Closed Volume  |     |        | 296,833,816 | 18.47M   | 108.59M | 133.50M | 36.28M  |



June 2025



Area Delimited by County Of Tulsa - Residential Property Type

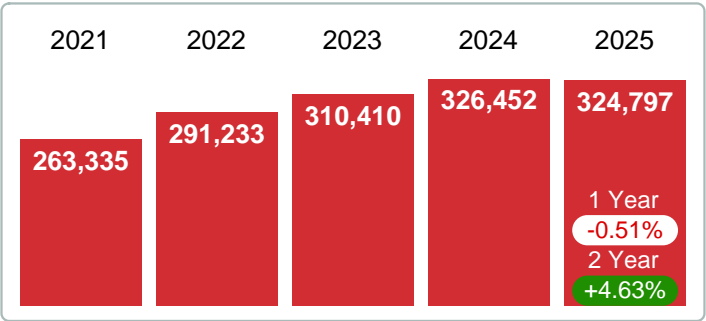
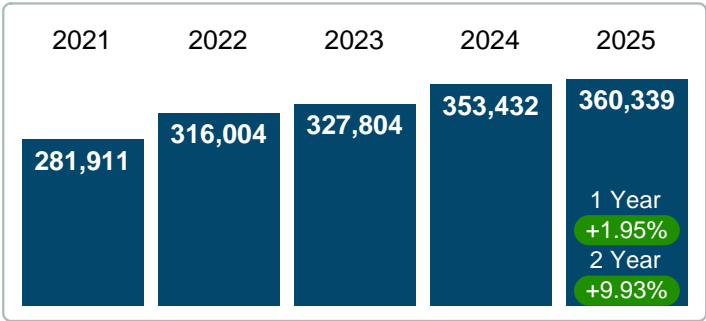


AVERAGE SOLD PRICE AT CLOSING

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JUNE

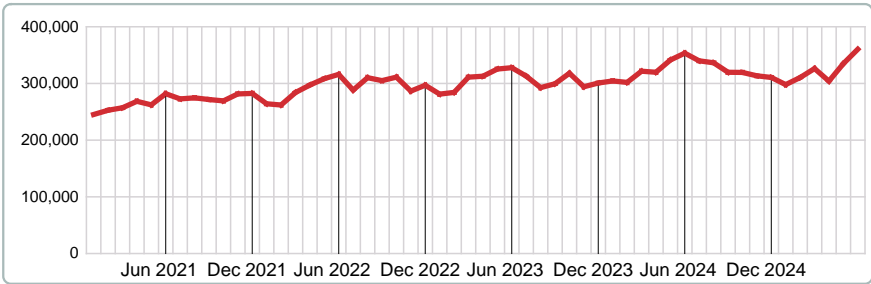
YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year JUN AVG = 327,898



High Jun 2025 360,339    Low Jan 2021 245,216

Average Sold Price at Closing this month at **360,339**  
above the 5 yr JUN average of **327,898**

APR

304,085

MAY

334,968

10.16%

JUN

360,339

7.57%

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 |
|--|-----|--|--|--------|-------------|----------|---------|---------|---------|
| \$150,000 and less   | 74  |  |  | 9.12%  | 106,199     | 104,387  | 107,552 | 121,667 | 0       |
| \$150,001 - \$200,000  | 83  |  |  | 10.23% | 178,873     | 172,610  | 180,240 | 184,150 | 0       |
| \$200,001 - \$250,000  | 135 |  |  | 16.65% | 226,735     | 228,915  | 227,059 | 218,972 | 219,000 |
| \$250,001 - \$325,000  | 182 |  |  | 22.44% | 284,891     | 278,488  | 281,878 | 290,842 | 293,657 |
| \$325,001 - \$425,000  | 143 |  |  | 17.63% | 368,600     | 340,833  | 367,018 | 372,008 | 369,657 |
| \$425,001 - \$600,000  | 107 |  |  | 13.19% | 508,968     | 473,000  | 492,304 | 508,932 | 539,281 |
| \$600,001 and up   | 87  |  |  | 10.73% | 918,406     | 0        | 710,282 | 947,324 | 973,036 |
| Average Sold Price   |     |  |  |        | 360,339     | 177,691  | 279,269 | 486,934 | 641,774 |
| Total Closed Units   |     |  |  | 100%   | 360,339     | 101      | 385     | 270     | 55      |
| Total Closed Volume  |     |  |  |        | 292,235,313 | 17.95M   | 107.52M | 131.47M | 35.30M  |

June 2025



Area Delimited by County Of Tulsa - Residential Property Type

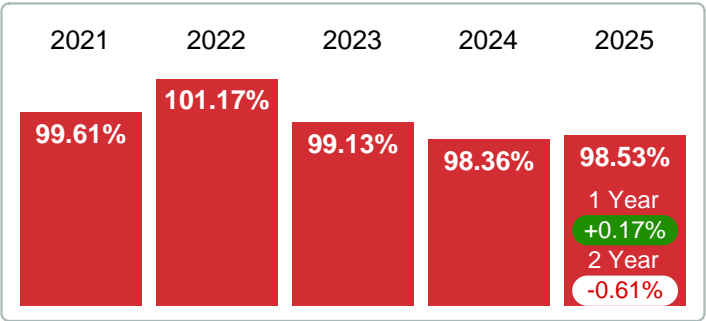
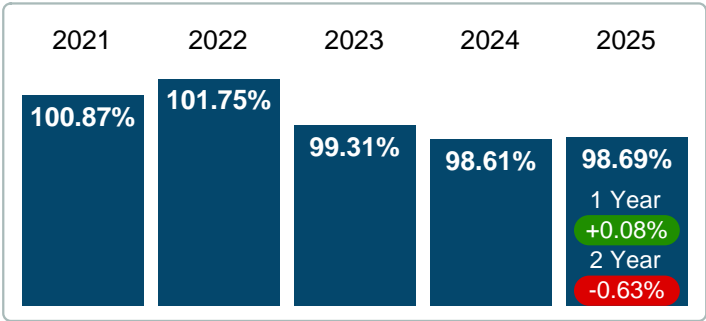


AVERAGE PERCENT OF SELLING PRICE TO LISTING PRICE

Report produced on Jul 11, 2025 for MLS Technology Inc.

JUNE

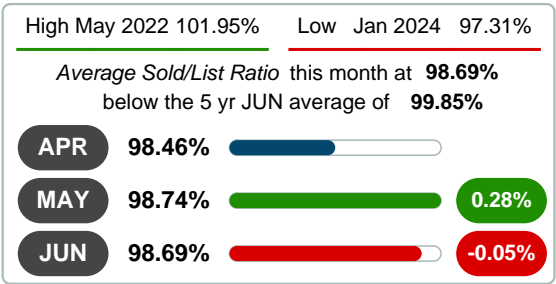
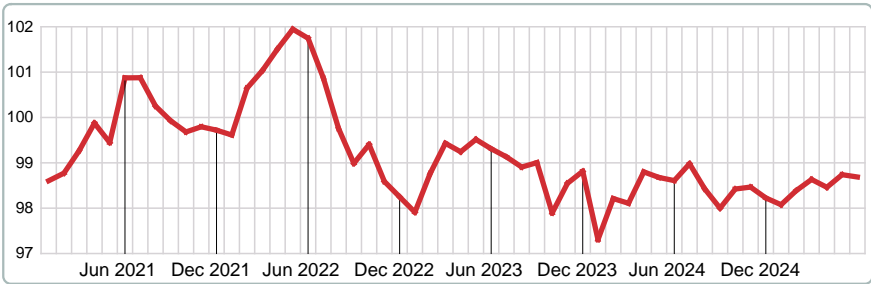
YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

3 MONTHS

5 year JUN AVG = 99.85%



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 |
|--|-----|-------------|---------|----------|---------|---------|---------|
| \$150,000 and less                             | 74  | 9.12%       | 93.81%  | 94.47%   | 93.45%  | 87.07%  | 0.00%   |
| \$150,001 - \$200,000                          | 83  | 10.23%      | 99.32%  | 99.88%   | 99.70%  | 96.17%  | 0.00%   |
| \$200,001 - \$250,000                          | 135 | 16.65%      | 98.75%  | 97.88%   | 99.05%  | 97.17%  | 99.55%  |
| \$250,001 - \$325,000                          | 182 | 22.44%      | 99.85%  | 97.93%   | 100.83% | 98.37%  | 97.94%  |
| \$325,001 - \$425,000                          | 143 | 17.63%      | 98.75%  | 95.93%   | 98.82%  | 99.31%  | 96.33%  |
| \$425,001 - \$600,000                          | 107 | 13.19%      | 98.64%  | 97.09%   | 100.62% | 98.69%  | 95.66%  |
| \$600,001 and up                               | 87  | 10.73%      | 99.66%  | 0.00%    | 97.96%  | 99.57%  | 100.86% |
| Average Sold/List Ratio                        |     | 98.70%      |         | 96.63%   | 99.30%  | 98.68%  | 98.24%  |
| Total Closed Units                             |     | 811         | 100%    | 101      | 385     | 270     | 55      |
| Total Closed Volume                            |     | 292,235,313 |         | 17.95M   | 107.52M | 131.47M | 35.30M  |

June 2025



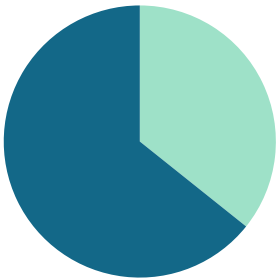
Area Delimited by County Of Tulsa - Residential Property Type



MARKET SUMMARY

Report produced on Jul 11, 2025 for MLS Technology Inc.

INVENTORY

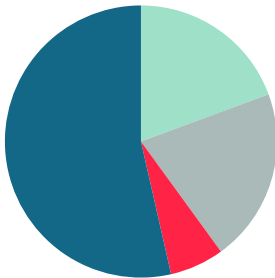


**Inventory**  
New Listings  
1,199 = 35.73%  
Start Inventory  
2,157  
Total Inventory Units  
3,356  
Volume  
\$1,392,179,752

Market Activity

Closed Sales  
811 = 19.36%  
Pending Sales  
864 = 20.63%  
Other Off Market  
270 = 6.45%  
Active Inventory  
2,243 = 53.56%

MARKET ACTIVITY



| Compared Metrics                               | June    |         |        | Year to Date |         |        |
|--|---------|---------|--------|--------------|---------|--------|
|  | 2024    | 2025    | +/- %  | 2024         | 2025    | +/- %  |
| Closed Sales                                   | 754     | 811     | 7.56%  | 4,098        | 4,331   | 5.69%  |
| Pending Sales                                  | 775     | 864     | 11.48% | 4,479        | 4,794   | 7.03%  |
| New Listings                                   | 1,073   | 1,199   | 11.74% | 6,081        | 6,618   | 8.83%  |
| Average List Price                             | 361,435 | 366,010 | 1.27%  | 333,510      | 330,069 | -1.03% |
| Average Sale Price                             | 353,432 | 360,339 | 1.95%  | 326,452      | 324,797 | -0.51% |
| Average Percent of Selling Price to List Price | 98.61%  | 98.69%  | 0.08%  | 98.36%       | 98.53%  | 0.17%  |
| Average Days on Market to Sale                 | 29.23   | 31.10   | 6.39%  | 35.89        | 41.37   | 15.27% |
| Monthly Inventory                              | 1,929   | 2,243   | 16.28% | 1,929        | 2,243   | 16.28% |
| Months Supply of Inventory                     | 2.83    | 3.14    | 10.77% | 2.83         | 3.14    | 10.77% |

Absorption: Last 12 months, an Average of 715 Sales/Month

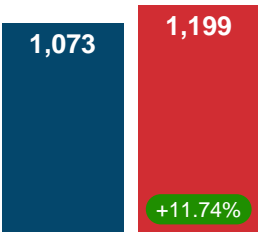
Inventory on June 30, 2025 = 2,243

20242025

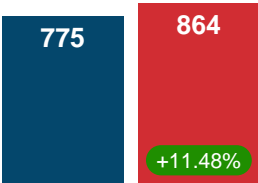
JUNE MARKET

AVERAGE PRICES

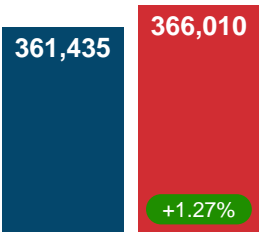
New Listings



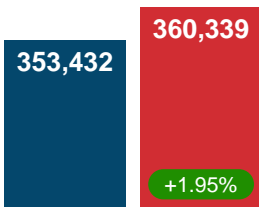
Pending Listings



List Price



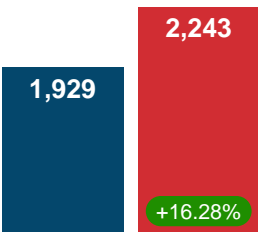
Sale Price



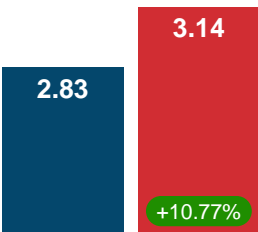
INVENTORY

AVERAGE SOLD/LIST RATIO & DOM

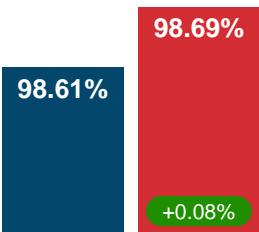
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

