



# October 2014

Area Delimited by Entire OK State MLS -  
Single-Family Property Type



OKLAHOMA  
ASSOCIATION OF  
REALTORS®

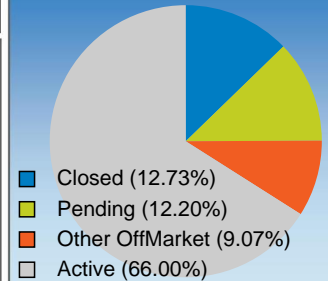
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**Absorption:** Last 12 months, an Average of **3,753** Sales/Month

**Active Inventory** as of October 31, 2014 = **20,476**

|  | OCTOBER |         |         |
|--|---------|---------|---------|
|  | 2013    | 2014    | +/-%    |
| Closed Listings                                | 3,592   | 3,949   | 9.94%   |
| Pending Listings                               | 3,459   | 3,784   | 9.40%   |
| New Listings                                   | 5,759   | 5,766   | 0.12%   |
| Average List Price                             | 161,136 | 173,303 | 7.55%   |
| Average Sale Price                             | 155,669 | 169,504 | 8.89%   |
| Average Percent of List Price to Selling Price | 96.07%  | 98.41%  | 2.44%   |
| Average Days on Market to Sale                 | 76.81   | 68.46   | -10.88% |
| End of Month Inventory                         | 23,095  | 20,476  | -11.34% |
| Months Supply of Inventory                     | 6.32    | 5.46    | -13.67% |

## Market Activity



Report Produced on: Nov 14, 2014

# Monthly Inventory Analysis

Data from the OKLAHOMA ASSOCIATION OF REALTORS®

## Analysis Wrap-Up

### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of October 2014 decreased **11.34%** to 20,476 existing homes available for sale. Over the last 12 months this area has had an average of 3,753 closed sales per month. This represents an unsold inventory index of **5.46** 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 **8.89%** in October 2014 to \$169,504 versus the previous year at \$155,669.

### Average Days on Market Shortens

The average number of **68.46** days that homes spent on the market before selling decreased by 8.35 days or **10.88%** in October 2014 compared to last year's same month at **76.81** DOM.

### Sales Success for October 2014 is Positive

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

There were 5,766 New Listings in October 2014, up **0.12%** from last year at 5,759. Furthermore, there were 3,949 Closed Listings this month versus last year at 3,592, a **9.94%** increase.

Closed versus Listed trends yielded a **68.5%** ratio, up from last year's October 2014 at **62.4%**, a **9.81%** 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.

### Find a REALTOR® at [okrealtors.com](http://okrealtors.com)

For more information, contact:

**Steve Reese - Vice President of Marketing**  
**405-848-9944**  
**steve@okrealtors.com**  
**Or visit: [www.okrealtors.com](http://www.okrealtors.com)**



# Monthly Inventory Analysis

Data from the  
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## October 2014

Closed Sales as of Nov 12, 2014



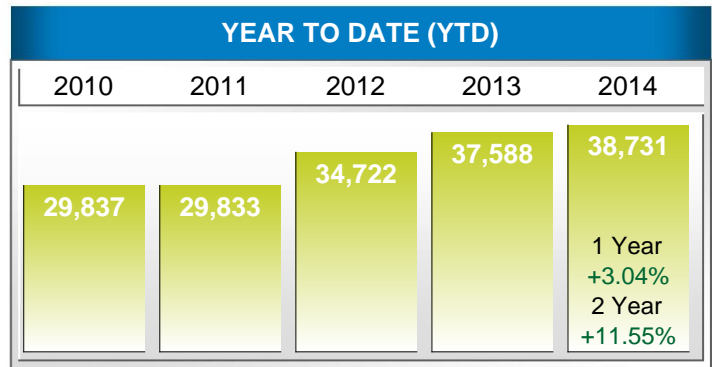
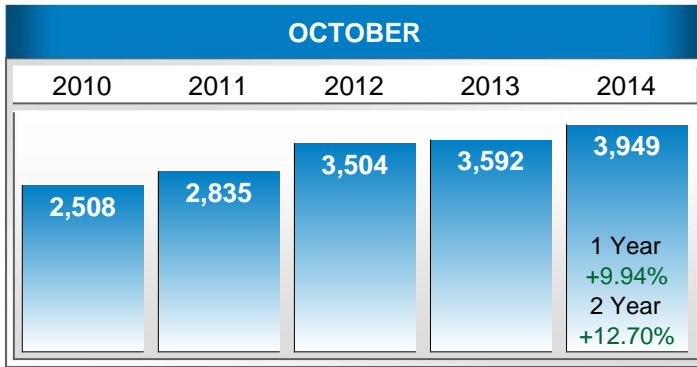
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## Closed Listings

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Closed Listings

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### 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                              | 404 |  | 10.23% | 82.9  | 180     | 205       | 19        | 0         |           |
| \$50,001 - \$75,000                            | 355 |  | 8.99%  | 70.9  | 113     | 215       | 26        | 1         |           |
| \$75,001 - \$100,000                           | 414 |  | 10.48% | 68.7  | 113     | 275       | 26        | 0         |           |
| \$100,001 - \$150,000                          | 967 |  | 24.49% | 59.6  | 172     | 675       | 109       | 11        |           |
| \$150,001 - \$200,000                          | 739 |  | 18.71% | 63.7  | 97      | 419       | 210       | 13        |           |
| \$200,001 - \$300,000                          | 640 |  | 16.21% | 70.7  | 71      | 276       | 261       | 32        |           |
| \$300,001 and up                               | 430 |  | 10.89% | 77.6  | 37      | 99        | 253       | 41        |           |
| <b>Total Closed Units:</b> 3,949               |     |  |        |       | 68.5    | 783       | 2164      | 904       | 98        |
| <b>Total Closed Volume:</b> 669,372,052        |     |  |        |       |         | 93.31M    | 310.97M   | 230.04M   | 35.05M    |
| <b>Average Closed Price:</b> \$169,504         |     |  |        |       |         | \$119,168 | \$143,700 | \$254,474 | \$357,682 |



# Monthly Inventory Analysis

Data from the  
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## October 2014

Pending Listings as of Nov 12, 2014



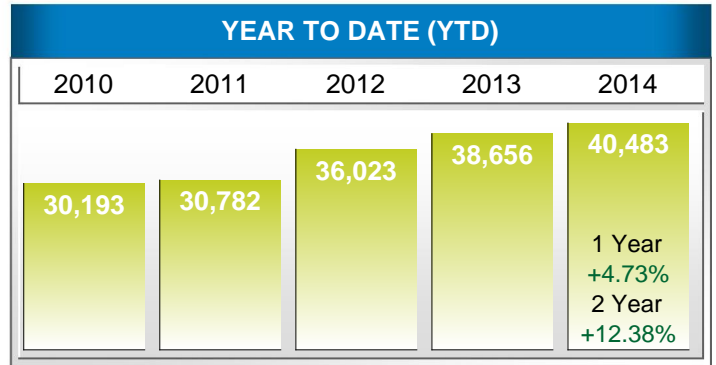
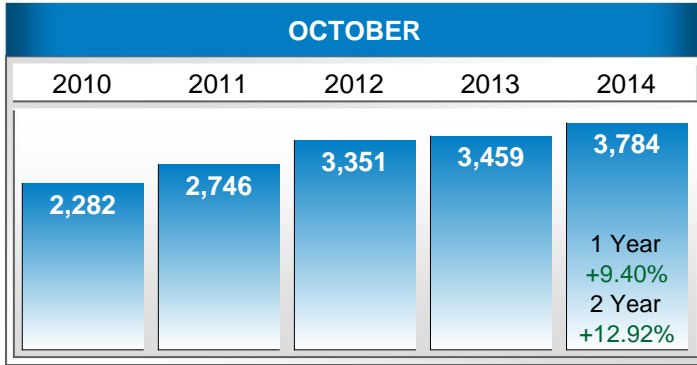
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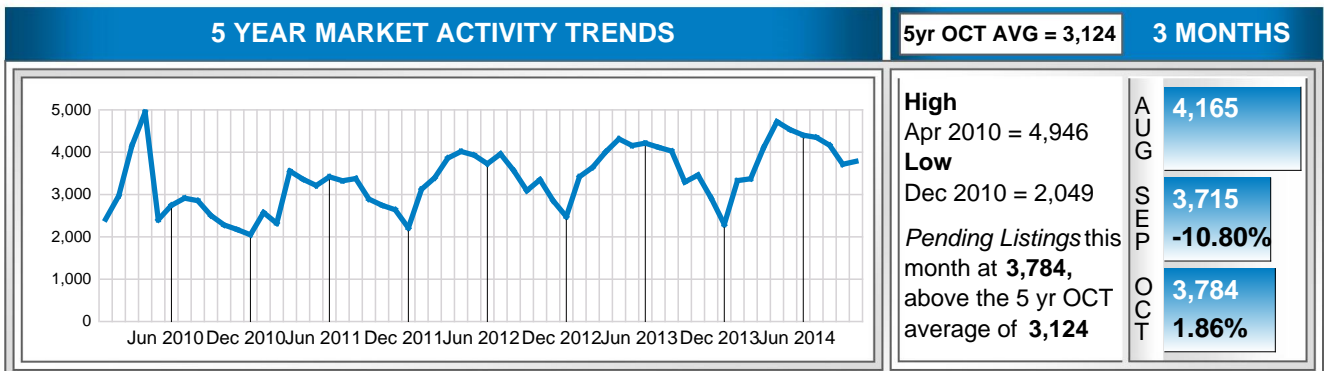
## Pending Listings

Report Produced on: Nov 14, 2014

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Pending Listings



### 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                               | 387 | 10.23% | 67.4  | 181     | 181       | 21        | 4         |           |
| \$50,001 - \$75,000                             | 318 | 8.40%  | 72.4  | 110     | 183       | 23        | 2         |           |
| \$75,001 - \$100,000                            | 401 | 10.60% | 66.5  | 77      | 280       | 42        | 2         |           |
| \$100,001 - \$150,000                           | 925 | 24.45% | 56.9  | 137     | 663       | 117       | 8         |           |
| \$150,001 - \$225,000                           | 887 | 23.44% | 68.0  | 114     | 524       | 240       | 9         |           |
| \$225,001 - \$300,000                           | 471 | 12.45% | 72.5  | 55      | 177       | 214       | 25        |           |
| \$300,001 and up                                | 395 | 10.44% | 76.9  | 38      | 76        | 224       | 57        |           |
| Total Pending Units: 3,784                      |     |        |       | 68.5    | 712       | 2084      | 881       | 107       |
| Total Pending Volume: 659,664,275               |     |        |       |         | 87.97M    | 297.89M   | 225.53M   | 48.27M    |
| Average Listing Price: \$163,586                |     |        |       |         | \$123,558 | \$142,941 | \$255,992 | \$451,159 |

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# Monthly Inventory Analysis

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## October 2014

New Listings as of Nov 12, 2014



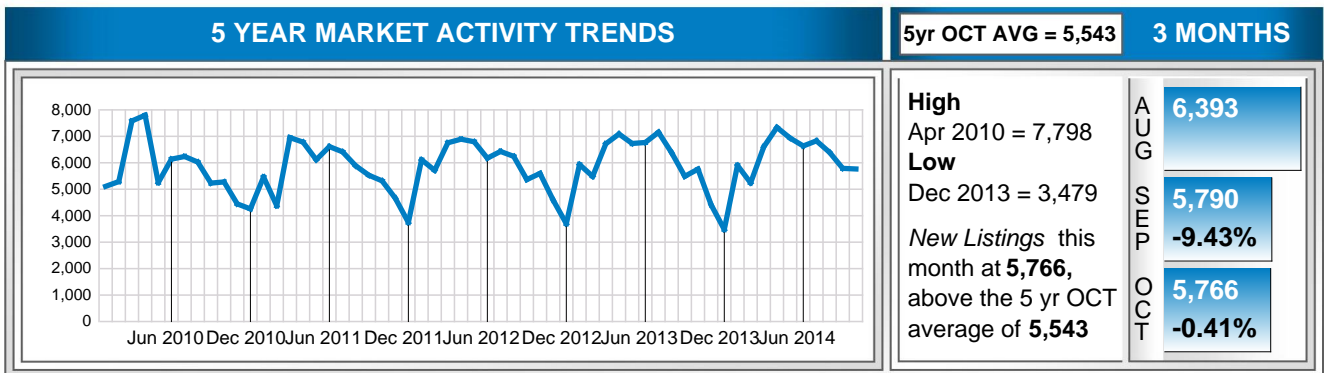
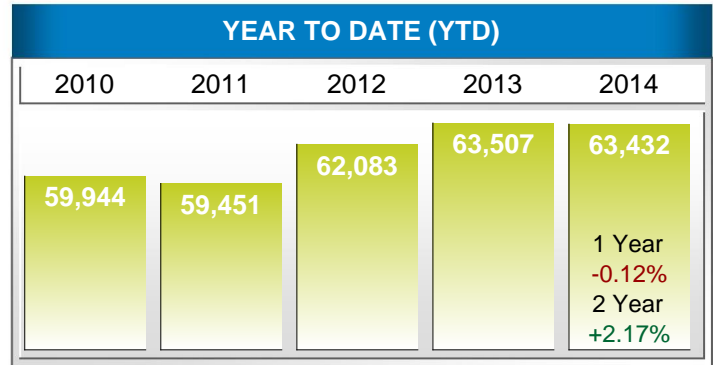
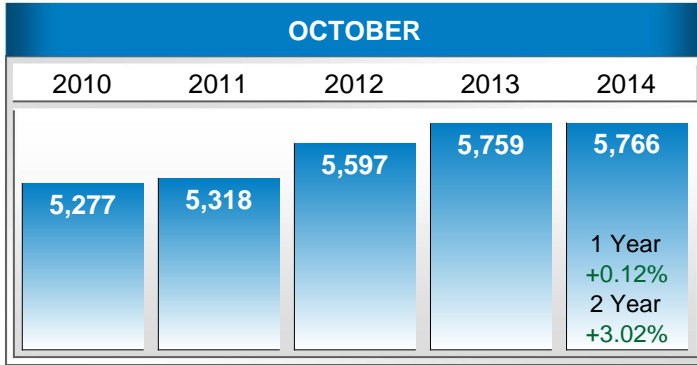
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### New Listings

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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                           | 525   | 9.11%  | 265       | 225       | 32        | 3         |
| \$50,001 - \$75,000                         | 519   | 9.00%  | 183       | 296       | 34        | 6         |
| \$75,001 - \$100,000                        | 614   | 10.65% | 136       | 424       | 47        | 7         |
| \$100,001 - \$175,000                       | 1,804 | 31.29% | 299       | 1,219     | 263       | 23        |
| \$175,001 - \$225,000                       | 757   | 13.13% | 90        | 422       | 228       | 17        |
| \$225,001 - \$350,000                       | 927   | 16.08% | 98        | 373       | 394       | 62        |
| \$350,001 and up                            | 620   | 10.75% | 47        | 135       | 327       | 111       |
| Total New Listed Units:                     |       |        | 1,118     | 3,094     | 1,325     | 229       |
| Total New Listed Volume:                    |       |        | 145.70M   | 494.58M   | 392.64M   | 123.44M   |
| Average New Listed Listing Price:           |       |        | \$130,324 | \$159,852 | \$296,329 | \$539,039 |



# Monthly Inventory Analysis

Data from the  
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## October 2014

Active Inventory as of Nov 12, 2014



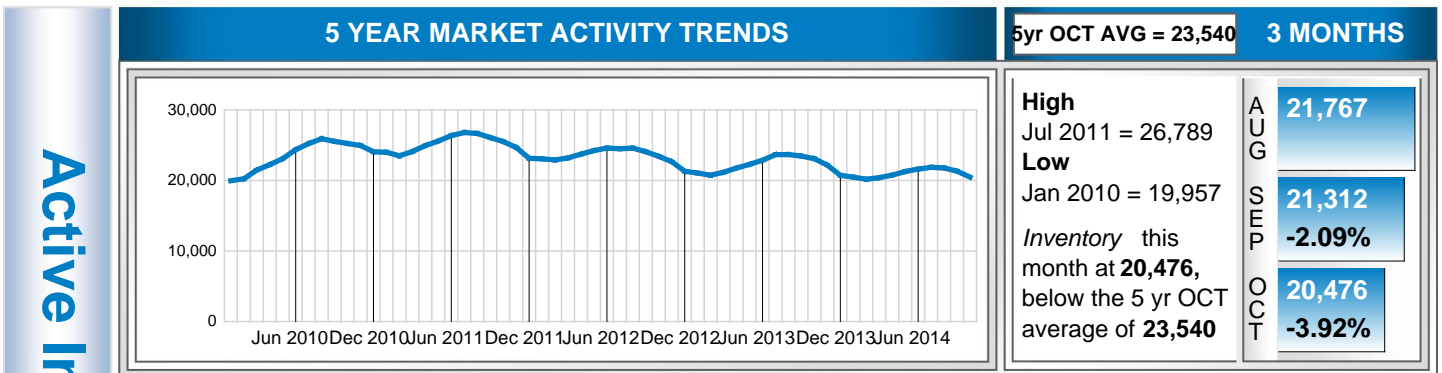
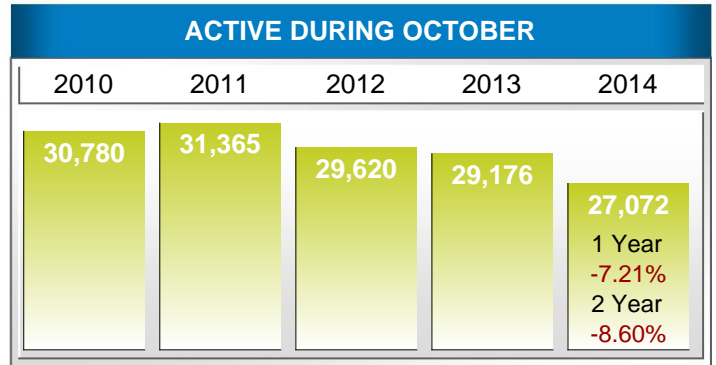
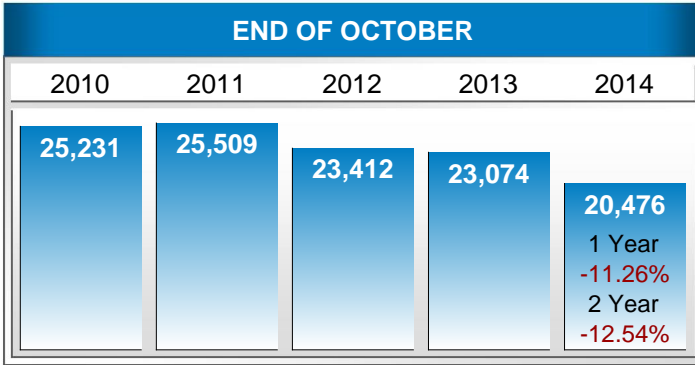
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## Active Inventory

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Active Inventory

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### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Inventory by Price Range |       | %      | AVDOM | ≤2 Beds       | 3 Beds | 4 Beds    | 5 Beds+   |           |           |
|--|-------|--------|-------|---------------|--------|-----------|-----------|-----------|-----------|
| \$50,000 and less                        | 1,787 | 8.73%  | 130.2 | 916           | 757    | 98        | 16        |           |           |
| \$50,001 - \$75,000                      | 2,159 | 10.54% | 122.3 | 826           | 1,175  | 137       | 21        |           |           |
| \$75,001 - \$100,000                     | 2,285 | 11.16% | 117.0 | 601           | 1,433  | 225       | 26        |           |           |
| \$100,001 - \$175,000                    | 5,542 | 27.07% | 102.8 | 1,039         | 3,504  | 903       | 96        |           |           |
| \$175,001 - \$250,000                    | 3,684 | 17.99% | 105.9 | 573           | 1,784  | 1,211     | 116       |           |           |
| \$250,001 - \$375,000                    | 2,703 | 13.20% | 111.5 | 376           | 883    | 1,216     | 228       |           |           |
| \$375,001 and up                         | 2,316 | 11.31% | 119.6 | 241           | 449    | 1,165     | 461       |           |           |
| Total Active Inventory by Units:         |       |        |       | 20,476        | 112.4  | 4,572     | 9,985     | 4,955     | 964       |
| Total Active Inventory by Volume:        |       |        |       | 4,372,944,166 |        | 671.90M   | 1.65B     | 1.52B     | 532.18M   |
| Average Active Inventory Listing Price:  |       |        |       | \$213,564     |        | \$146,959 | \$165,428 | \$306,170 | \$552,056 |



# Monthly Inventory Analysis

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## October 2014

Active Inventory as of Nov 12, 2014



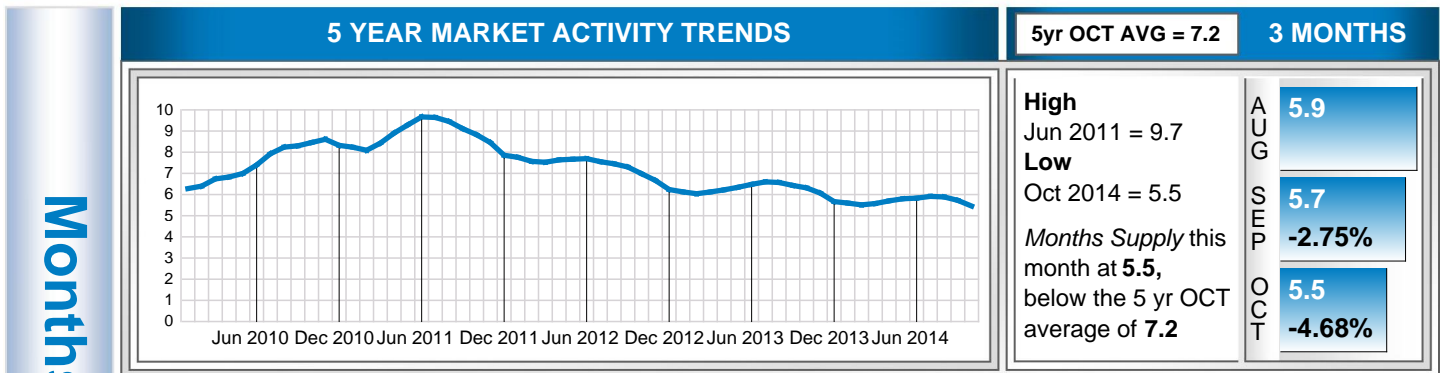
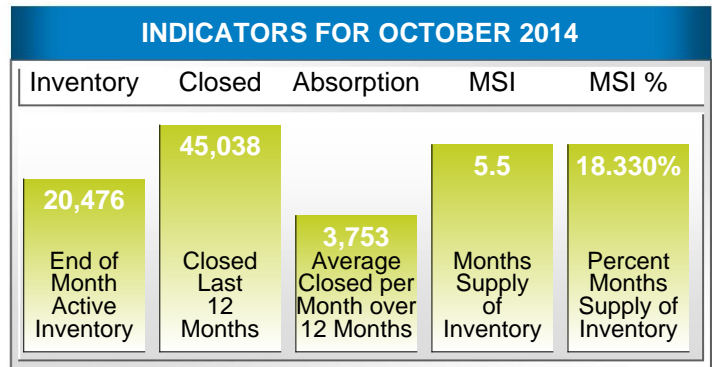
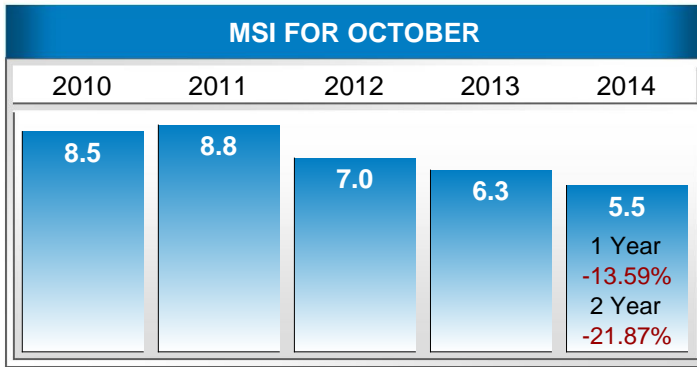
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## Months Supply of Inventory

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Months Supply

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### MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

| Distribution of Active Inventory by Price Range and MSI |       |        | %      | MSI  | ≤2 Beds | 3 Beds | 4 Beds | 5 Beds+ |
|---|-------|--------|--------|------|---------|--------|--------|---------|
| \$50,000 and less                                       | 1,787 |        | 8.73%  | 4.2  | 4.9     | 3.7    | 3.4    | 5.3     |
| \$50,001 - \$75,000                                     | 2,159 |        | 10.54% | 6.7  | 7.7     | 6.2    | 6.2    | 9.7     |
| \$75,001 - \$100,000                                    | 2,285 |        | 11.16% | 5.7  | 6.2     | 5.4    | 6.5    | 7.8     |
| \$100,001 - \$175,000                                   | 5,542 |        | 27.07% | 4.1  | 5.1     | 3.8    | 4.4    | 6.9     |
| \$175,001 - \$250,000                                   | 3,684 |        | 17.99% | 5.5  | 6.7     | 5.4    | 5.1    | 6.8     |
| \$250,001 - \$375,000                                   | 2,703 |        | 13.20% | 6.6  | 9.6     | 7.0    | 5.7    | 7.6     |
| \$375,001 and up  | 2,316 |        | 11.31% | 12.1 | 17.4    | 11.9   | 11.2   | 13.0    |
| MSI:  |       | 5.5    |        |      | 6.2     | 4.8    | 5.8    | 9.2     |
| Total Active Inventory:                                 |       | 20,476 |        |      | 4,572   | 9,985  | 4,955  | 964     |



# Monthly Inventory Analysis

Data from the  
**OKLAHOMA ASSOCIATION OF REALTORS®**

## October 2014

Closed Sales as of Nov 12, 2014



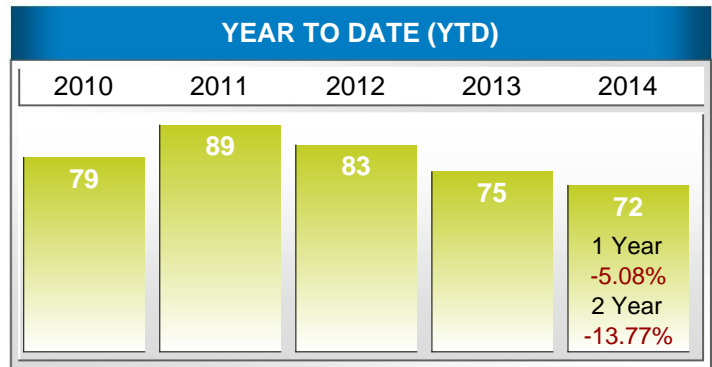
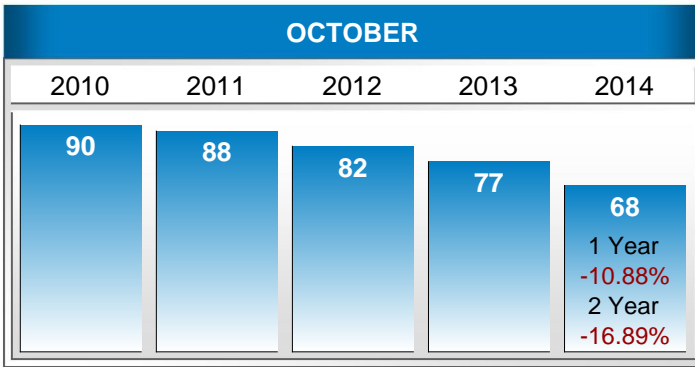
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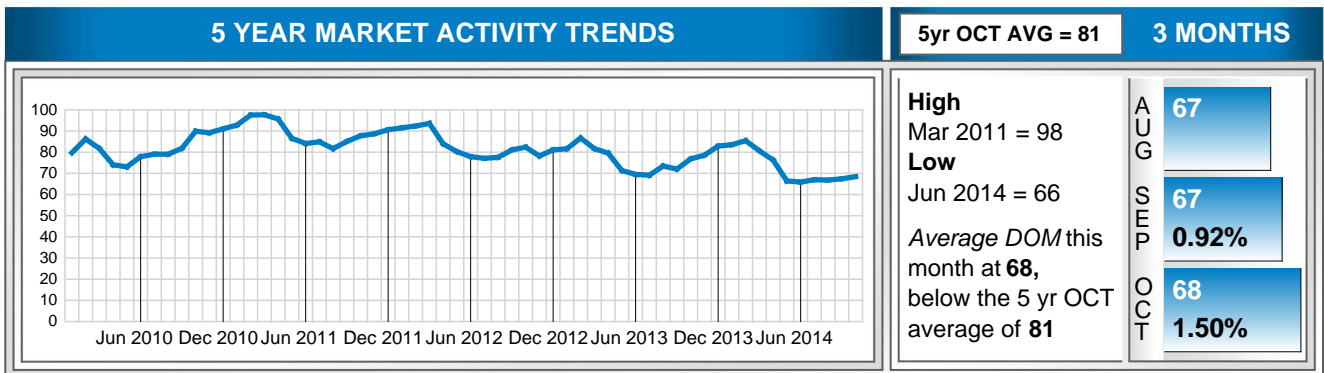
### Average Days on Market to Sale

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**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   | 404 | 10.23% | 82.9  | 84.7    | 81.3    | 82.9    | 0.0     |
| \$50,001 - \$75,000   | 355 | 8.99%  | 70.9  | 67.3    | 67.8    | 113.5   | 29.0    |
| \$75,001 - \$100,000  | 414 | 10.48% | 68.7  | 75.2    | 66.0    | 68.6    | 0.0     |
| \$100,001 - \$150,000   | 967 | 24.49% | 59.6  | 80.6    | 52.6    | 66.3    | 90.3    |
| \$150,001 - \$200,000   | 739 | 18.71% | 63.7  | 73.6    | 59.5    | 67.9    | 55.0    |
| \$200,001 - \$300,000   | 640 | 16.21% | 70.7  | 108.4   | 63.0    | 65.6    | 94.0    |
| \$300,001 and up  | 430 | 10.89% | 77.6  | 100.2   | 71.8    | 74.3    | 92.0    |
| Average Closed DOM: 68.5                                      |     |        |       | 81.4    | 62.1    | 70.5    | 86.9    |
| Total Closed Units: 3,949                                     |     |        |       | 783     | 2164    | 904     | 98      |
| Total Closed Volume: 669,372,052                              |     |        |       | 93.31M  | 310.97M | 230.04M | 35.05M  |



# Monthly Inventory Analysis

Data from the  
**OKLAHOMA ASSOCIATION OF REALTORS®**

## October 2014

Closed Sales as of Nov 12, 2014



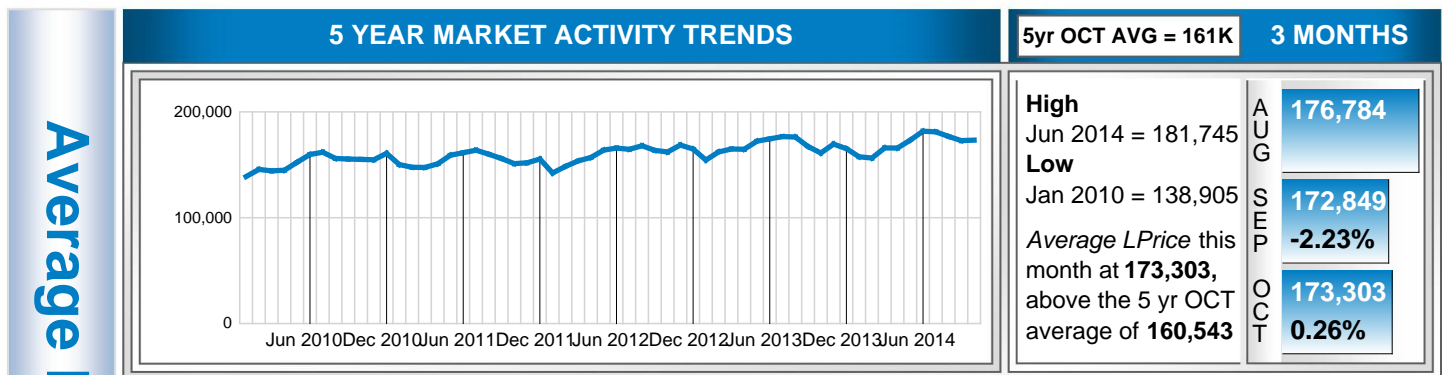
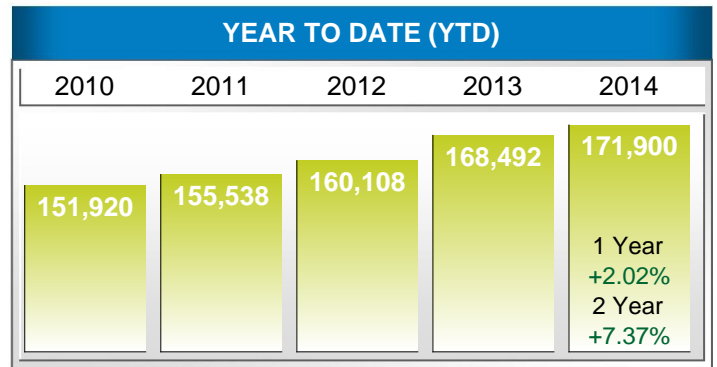
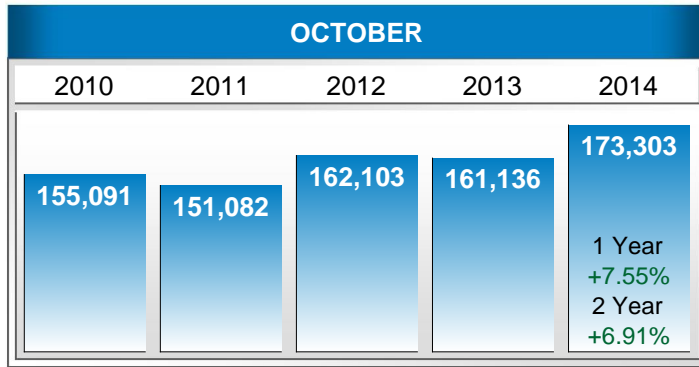
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## Average List Price at Closing

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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  | 364 |             | 9.22%  | 33,871  | 34,233    | 37,562    | 42,671    | 0         |
| \$50,001 - \$75,000  | 328 |             | 8.31%  | 64,036  | 68,867    | 68,400    | 70,150    | 66,000    |
| \$75,001 - \$100,000   | 438 |             | 11.09% | 89,236  | 92,586    | 92,424    | 91,015    | 0         |
| \$100,001 - \$150,000  | 956 |             | 24.21% | 128,034 | 130,697   | 130,153   | 132,198   | 132,782   |
| \$150,001 - \$200,000  | 760 |             | 19.25% | 175,103 | 178,208   | 176,815   | 178,951   | 186,446   |
| \$200,001 - \$300,000  | 654 |             | 16.56% | 245,912 | 253,346   | 245,049   | 252,528   | 271,800   |
| \$300,001 and up   | 449 |             | 11.37% | 435,751 | 421,369   | 408,638   | 432,234   | 582,216   |
| Average List Price:  |     | \$173,303   |        |         | \$124,841 | \$146,881 | \$256,920 | \$372,641 |
| Total Closed Units:  |     | 3,949       |        |         | 783       | 2164      | 904       | 98        |
| Total List Volume:   |     | 684,374,829 |        |         | 97.75M    | 317.85M   | 232.26M   | 36.52M    |





# Monthly Inventory Analysis

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## October 2014

Closed Sales as of Nov 12, 2014



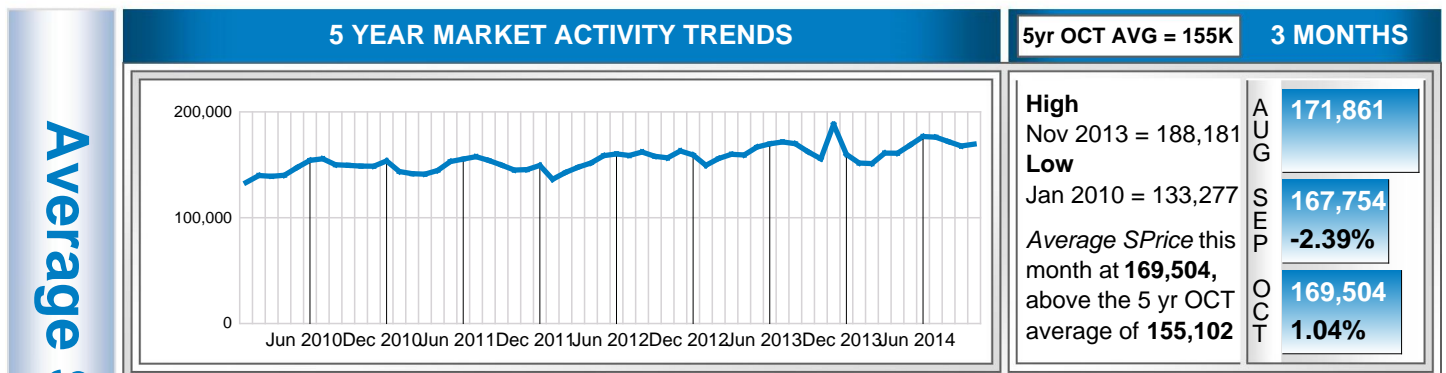
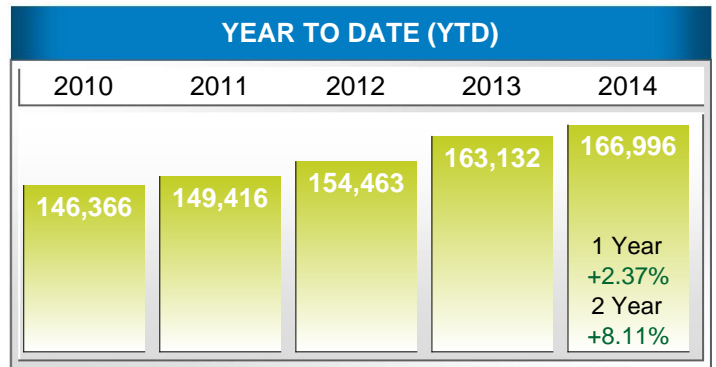
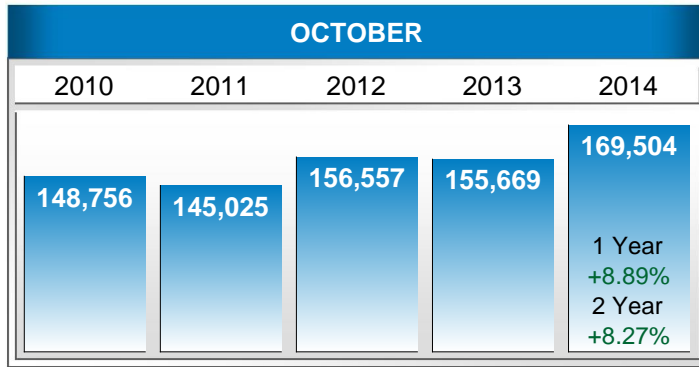
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## Average Sold Price at Closing

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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  | 404 |  | 10.23% | 32,278  | 30,040      | 33,971    | 35,221    | 0         |           |
| \$50,001 \$75,000  | 355 |  | 8.99%  | 64,495  | 63,565      | 64,928    | 65,036    | 62,700    |           |
| \$75,001 \$100,000   | 414 |  | 10.48% | 88,546  | 88,623      | 88,621    | 87,406    | 0         |           |
| \$100,001 \$150,000  | 967 |  | 24.49% | 126,961 | 125,721     | 126,857   | 129,900   | 123,636   |           |
| \$150,001 \$200,000  | 739 |  | 18.71% | 173,882 | 173,425     | 173,252   | 175,163   | 176,908   |           |
| \$200,001 \$300,000  | 640 |  | 16.21% | 244,135 | 241,064     | 239,600   | 247,408   | 263,374   |           |
| \$300,001 and up   | 430 |  | 10.89% | 440,142 | 409,259     | 417,382   | 434,368   | 558,595   |           |
| Average Closed Price:  |     |  |        |         | \$169,504   | \$119,168 | \$143,700 | \$254,474 | \$357,682 |
| Total Closed Units:  |     |  |        |         | 3,949       | 783       | 2164      | 904       | 98        |
| Total Closed Volume:   |     |  |        |         | 669,372,052 | 93.31M    | 310.97M   | 230.04M   | 35.05M    |



# Monthly Inventory Analysis

Data from the  
**OKLAHOMA ASSOCIATION OF REALTORS®**

## October 2014

Closed Sales as of Nov 12, 2014



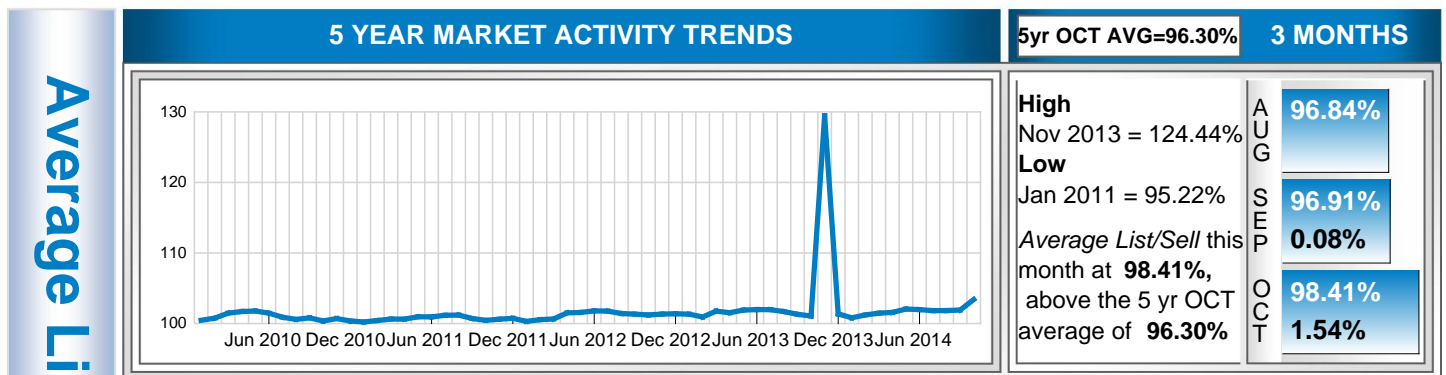
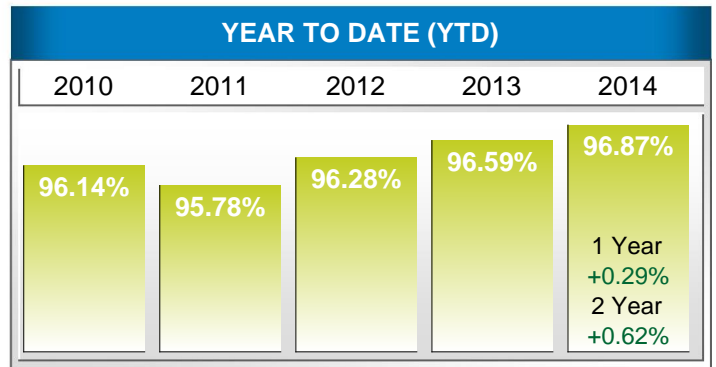
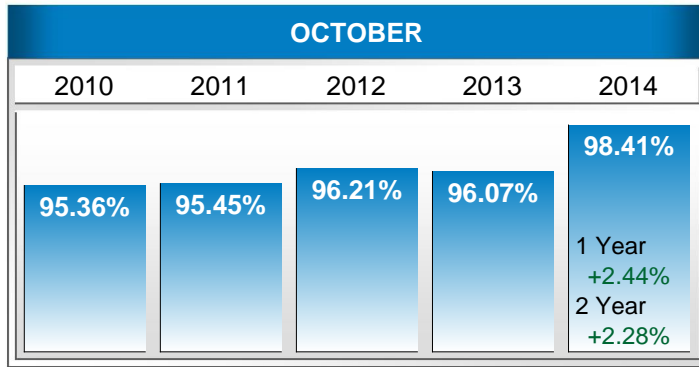
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ASSOCIATION OF  
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### Average Percent of List Price to Selling Price

Report Produced on: Nov 14, 2014

Area Delimited by Entire OK State MLS - Single-Family Property Type



Average List/Sell Price

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Contact an experienced REALTOR®

#### 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                            | 404 | 10.23% | 103.65% | 117.02%     | 93.71%  | 84.35%  | 0.00%   |        |
| \$50,001 - \$75,000                          | 355 | 8.99%  | 94.93%  | 93.78%      | 95.72%  | 93.40%  | 95.00%  |        |
| \$75,001 - \$100,000                         | 414 | 10.48% | 96.16%  | 96.10%      | 96.15%  | 96.52%  | 0.00%   |        |
| \$100,001 - \$150,000                        | 967 | 24.49% | 97.85%  | 96.50%      | 97.60%  | 101.96% | 93.33%  |        |
| \$150,001 - \$200,000                        | 739 | 18.71% | 97.90%  | 97.39%      | 98.07%  | 97.96%  | 95.26%  |        |
| \$200,001 - \$300,000                        | 640 | 16.21% | 97.73%  | 95.88%      | 97.92%  | 98.12%  | 97.01%  |        |
| \$300,001 and up                             | 430 | 10.89% | 101.66% | 97.66%      | 106.77% | 101.03% | 96.80%  |        |
| Average List/Sell Ratio:                     |     |        |         | 98.40%      | 100.87% | 97.41%  | 98.89%  | 96.26% |
| Total Closed Units:                          |     |        |         | 3,949       | 783     | 2164    | 904     | 98     |
| Total Closed Volume:                         |     |        |         | 669,372,052 | 93.31M  | 310.97M | 230.04M | 35.05M |



# Monthly Inventory Analysis

Data from the  
OKLAHOMA ASSOCIATION OF REALTORS®

## October 2014

Inventory as of Nov 12, 2014



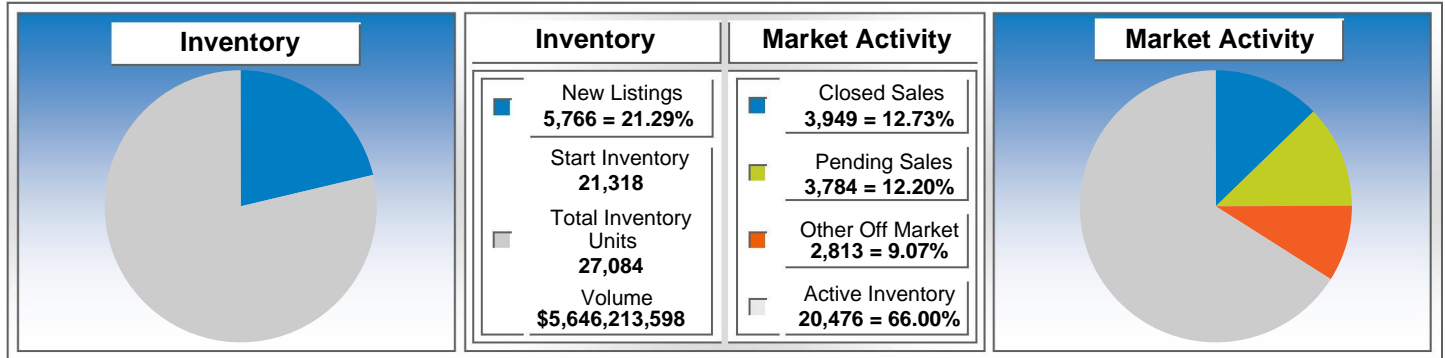
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## Market Summary

Report Produced on: Nov 14, 2014

Area Delimited by Entire OK State MLS - Single-Family Property Type



**Absorption:** Last 12 months, an Average of **3,753** Sales/Month

**Active Inventory** as of October 31, 2014 = **20,476**

|  | OCTOBER |         |         | Year To Date |         |         |
|--|---------|---------|---------|--------------|---------|---------|
|  | 2013    | 2014    | +/-%    | 2013         | 2014    | +/-%    |
| Closed Sales                                   | 3,592   | 3,949   | 9.94%   | 37,588       | 38,731  | 3.04%   |
| Pending Sales                                  | 3,459   | 3,784   | 9.40%   | 38,656       | 40,483  | 4.73%   |
| New Listings                                   | 5,759   | 5,766   | 0.12%   | 63,507       | 63,432  | -0.12%  |
| Average List Price                             | 161,136 | 173,303 | 7.55%   | 168,492      | 171,900 | 2.02%   |
| Average Sale Price                             | 155,669 | 169,504 | 8.89%   | 163,132      | 166,996 | 2.37%   |
| Average Percent of List Price to Selling Price | 96.07%  | 98.41%  | 2.44%   | 96.59%       | 96.87%  | 0.29%   |
| Average Days on Market to Sale                 | 76.81   | 68.46   | -10.88% | 75.41        | 71.58   | -5.08%  |
| Monthly Inventory                              | 23,095  | 20,476  | -11.34% | 23,095       | 20,476  | -11.34% |
| Months Supply of Inventory                     | 6.32    | 5.46    | -13.67% | 6.32         | 5.46    | -13.67% |

