

# Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

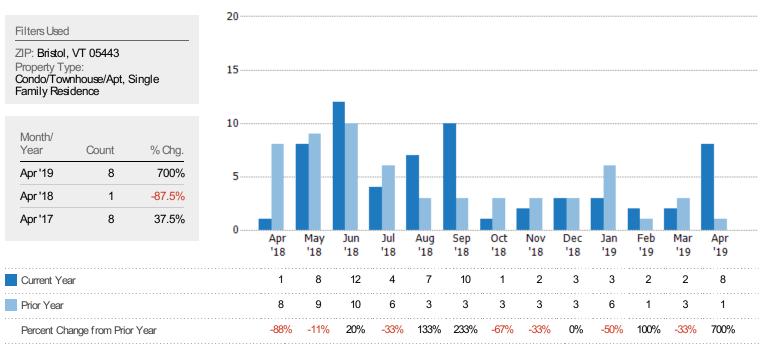
+/-	YTD 2018	YTD 2019	+/-	Apr 2018	Apr 2019	Key Metrics
						Listing Activity Charts Metrics
+36.4%	11	15	+700%	1	8	New Listing Count
+16%	\$7,401,699	\$8,585,700	+507%	\$349,900	\$2,123,800	New Listing Volume
	N⁄A	N⁄A	-	24	-	Active Listing Count
	N⁄A	N⁄A	-	\$10,294,199	-	Active Listing Volume
+13.2%	\$398,282	\$450,956	-	\$428,925	_	Average Listing Price
+43.1%	\$201,919	\$289,000	-	\$212,250	_	Median Listing Price
-4.3%	182.39	174.5	-	215	_	Median Days in RPR
-35.2%	12	7.8	-100%	12	_	Months of Inventory
+4.5%	8.33%	12.86%	-	8.33%	_	Absorption Rate
						Sales Activity Charts Metrics
+20%	10	12	-40%	5	3	New Pending Sales Count
+59.4%	\$2,181,700	\$3,478,700	-14.5%	\$1,040,300	\$889,000	New Pending Sales Volume
	N⁄A	N⁄A	-	6	_	Pending Sales Count
	N⁄A	N⁄A	-	\$1,310,300	-	Pending Sales Volume
-11.1%	9	8	-50%	2	1	Cloæd Sales Count
+8.2%	\$2,150,500	\$2,327,000	-29.8%	\$399,000	\$280,000	Closed Sales Volume
+21.7%	\$238,944	\$290,875	+40.4%	\$199,500	\$280,000	Average Sales Price
+31.4%	\$219,222	\$288,063	+40.4%	\$199,500	\$280,000	Median Sales Price





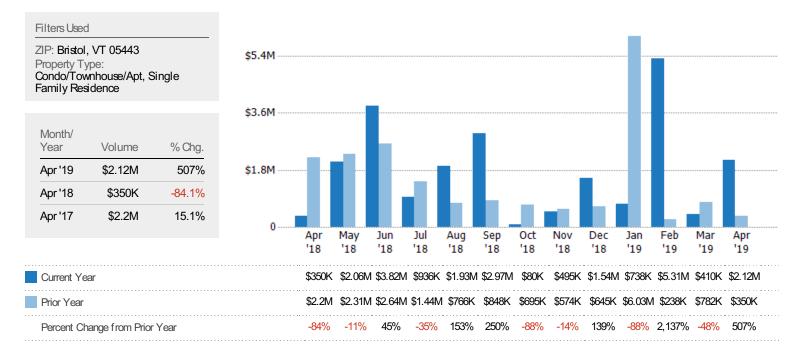
## New Listings

The number of new residential listings that were added each month.



#### New Listing Volume

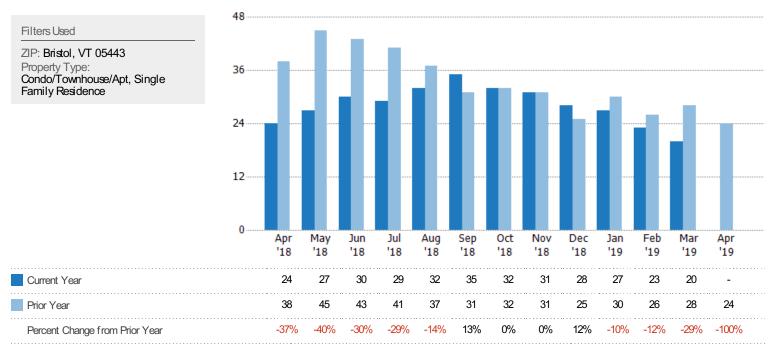
The sum of the listing price of residential listings that were added each month.





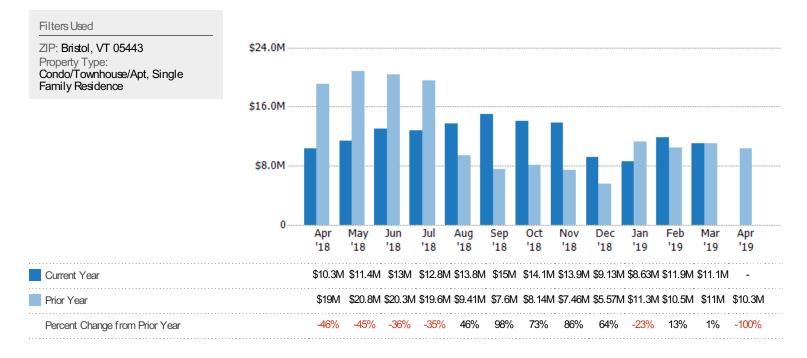
# Active Listings

The number of active residential listings at the end of each month.



# Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

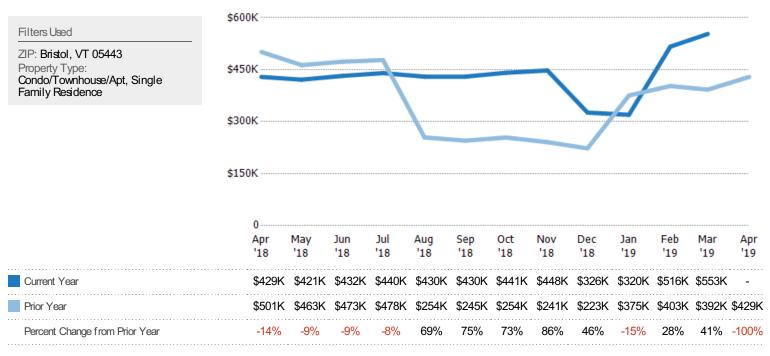


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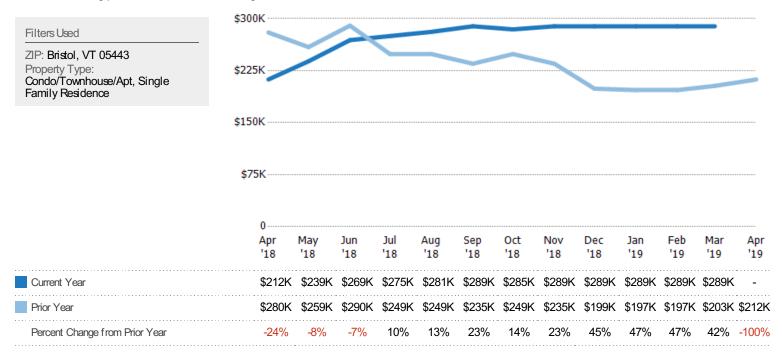
#### Average Listing Price

The average listing price of active residential listings at the end of each month.



## Median Listing Price

The median listing price of active residential listings at the end of each month.

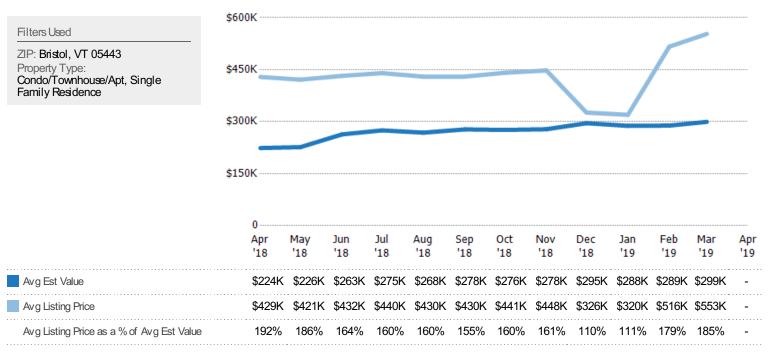






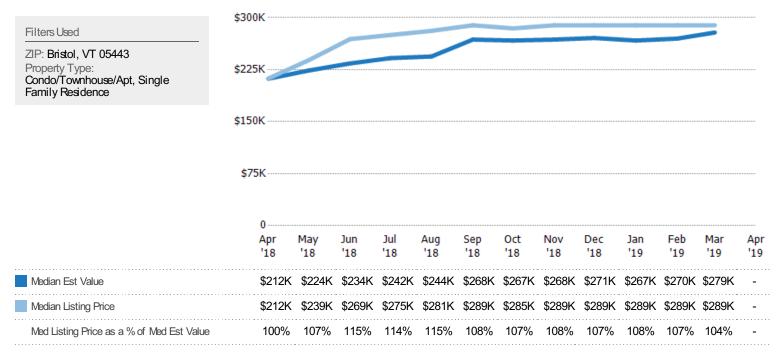
#### Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.



#### Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

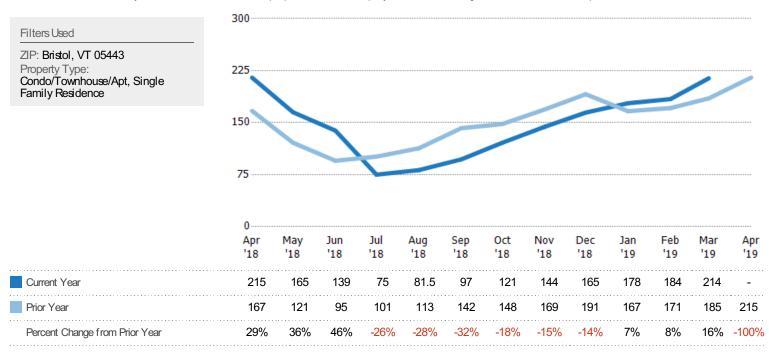






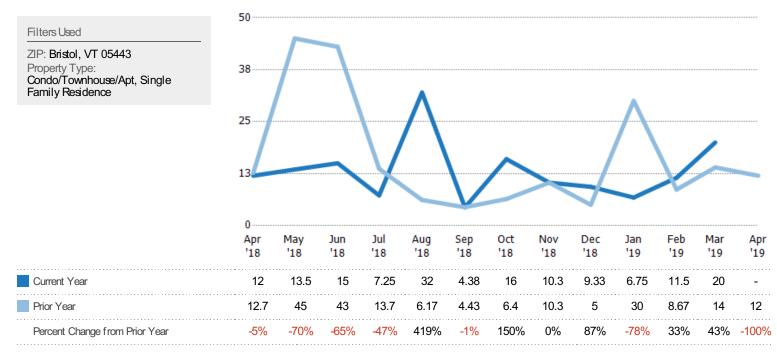
#### Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.



# Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

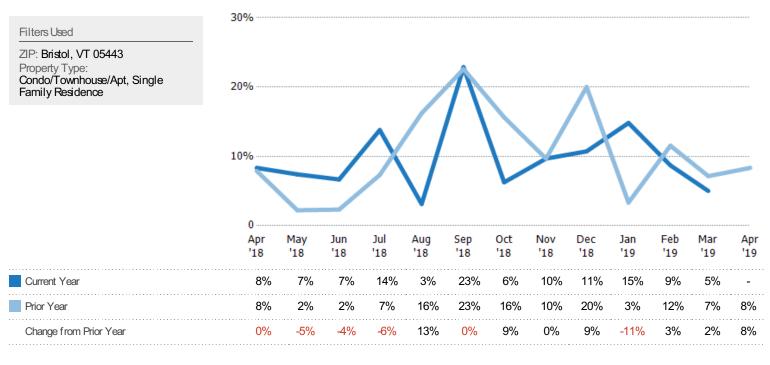






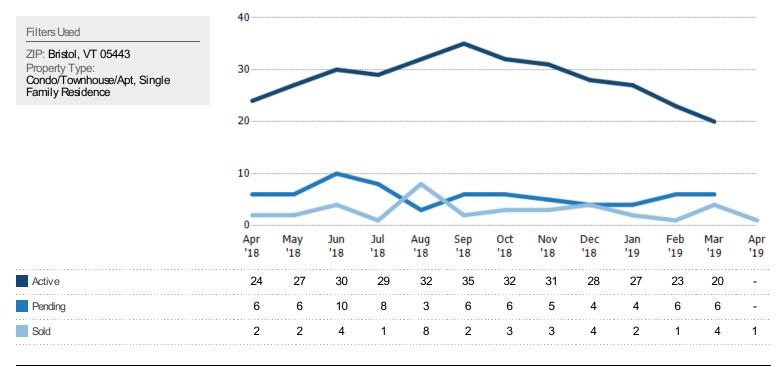
#### Absorption Rate

The percentage of inventory sold per month.



# Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

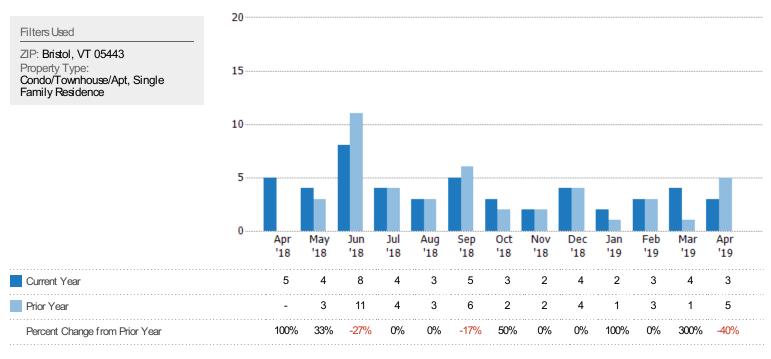






## New Pending Sales

The number of residential properties with accepted offers that were added each month.



# New Pending Sales Volume

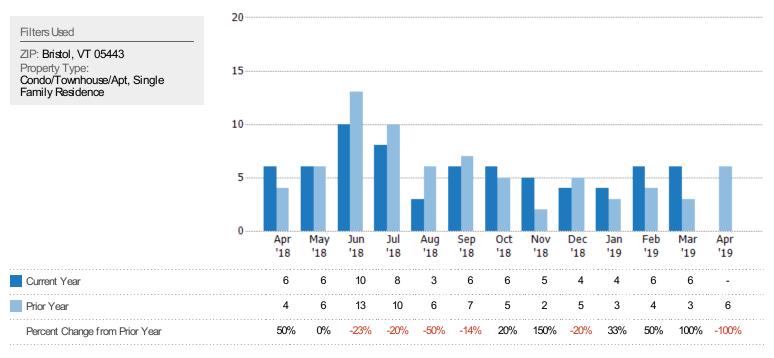
The sum of the sales price of residential properties with accepted offers that were added each month.





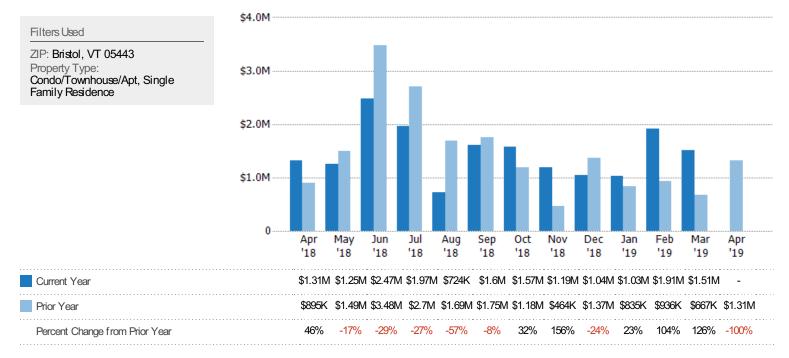
# Pending Sales

The number of residential properties with accepted offers that were available at the end each month.



# Pending Sales Volume

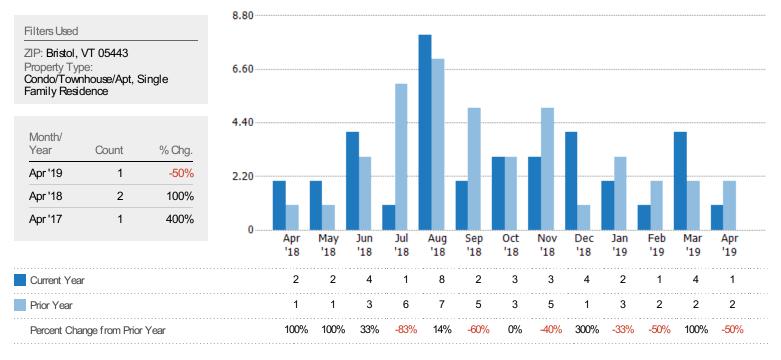
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.





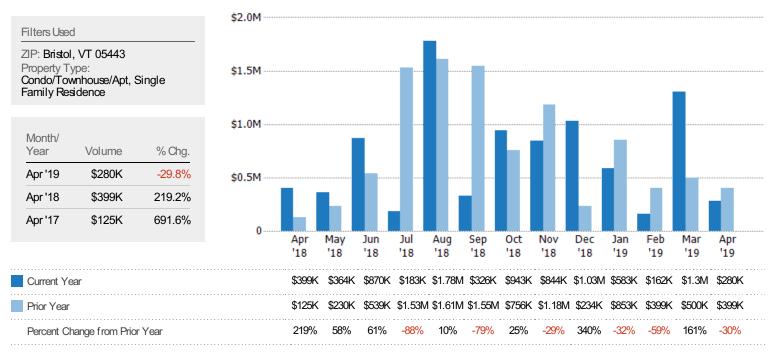
# Closed Sales

The total number of residential properties sold each month.



# Closed Sales Volume

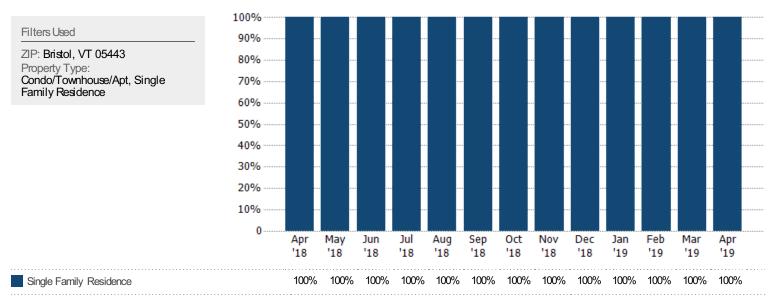
The sum of the sales price of residential properties sold each month.





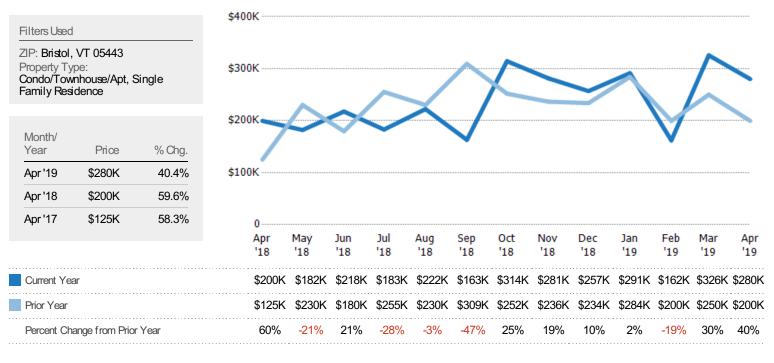
#### Closed Sales by Property Type

The percentage of residential properties sold each month by property type.



## Average Sales Price

The average sales price of the residential properties sold each month.

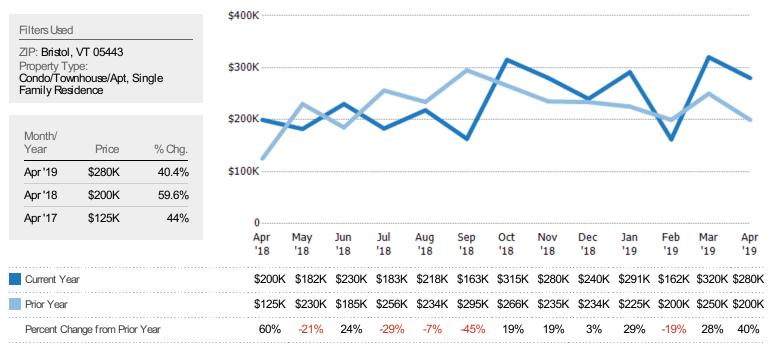






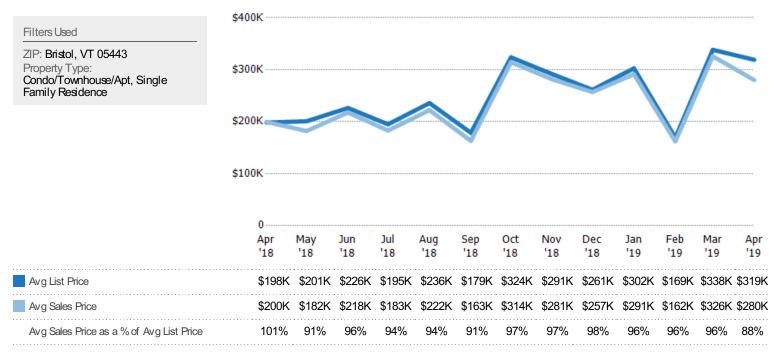
# Median Sales Price

The median sales price of the residential properties sold each month.



# Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

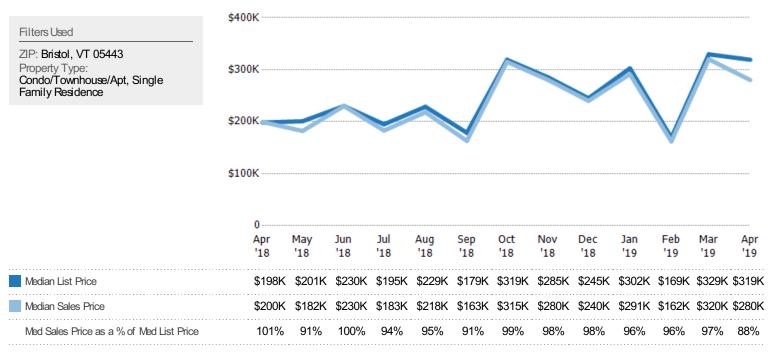






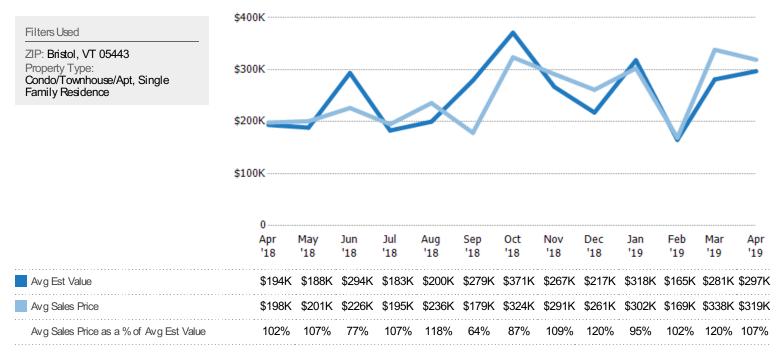
#### Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.



#### Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.







#### Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.



