

# Summary of Key Listing and Sales Metrics

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

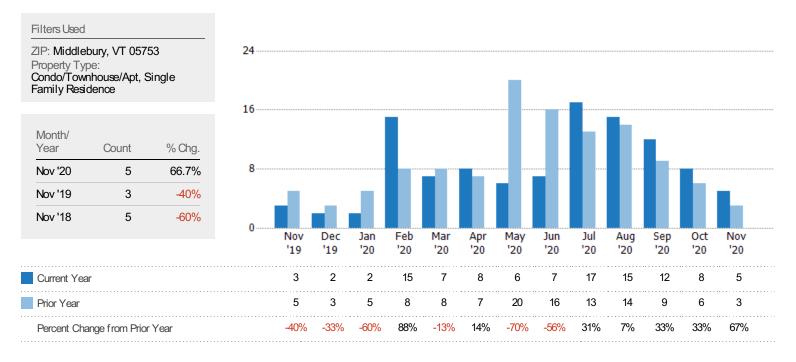
+/-	YTD 2019	YTD 2020	+/-	Nov 2019	Nov 2020	Key Metrics
						Listing Activity Charts Metrics
-6.4%	109	102	+66.7%	3	5	New Listing Count
+10.8%	\$35,091,500	\$38,889,100	+68.2%	\$822,800	\$1,384,000	New Listing Volume
	NA	N⁄A	-63.6%	33	12	Active Listing Count
	NA	N⁄A	-47.4%	\$11,685,800	\$6,144,400	Active Listing Volume
+13.9%	\$392,363	\$446,998	+44.6%	\$354,115	\$512,033	Average Listing Price
+14.4%	\$335,301	\$383,528	+41.4%	\$309,000	\$437,000	Median Listing Price
-25.4%	101.85	75.94	-20.8%	101	80	Median Days in RPR
-43.4%	5.1	2.9	-74.8%	3.7	0.9	Months of Inventory
+15%	19.57%	34.59%	+81.1%	27.27%	108.33%	Absorption Rate
						Sales Activity Charts Metrics
+14.5%	110	126	+150%	2	5	New Pending Sales Count
+23.8%	\$35,762,000	\$44,282,300	+78%	\$784,900	\$1,397,000	New Pending Sales Volume
	N⁄A	N⁄A	+260%	5	18	Pending Sales Count
	N⁄A	N⁄A	+312.2%	\$1,542,900	\$6,359,800	Pending Sales Volume
-6.5%	92	86	+100%	4	8	Closed Sales Count
-2.2%	\$29,457,500	\$28,811,440	+290.8%	\$1,044,400	\$4,082,000	Closed Sales Volume
+4.6%	\$320,190	\$335,017	+95.4%	\$261,100	\$510,250	Average Sales Price
+2.5%	\$287,870	\$295,147	+50.9%	\$268,000	\$404,500	Median Sales Price





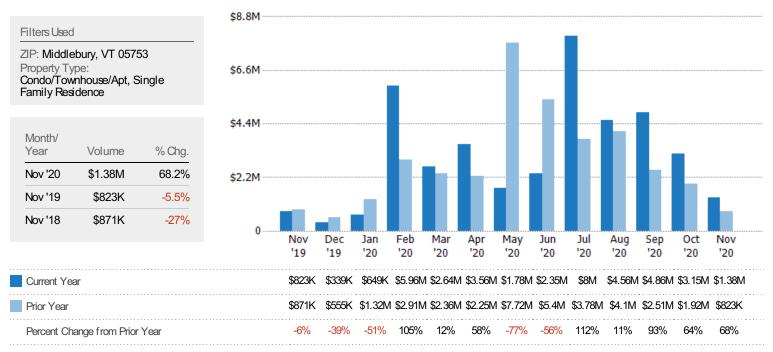
#### New Listings

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.

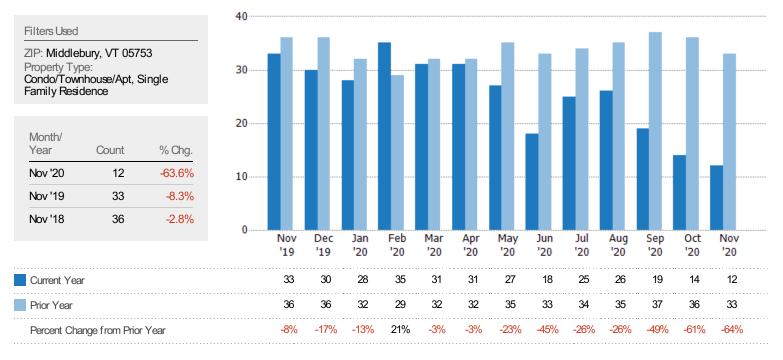






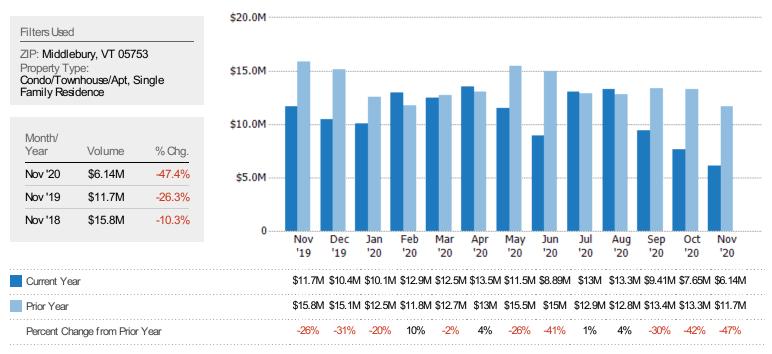
## Active Listings

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.

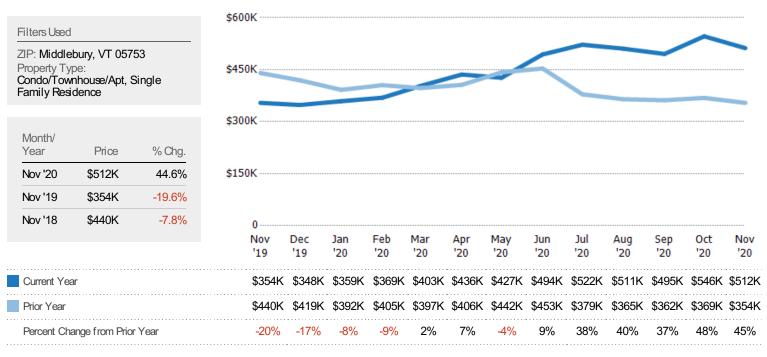






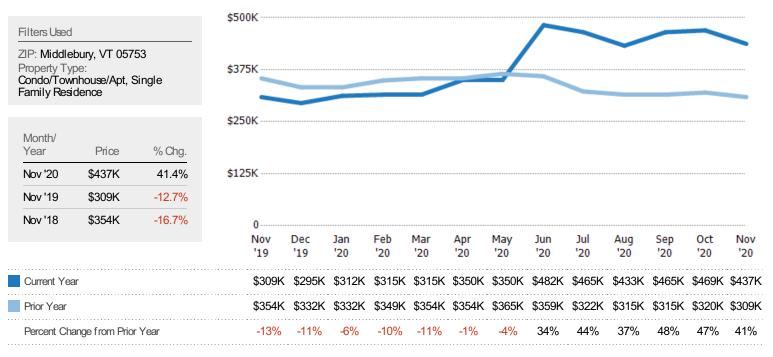
#### Average Listing Price

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.

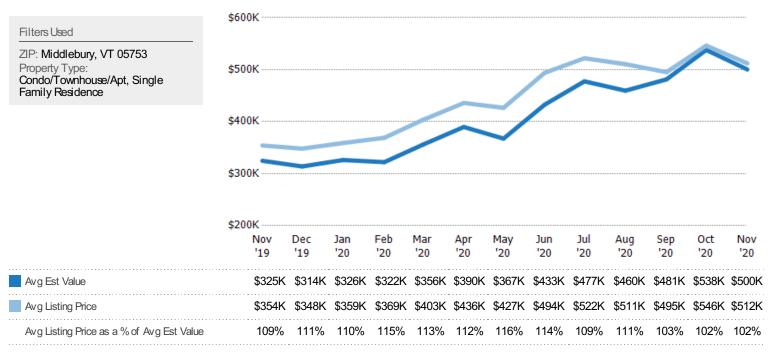






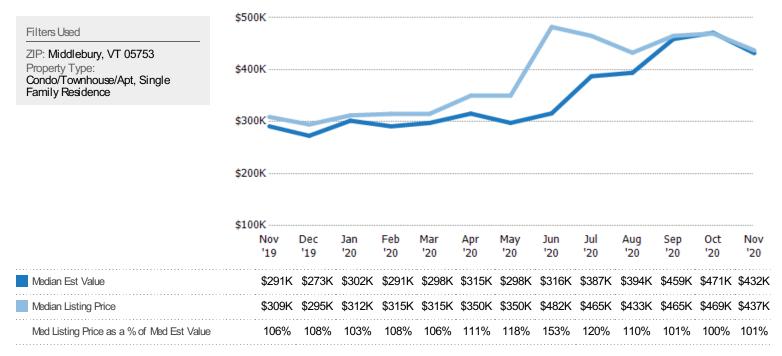
#### Average Listing Price vs Average Est Value

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.

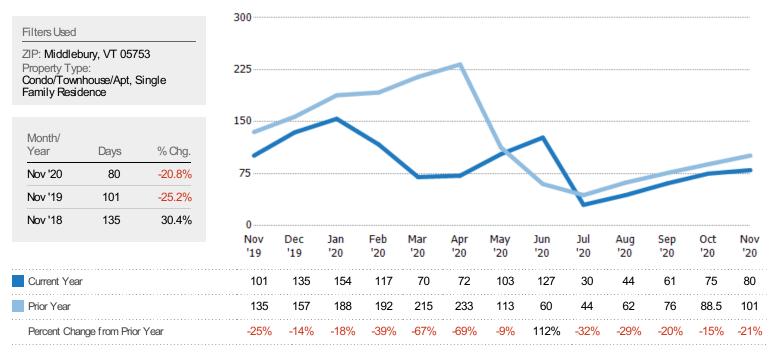






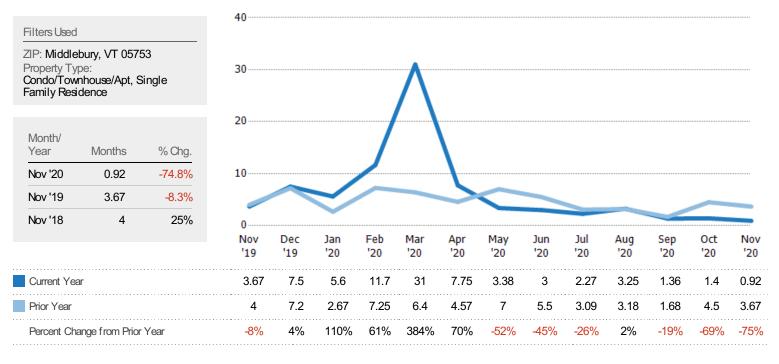
### Median Days in RPR

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.

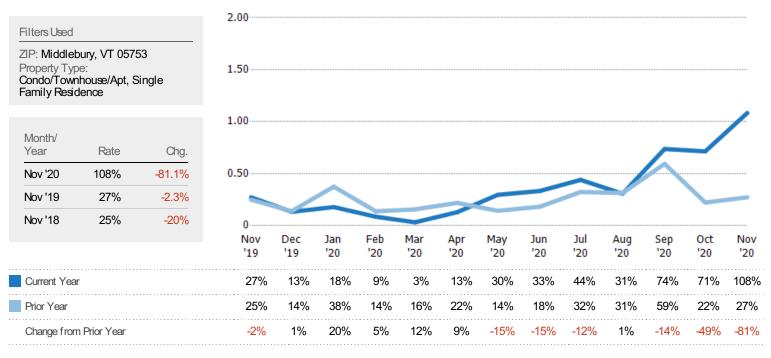






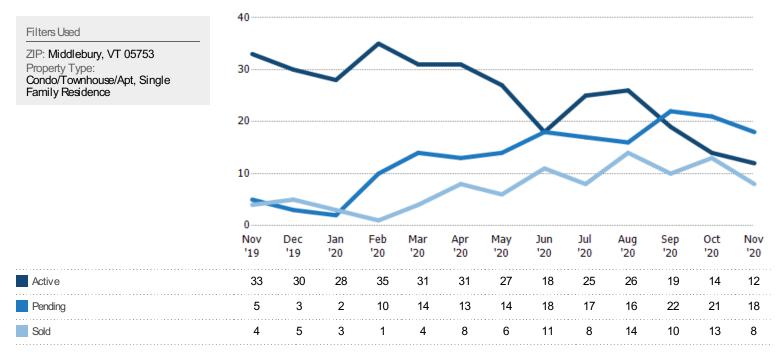
#### Absorption Rate

The percentage of inventory sold per month.



## Active/Pending/Sold Units

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

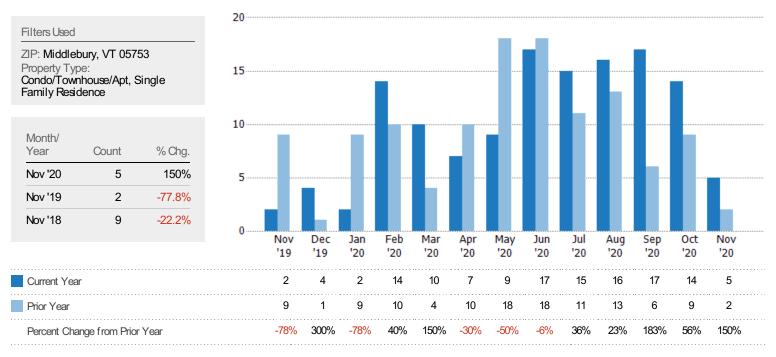






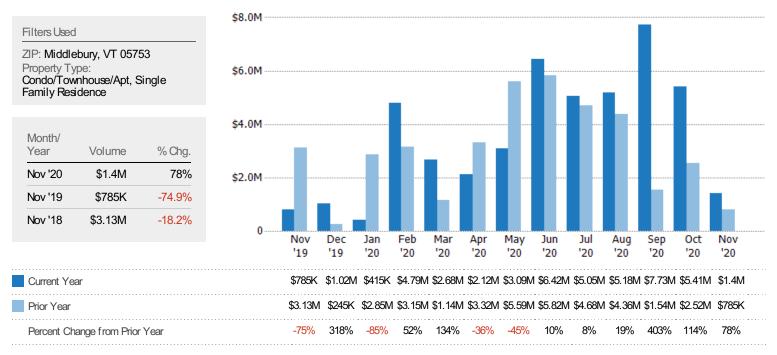
### New Pending Sales

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.

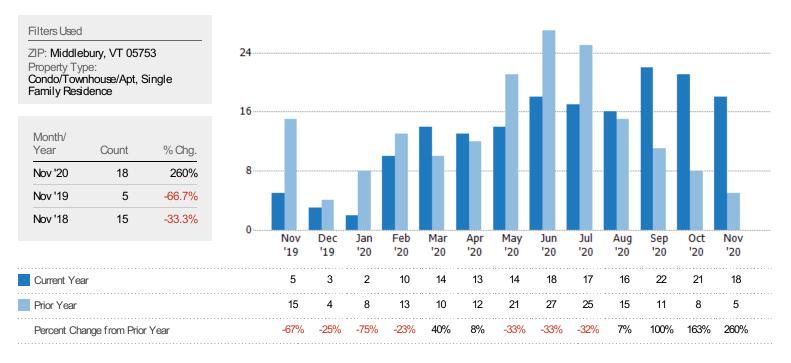






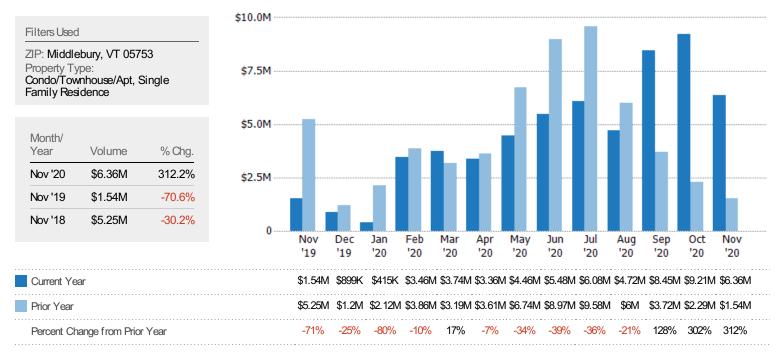
## Pending Sales

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



## Pending Sales Volume

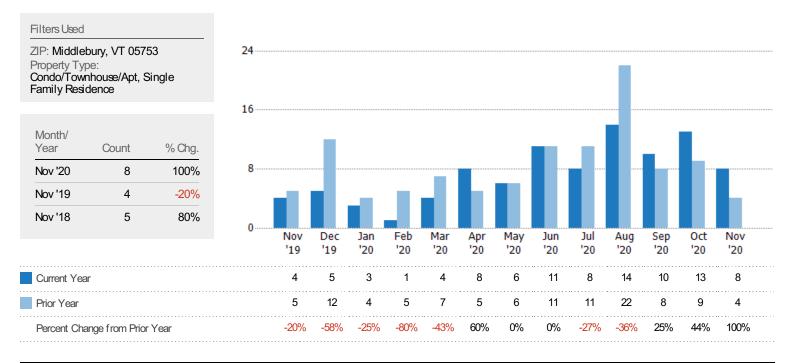
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.





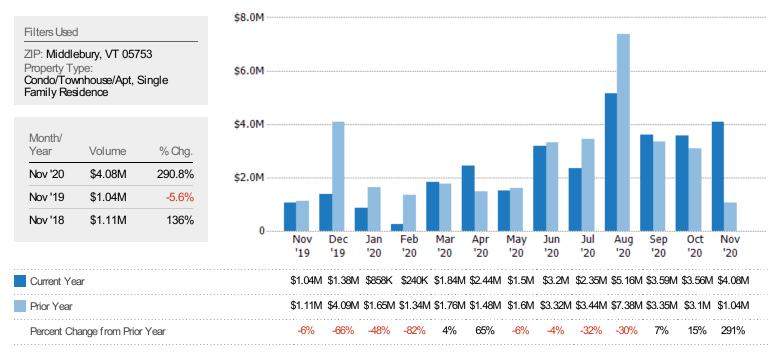
### Closed Sales

The total number of residential properties sold each month.



## **Closed Sales Volume**

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

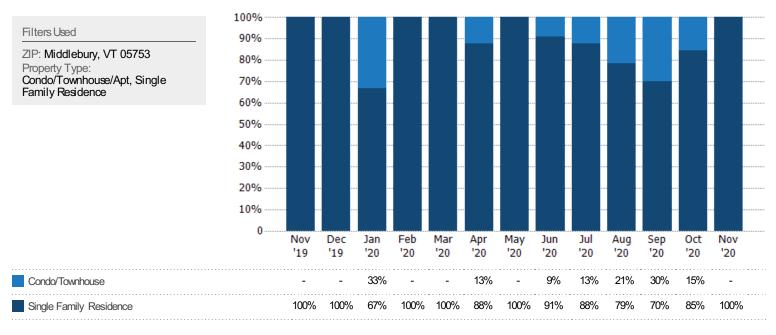






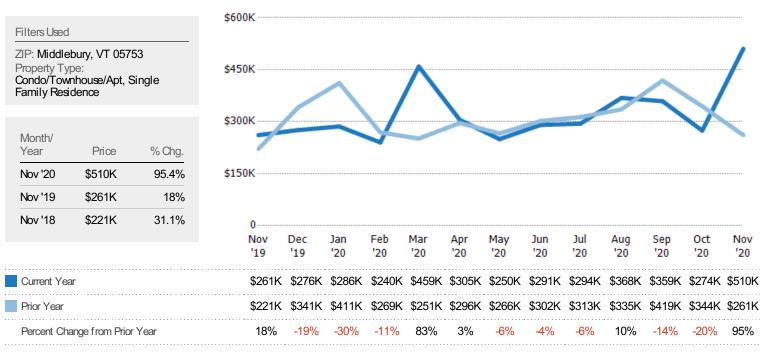
#### Closed Sales by Property Type

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.

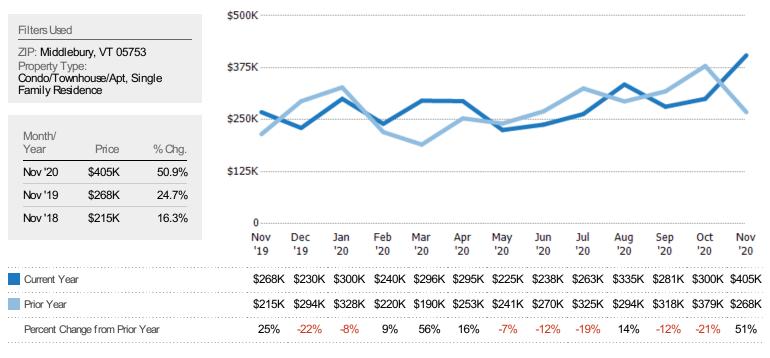






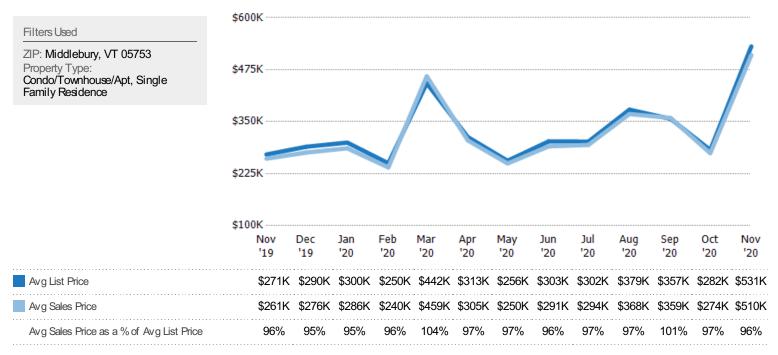
## Median Sales Price

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.

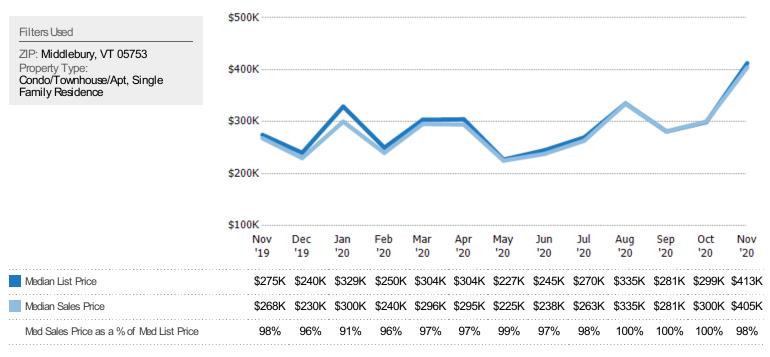






#### Median Sales Price vs Median Listing Price

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.

