

Summary of Key Listing and Sales Metrics

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

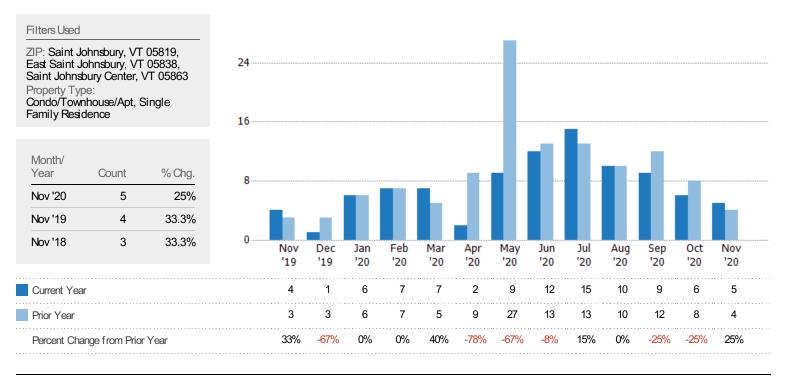
+/-	YTD 2019	YTD 2020	+/-	Nov 2019	Nov 2020	Key Metrics
						Listing Activity Charts Metrics
-22.8%	114	88	+25%	4	5	New Listing Count
-23.5%	\$21,483,700	\$16,438,022	+23.3%	\$754,900	\$930,800	New Listing Volume
	NA	N⁄A	-70.4%	54	16	Active Listing Count
	N⁄A	N⁄A	-70.3%	\$11,318,950	\$3,362,100	Active Listing Volume
+4.9%	\$200,816	\$210,589	+0.2%	\$209,610	\$210,131	Average Listing Price
+3.7%	\$148,328	\$153,772	+20.4%	\$136,450	\$164,250	Median Listing Price
+4.9%	126.12	132.29	-23.9%	150.5	114.5	Median Daysin RPR
-46.7%	8.9	4.7	-40.7%	4.5	2.7	Months of Inventory
+9.9%	11.29%	21.17%	+15.3%	22.22%	37.5%	Absorption Rate
						Sales Activity Charts Metrics
+11.2%	98	109	+133.3%	3	7	New Pending Sales Count
+36.2%	\$15,377,199	\$20,949,922	+56.7%	\$1,194,000	\$1,870,900	New Pending Sales Volume
	N⁄A	N∕A	-6.7%	15	14	Pending Sales Count
	N⁄A	N⁄A	+4%	\$3,097,800	\$3,221,250	Pending Sales Volume
+6.6%	76	81	+200%	4	12	Closed Sales Count
+36.9%	\$11,094,500	\$15,187,960	+294.2%	\$575,500	\$2,268,840	Closed Sales Volume
+28.4%	\$145,980	\$187,506	+31.4%	\$143,875	\$189,070	Average Sales Price
+27.9%	\$128,009	\$163,753	+45.2%	\$114,000	\$165,500	Median Sales Price





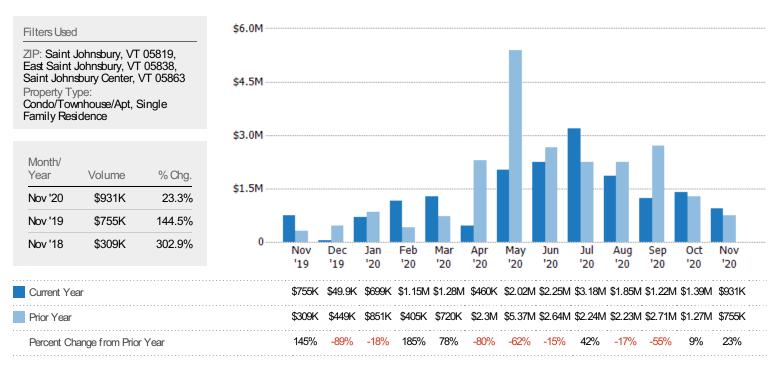
New Listings

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.

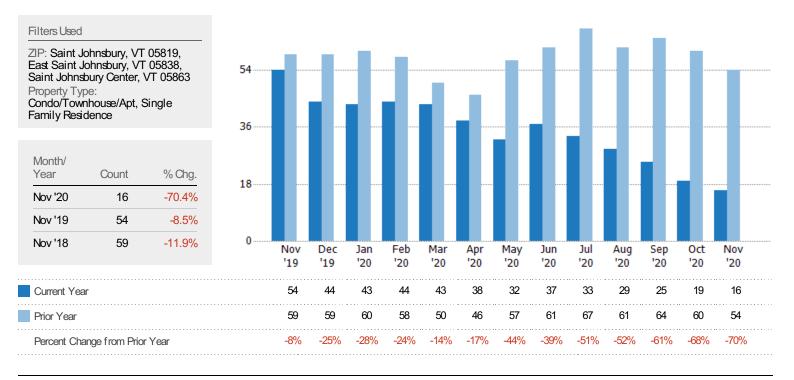






Active Listings

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.

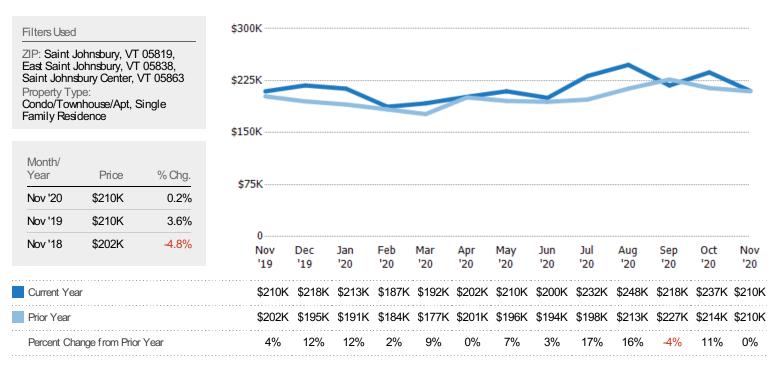






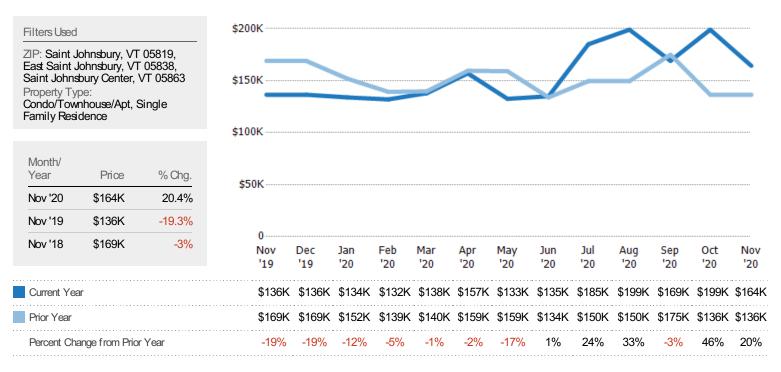
Average Listing Price

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.

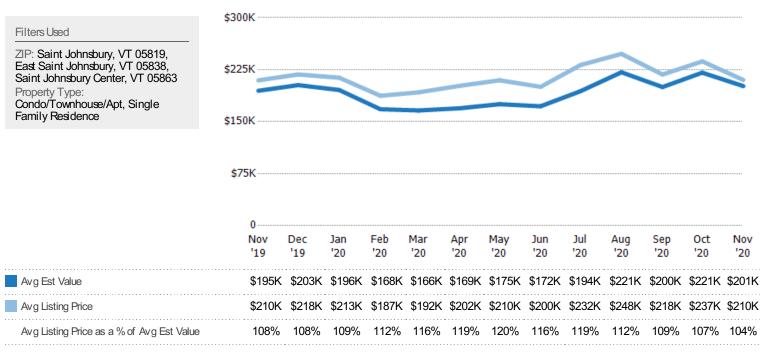






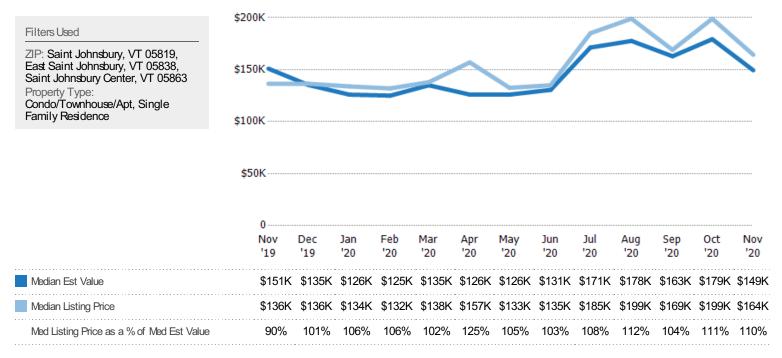
Average Listing Price vs Average Est Value

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.

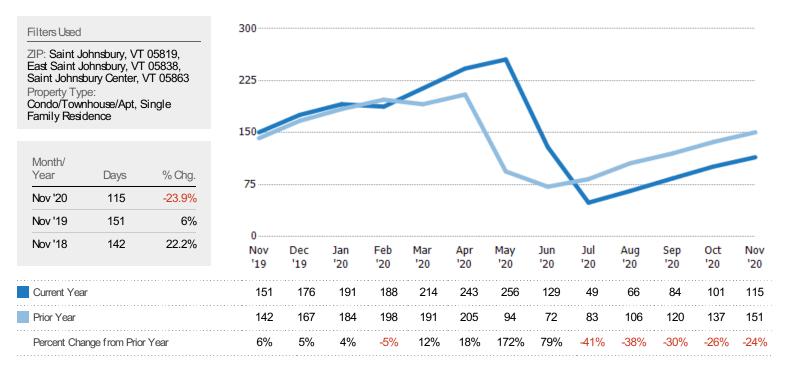






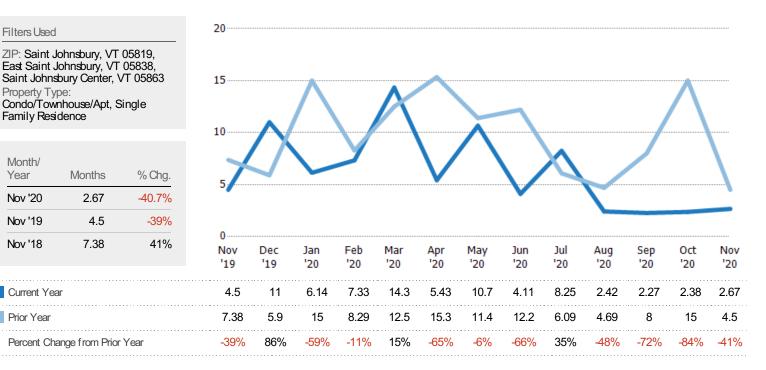
Median Days in RPR

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.



Month/ Year

Nov '20

Nov '19

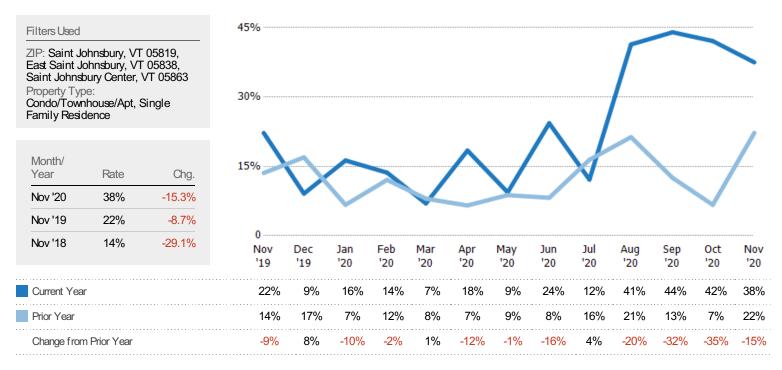
Nov '18





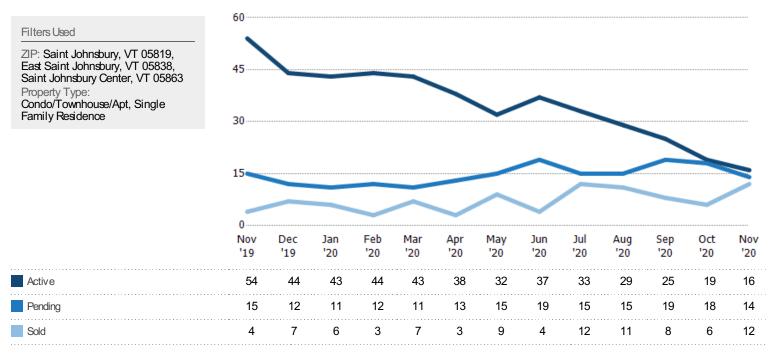
Absorption Rate

The percentage of inventory sold per month.



Active/Pending/Sold Units

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

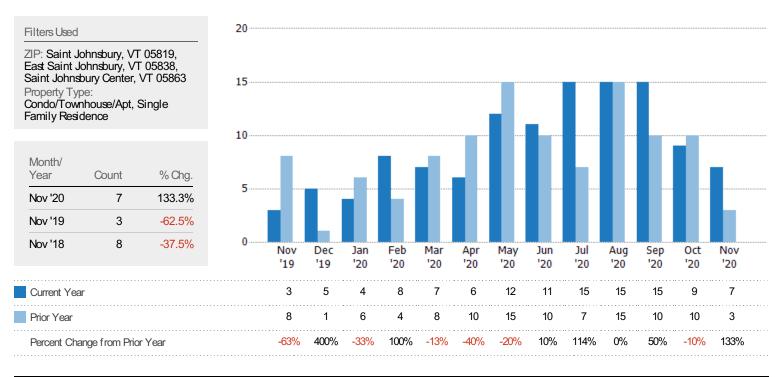






New Pending Sales

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.

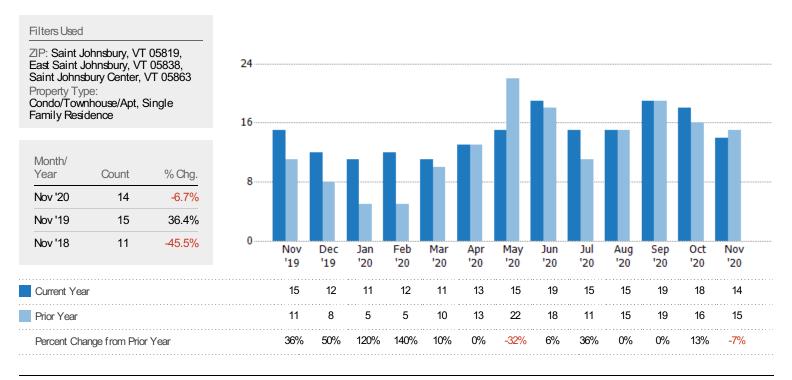






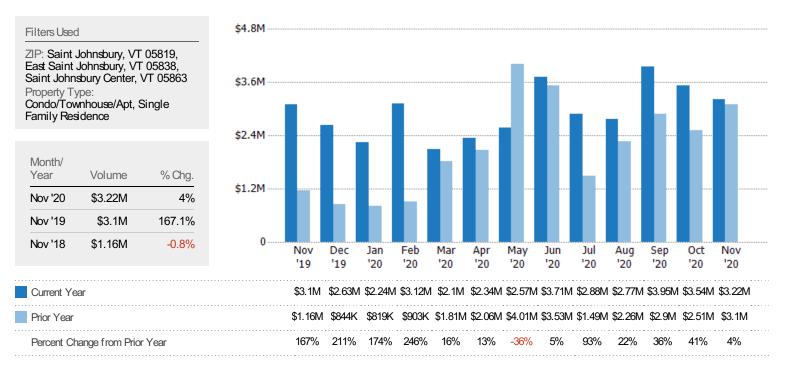
Pending Sales

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.

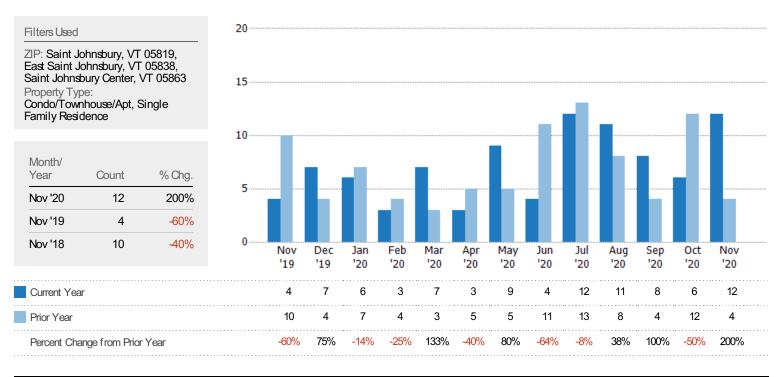






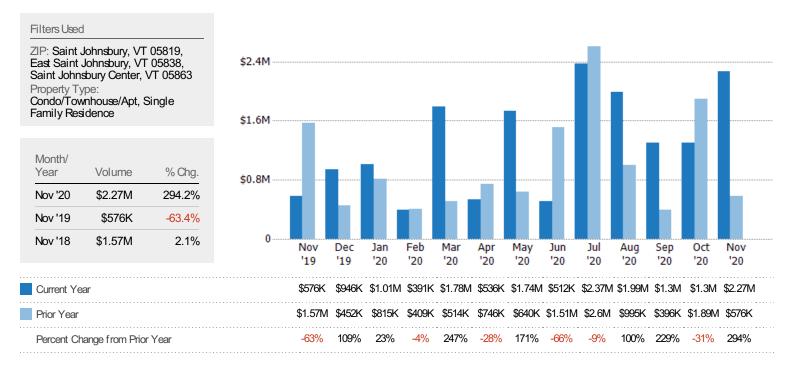
Closed Sales

The total number of residential properties sold each month.



Closed Sales Volume

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

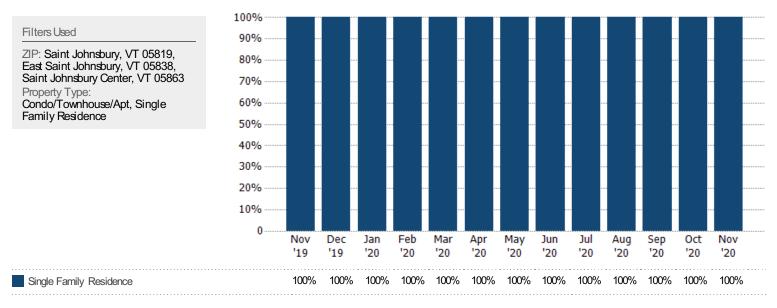






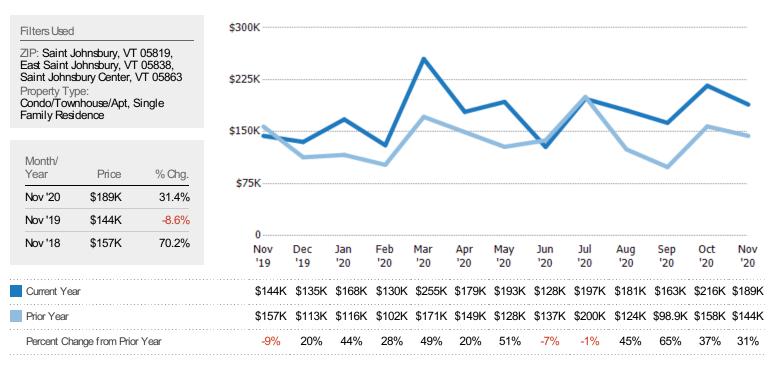
Closed Sales by Property Type

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.

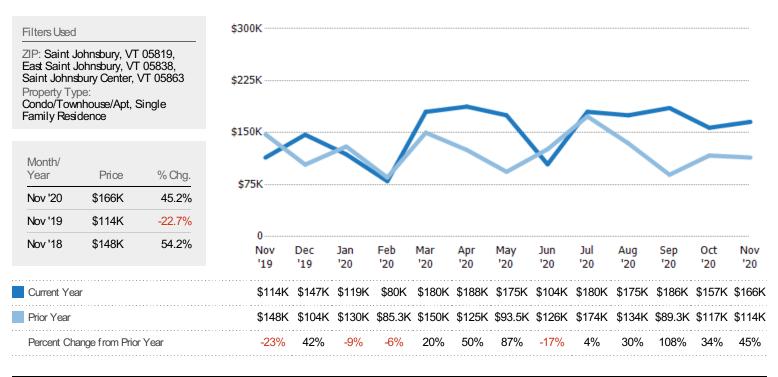






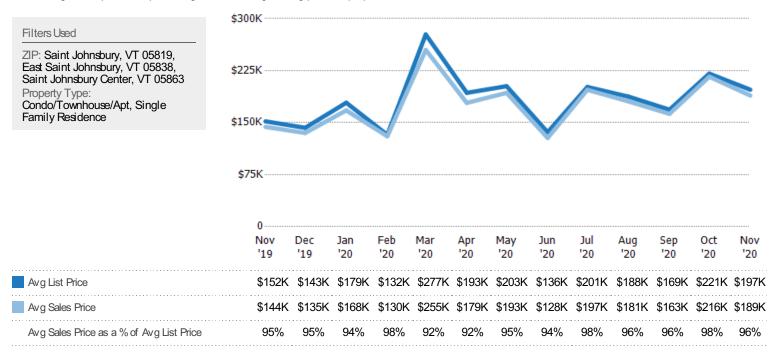
Median Sales Price

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.

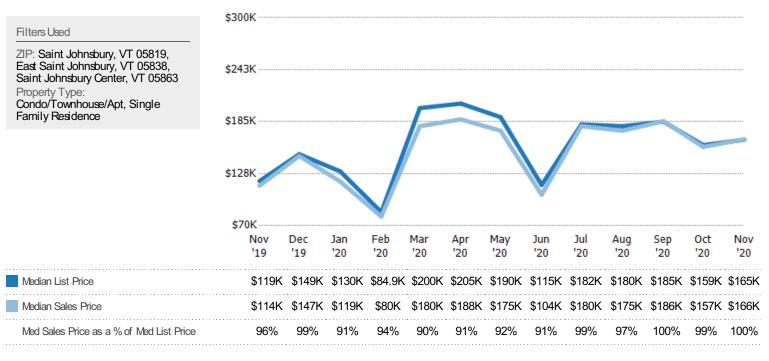






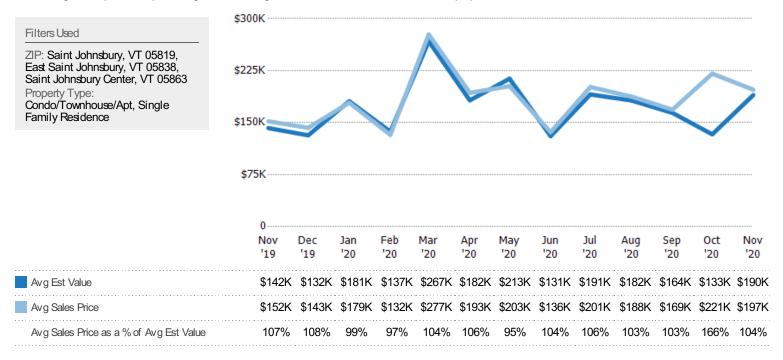
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