

# Summary of Key Listing and Sales Metrics

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

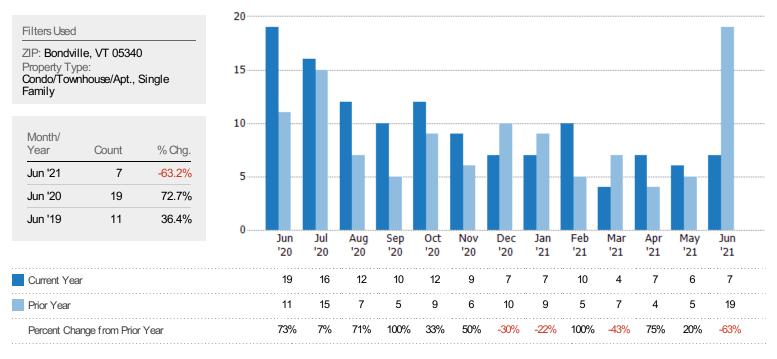
+/-	YTD 2020	YTD 2021	+/-	Jun 2020	Jun 2021	Key Metrics
						Listing Activity Charts Metrics
-16.3%	49	41	-63.2%	19	7	New Listing Count
+13.9%	\$21,576,100	\$24,568,900	+4.3%	\$6,890,100	\$7,184,000	New Listing Volume
	N/A	N⁄A	-72.7%	66	18	Active Listing Count
	NA	N⁄A	-45.1%	\$34,929,200	\$19,175,000	Active Listing Volume
+64.6%	\$557,516	\$917,827	+101.3%	\$529,230	\$1,065,278	Average Listing Price
+56.4%	\$456,060	\$713,222	+60.1%	\$454,000	\$727,000	Median Listing Price
-17.9%	185.35	152.16	-42.4%	173.5	100	Median Days in RPR
-65.9%	13	4.4	-89.8%	22	2.3	Months of Inventory
+14.8%	7.67%	22.5%	+39.9%	4.55%	44.44%	Absorption Rate
						Sales Activity Charts Metrics
+14.3%	42	48	-81.3%	16	3	New Pending Sales Count
+28.5%	\$19,183,200	\$24,649,700	-89%	\$7,842,300	\$863,000	New Pending Sales Volume
	N⁄A	N⁄A	-53.3%	15	7	Pending Sales Count
	NA	N⁄A	-60.2%	\$6,206,300	\$2,470,000	Pending Sales Volume
+81.5%	27	49	+	10	10	Closed Sales Count
+123.3%	\$11,663,900	\$26,050,450	+17.1%	\$4,561,500	\$5,339,500	Closed Sales Volume
+23.1%	\$431,996	\$531,642	+17.1%	\$456,150	\$533,950	Average Sales Price
+26.1%	\$352,074	\$443,816	+14.8%	\$337,500	\$387,500	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.

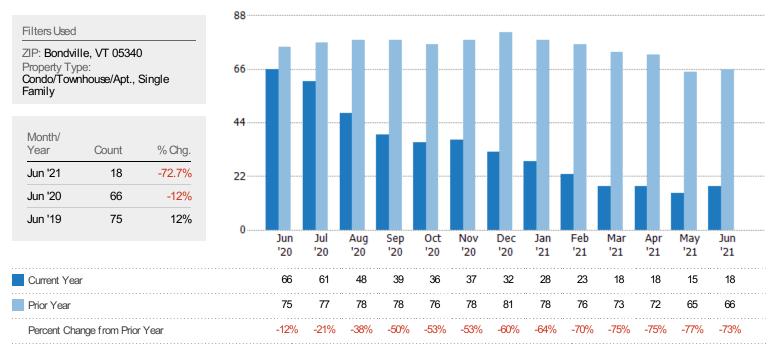






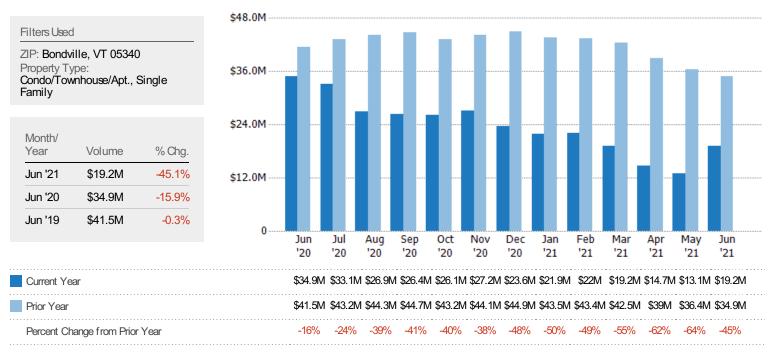
#### Active Listings

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.

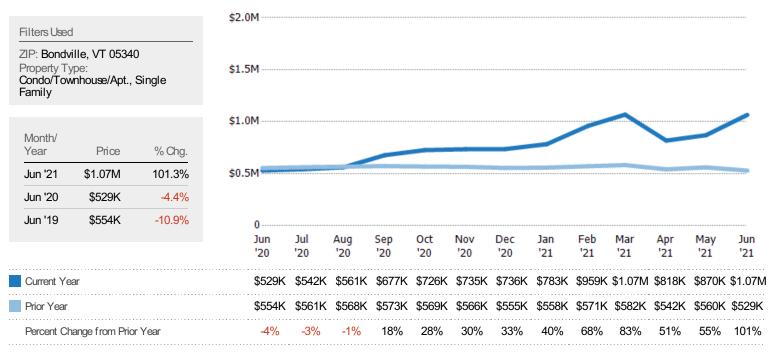






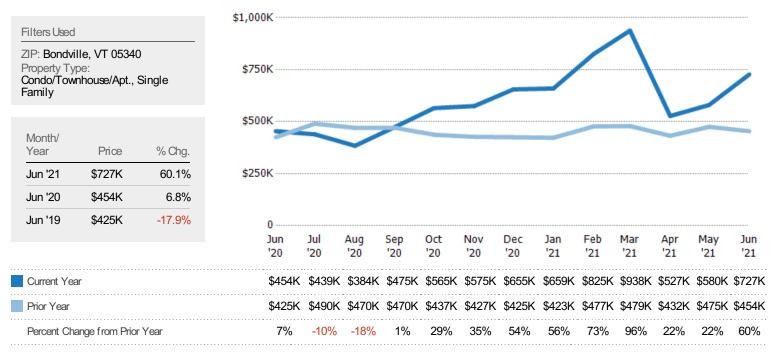
#### Average Listing Price

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.

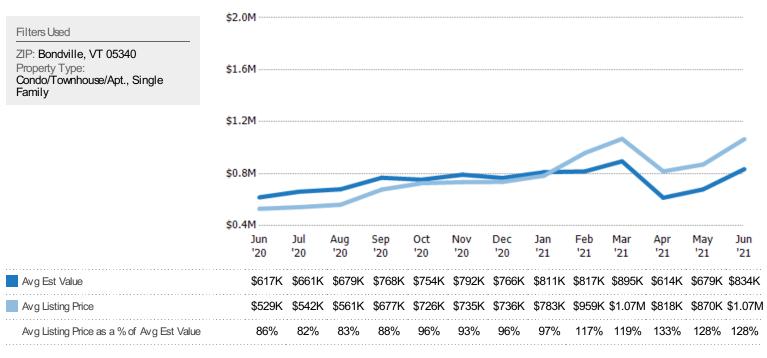






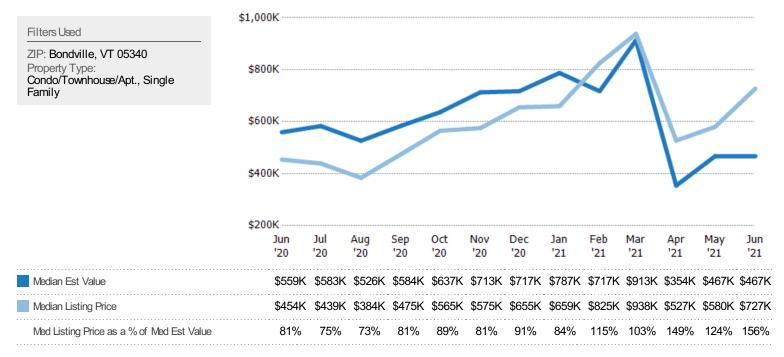
#### Average Listing Price vs Average Est Value

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.

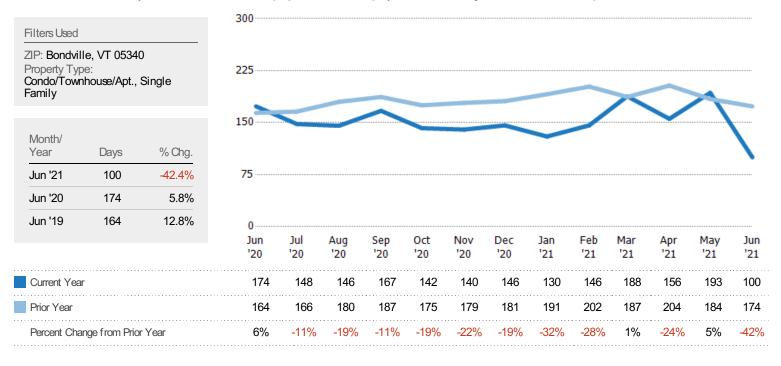






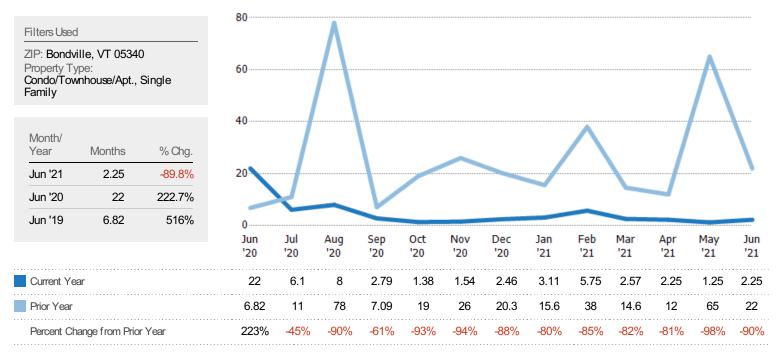
#### Median Days in RPR

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.

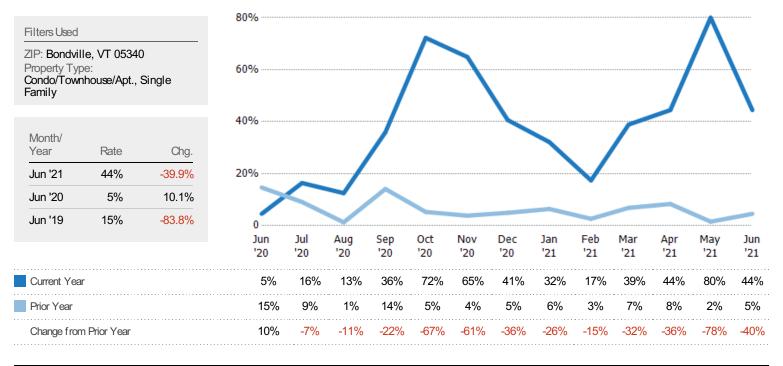






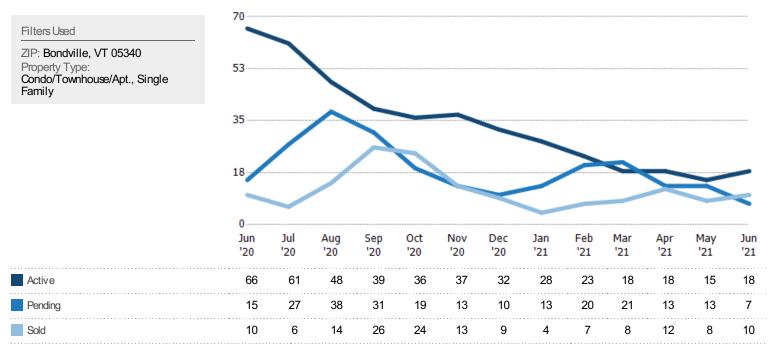
#### Absorption Rate

The percentage of inventory sold per month.



## Active/Pending/Sold Units

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

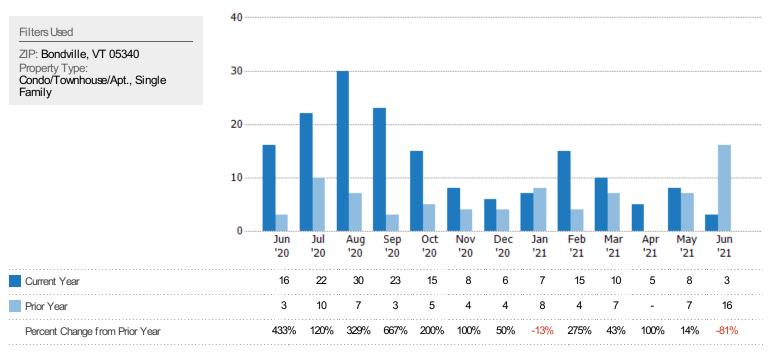






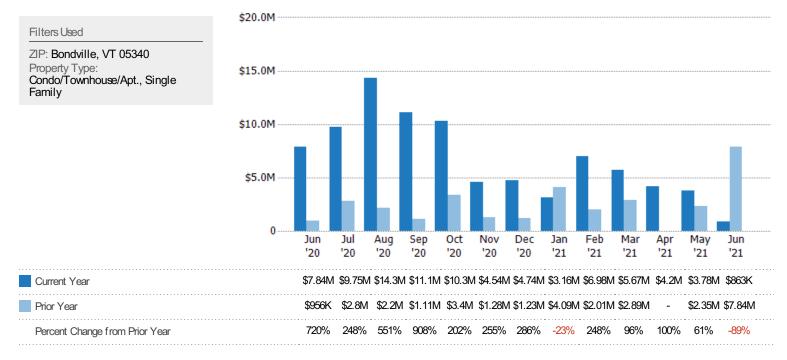
#### New Pending Sales

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.



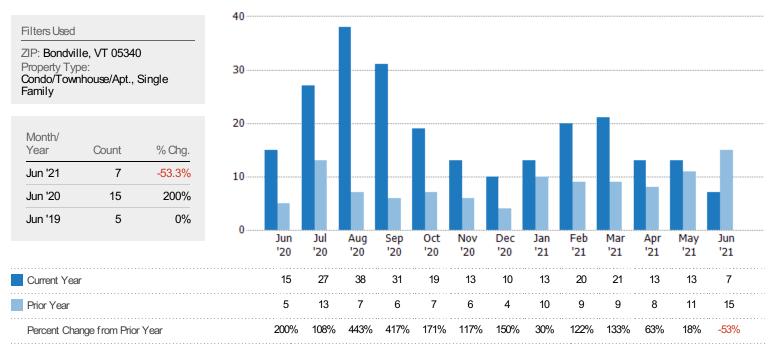


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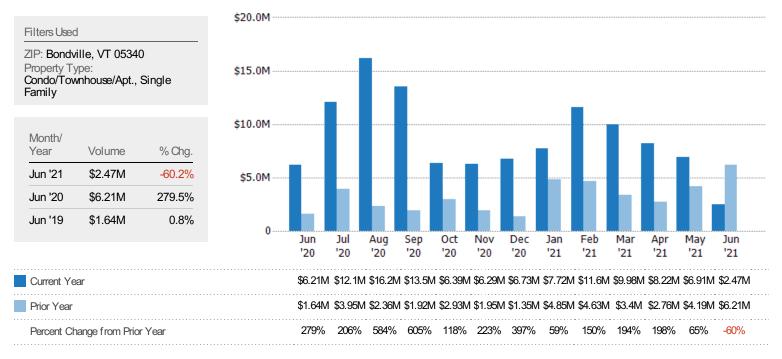
## Pending Sales

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.

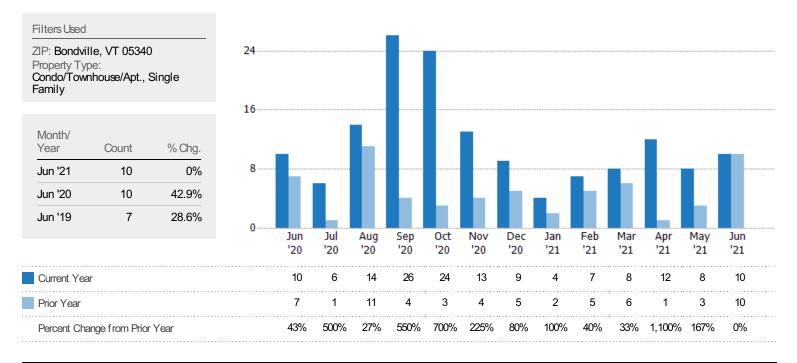






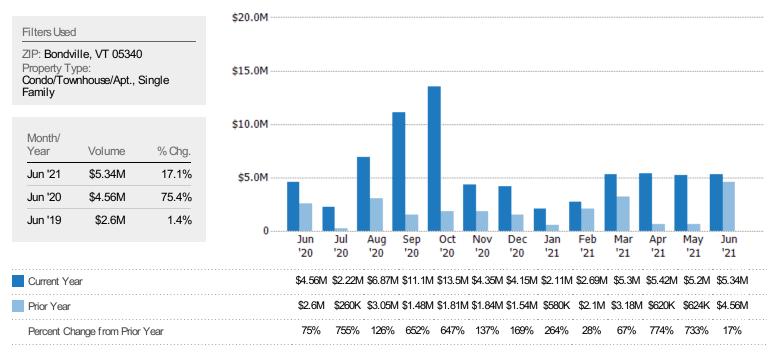
## **Closed Sales**

The total number of residential properties sold each month.



# Closed Sales Volume

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

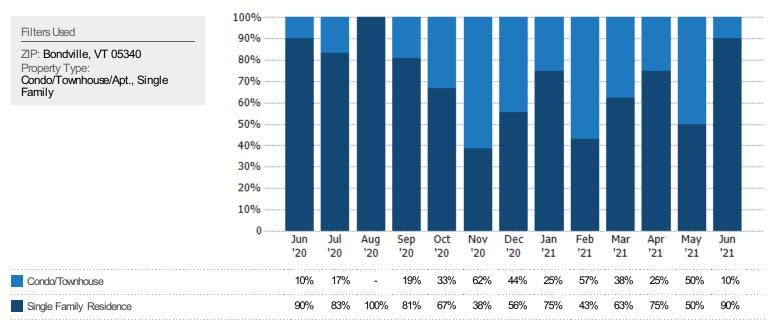






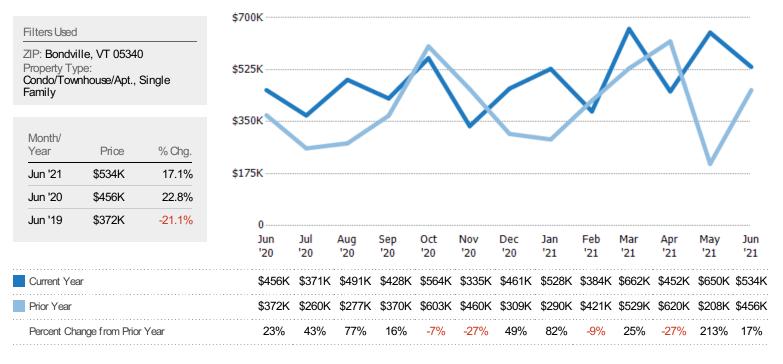
#### Closed Sales by Property Type

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.

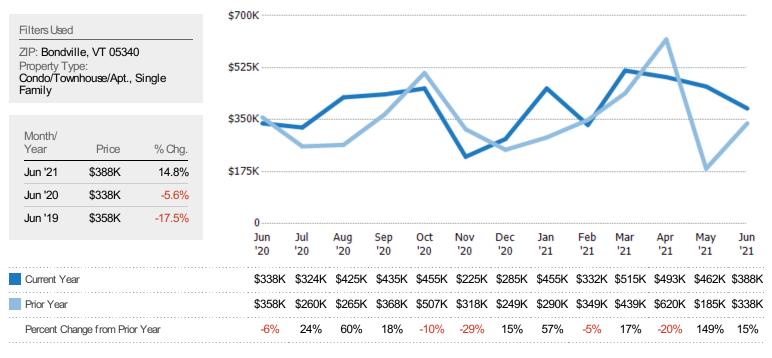






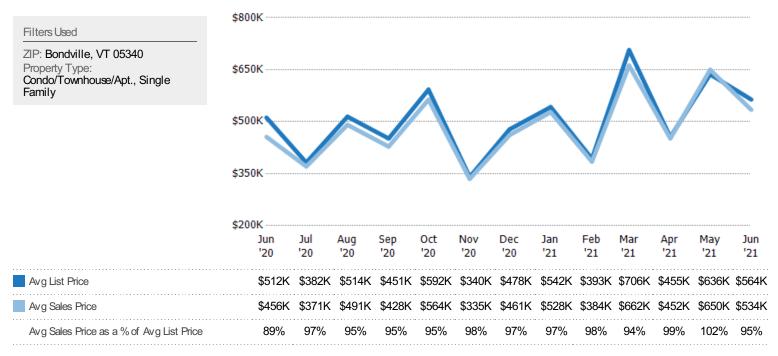
# Median Sales Price

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.



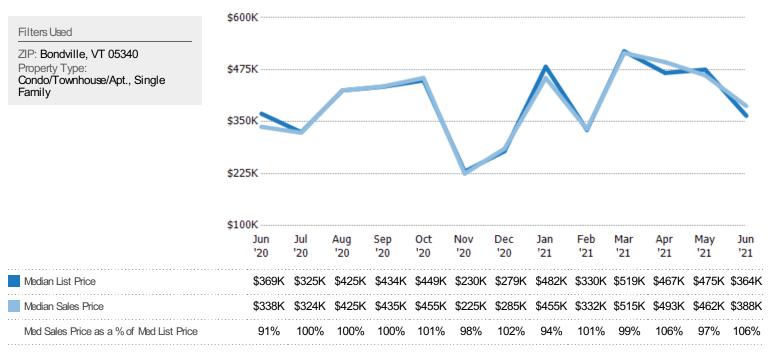




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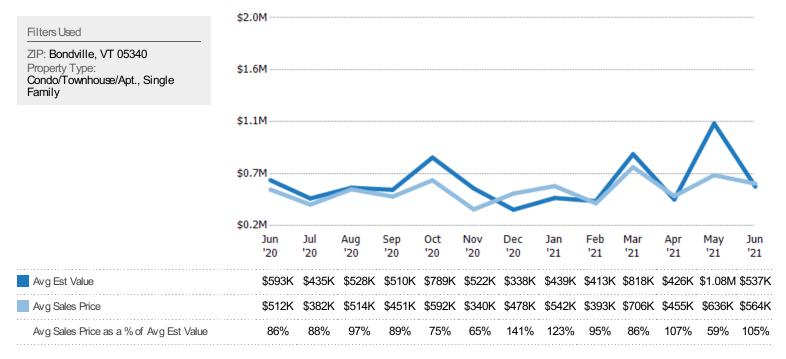
#### Median Sales Price vs Median Listing Price

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.

