

# Summary of Key Listing and Sales Metrics

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

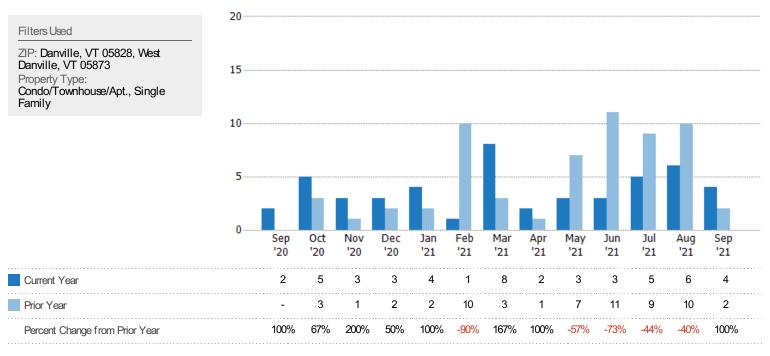
+/-	YTD 2020	YTD 2021	+/-	Sep 2020	Sep 2021	Key Metrics
						Listing Activity Charts Metrics
-34.5%	55	36	+100%	2	4	New Listing Count
-20.3%	\$14,206,950	\$11,322,300	+44.9%	\$521,000	\$755,000	New Listing Volume
	NA	N⁄A	-50%	22	11	Active Listing Count
	NA	N⁄A	-33.7%	\$5,612,950	\$3,722,000	Active Listing Volume
+75.5%	\$220,793	\$387,464	+32.6%	\$255,134	\$338,364	Average Listing Price
+19.2%	\$185,110	\$220,659	+4.3%	\$187,000	\$195,000	Median Listing Price
-9.7%	122.76	110.83	-58%	112	47	Median Days in RPR
-80%	11.5	2.3	-43.7%	2.4	1.4	Months of Inventory
+34.8%	8.7%	43.53%	+31.8%	40.91%	72.73%	Absorption Rate
						Sales Activity Charts Metrics
-22.2%	54	42	-85.7%	7	1	New Pending Sales Count
-14.4%	\$14,017,250	\$11,999,700	-29.9%	\$1,426,900	\$1,000,000	New Pending Sales Volume
	N/A	N⁄A	-58.3%	12	5	Pending Sales Count
	N⁄A	N⁄A	-6.2%	\$2,855,700	\$2,680,000	Pending Sales Volume
-10.8%	37	33	-90.9%	11	1	Cloæd Sales Count
-8.6%	\$9,328,600	\$8,529,400	-82%	\$2,725,050	\$490,000	Cloæd Sales Volume
+2.5%	\$252,124	\$258,467	+97.8%	\$247,732	\$490,000	Average Sales Price
-4.1%	\$250,350	\$240,103	+78.2%	\$275,000	\$490,000	Median Sales Price





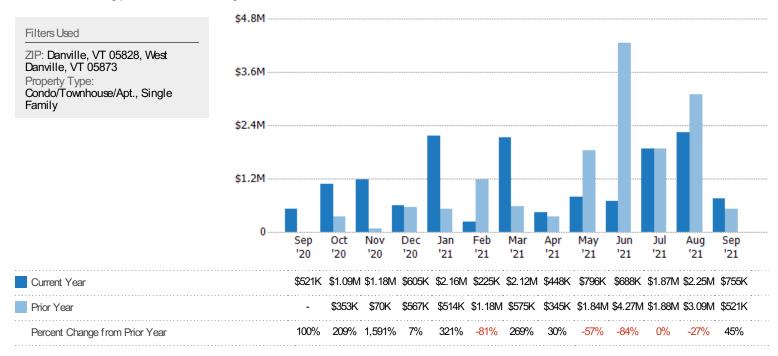
## New Listings

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.

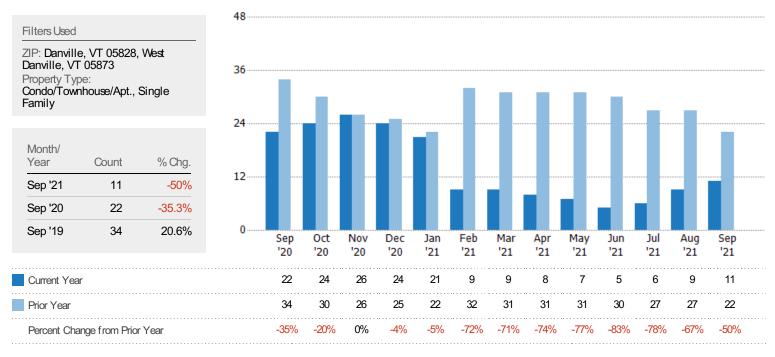






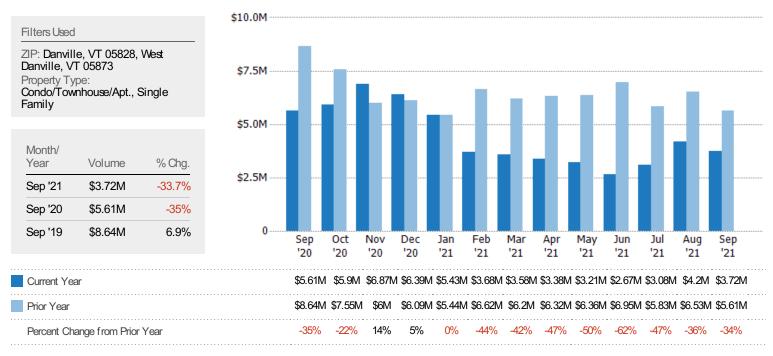
## Active Listings

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.

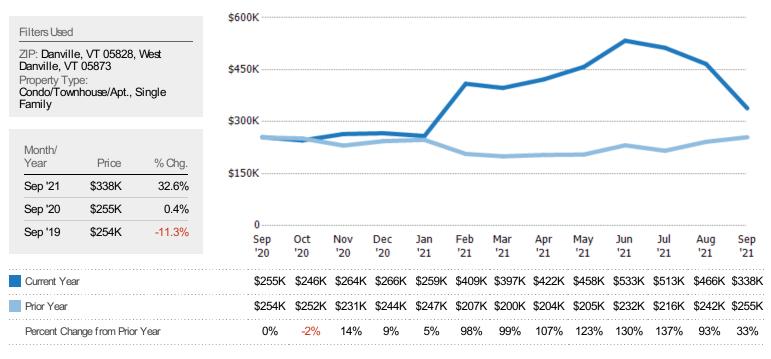






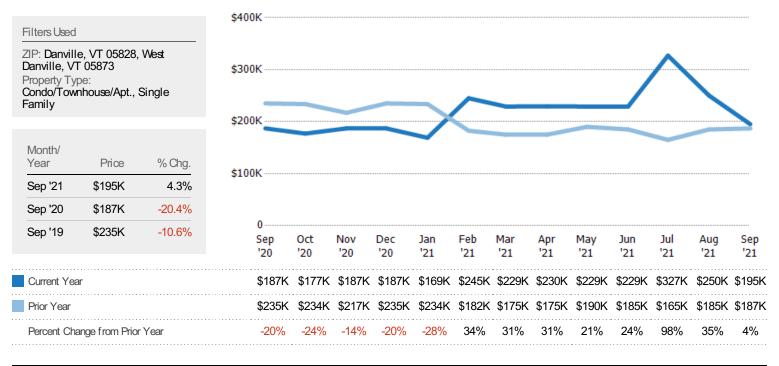
#### Average Listing Price

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.

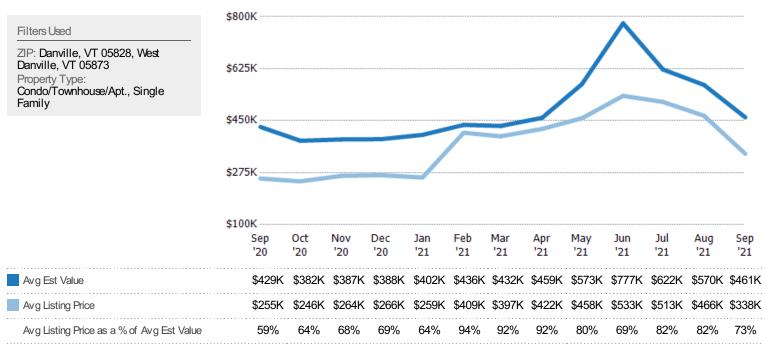






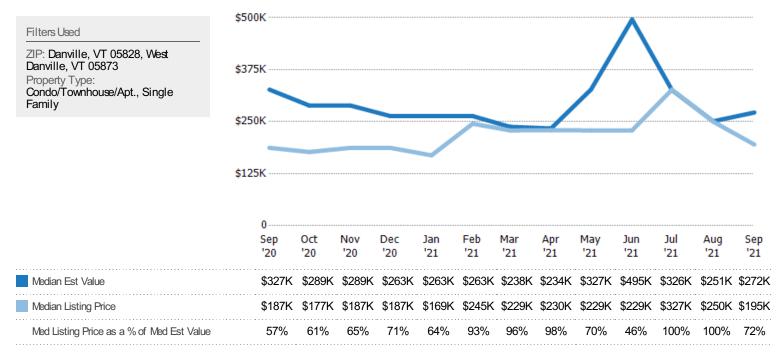
#### Average Listing Price vs Average Est Value

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.

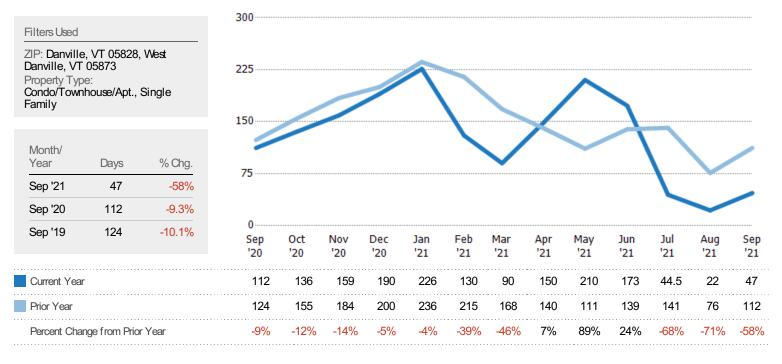






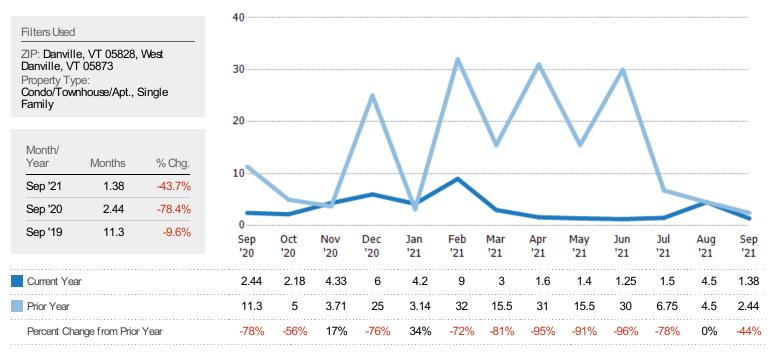
## Median Days in RPR

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.

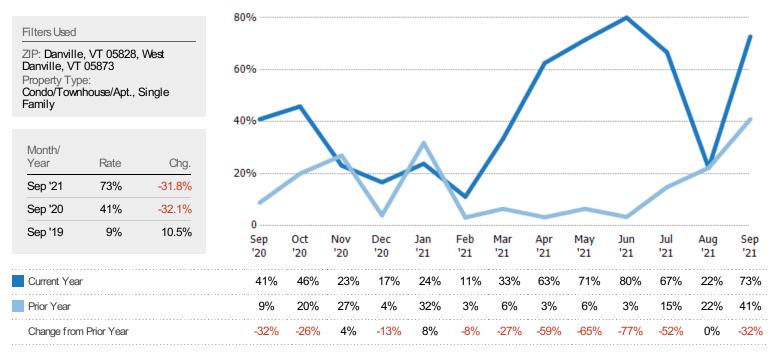






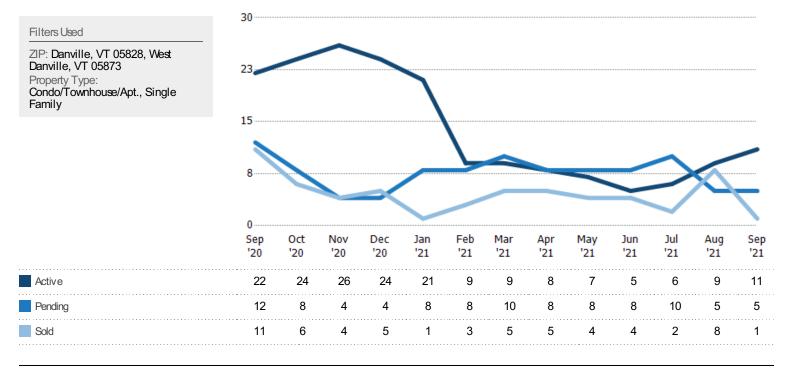
#### Absorption Rate

The percentage of inventory sold per month.



## Active/Pending/Sold Units

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

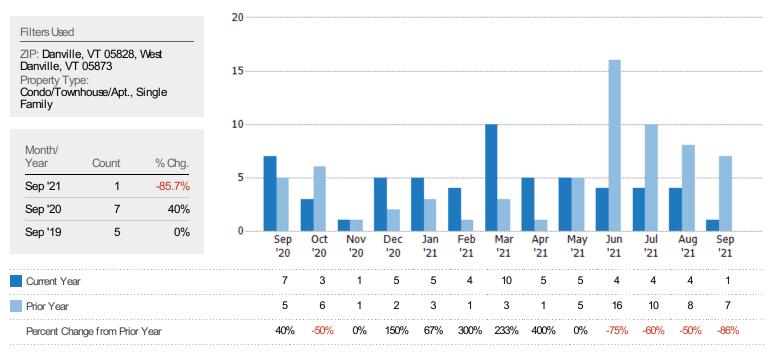






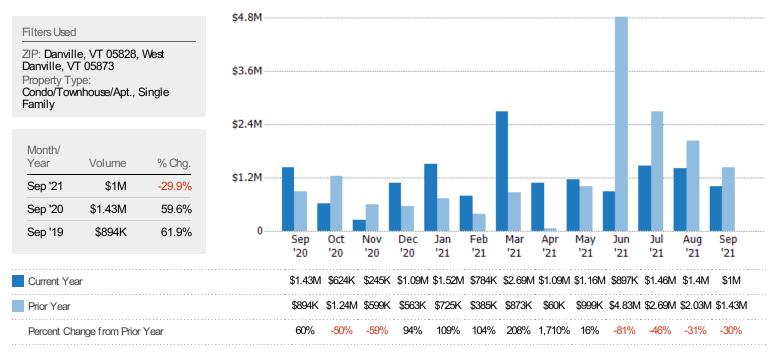
#### New Pending Sales

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.

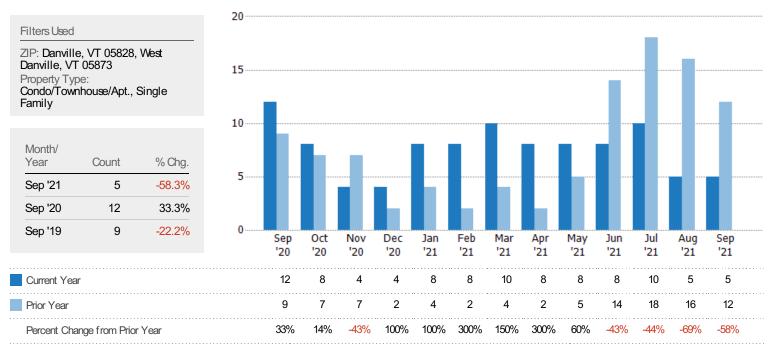






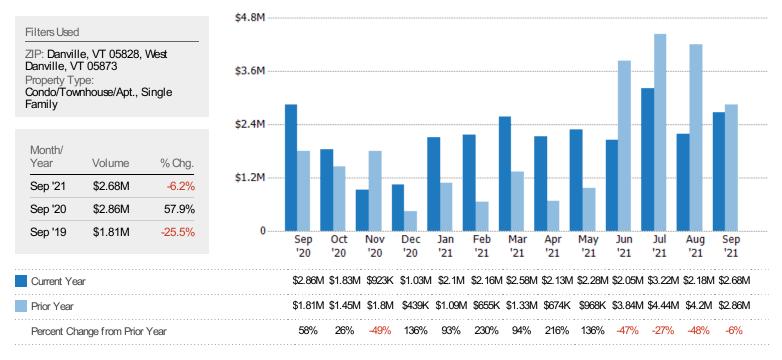
# Pending Sales

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.

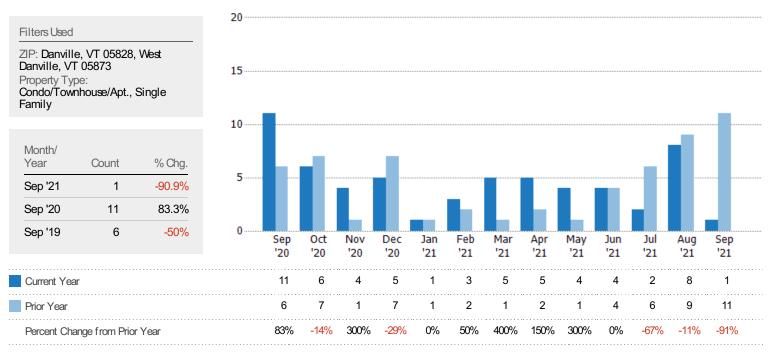






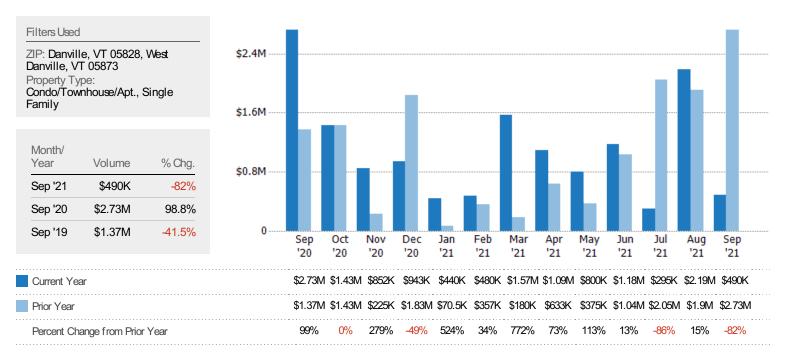
## Closed Sales

The total number of residential properties sold each month.



# Closed Sales Volume

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

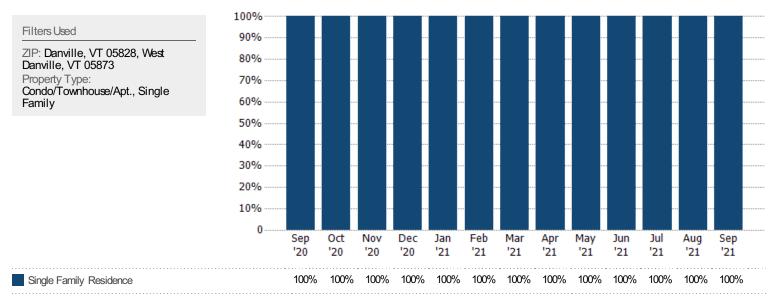






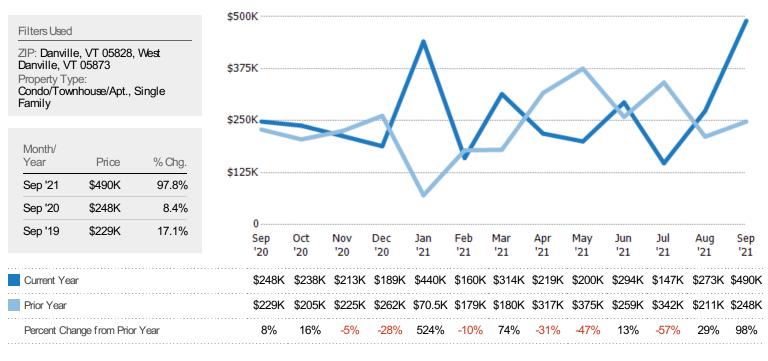
## Closed Sales by Property Type

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.

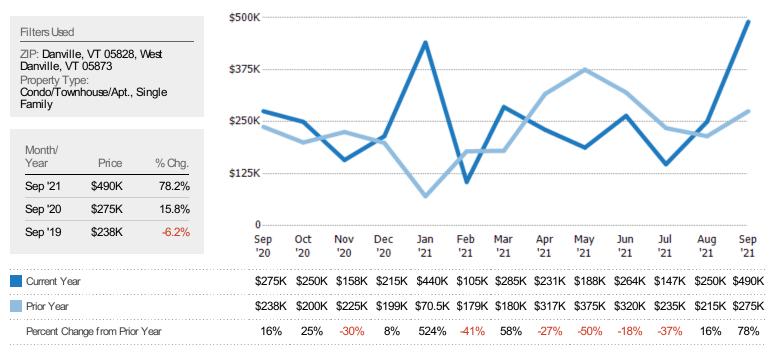






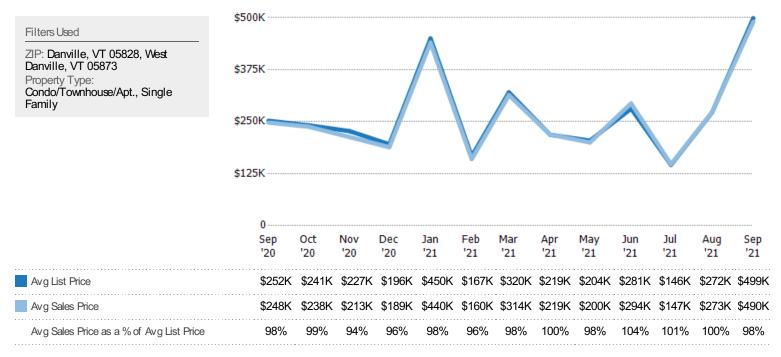
## Median Sales Price

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.

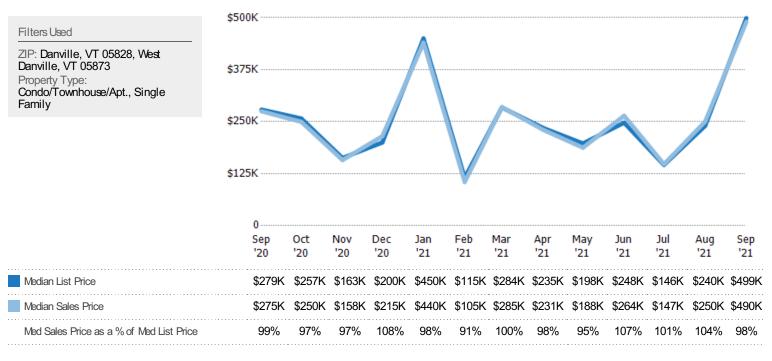






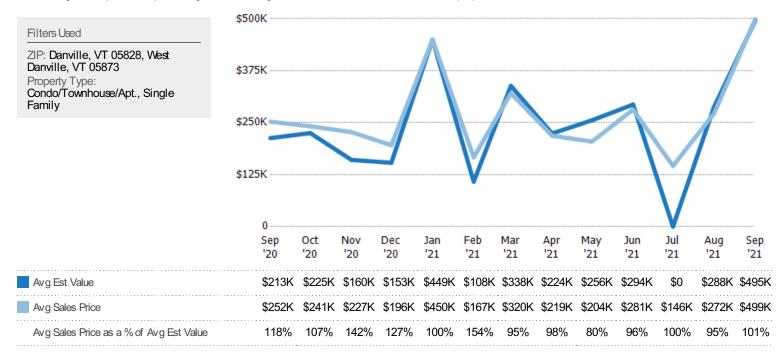
#### Median Sales Price vs Median Listing Price

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

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