

# Summary of Key Listing and Sales Metrics

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

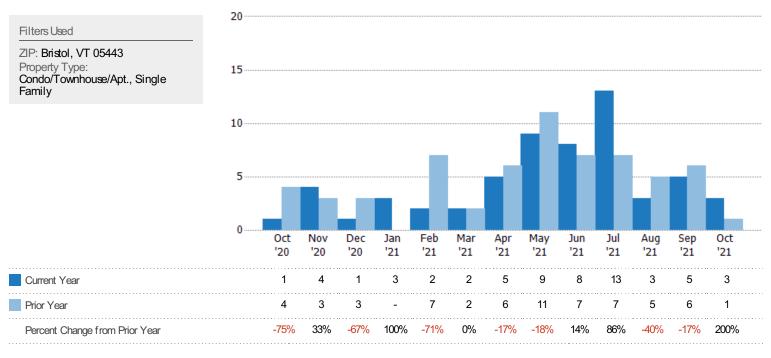
+/-	YTD 2020	YTD 2021	+/-	Oct 2020	Oct 2021	Key Metrics
						Listing Activity Charts Metrics
+1.9%	52	53	+200%	1	3	New Listing Count
+12%	\$19,474,500	\$21,810,598	+287.3%	\$260,000	\$1,007,000	New Listing Volume
	NA	N⁄A	-31.8%	22	15	Active Listing Count
	NA	N⁄A	-17.5%	\$10,981,300	\$9,054,800	Active Listing Volume
+27.1%	\$436,613	\$555,111	+20.9%	\$499,150	\$603,653	Average Listing Price
+13.7%	\$300,812	\$341,968	-1.4%	\$345,000	\$340,000	Median Listing Price
+6.1%	117.4	124.6	+0.9%	109	110	Median Days in RPR
-33.1%	5.7	3.8	-9.1%	2.8	2.5	Months of Inventory
+8.7%	17.67%	26.42%	+3.6%	36.36%	40%	Absorption Rate
						Sales Activity Charts Metrics
+14.3%	49	56	-33.3%	3	2	New Pending Sales Count
+41.6%	\$13,543,700	\$19,173,699	-42.9%	\$1,199,700	\$685,000	New Pending Sales Volume
	N/A	N⁄A	+66.7%	3	5	Pending Sales Count
	N⁄A	N⁄A	+44.3%	\$1,152,800	\$1,663,900	Pending Sales Volume
+9.5%	42	46	+50%	4	6	Cloæd Sales Count
+40.3%	\$11,413,210	\$16,007,132	+36.5%	\$1,495,000	\$2,041,000	Cloæd Sales Volume
+28.1%	\$271,743	\$347,981	-9%	\$373,750	\$340,167	Average Sales Price
+19.6%	\$266,719	\$319,065	+15.1%	\$291,000	\$335,000	Median Sales Price





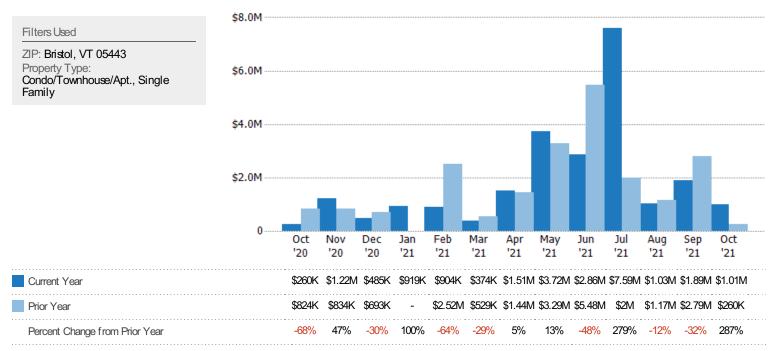
# New Listings

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.

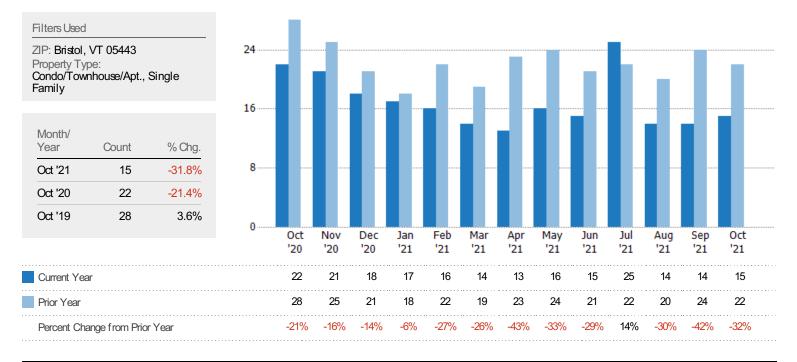






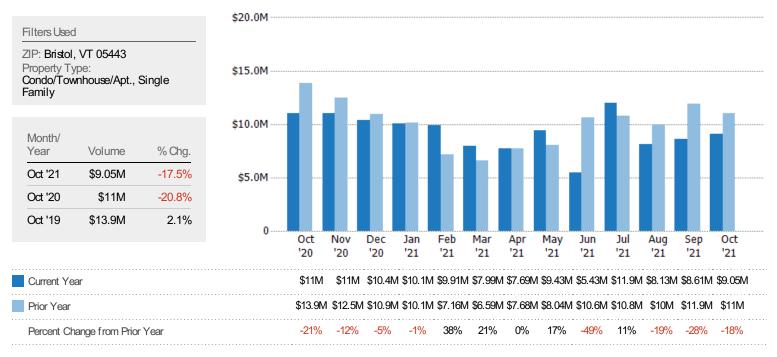
# Active Listings

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.

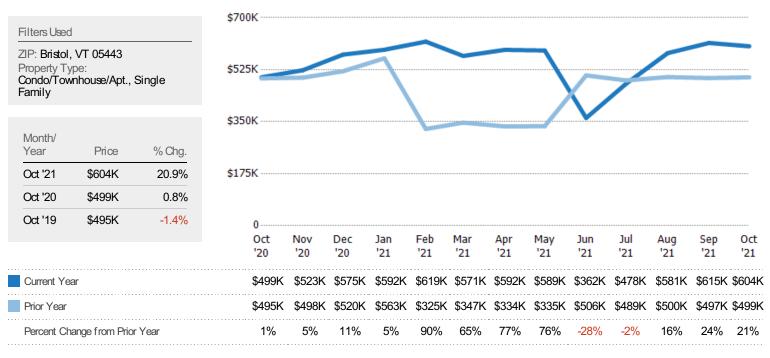






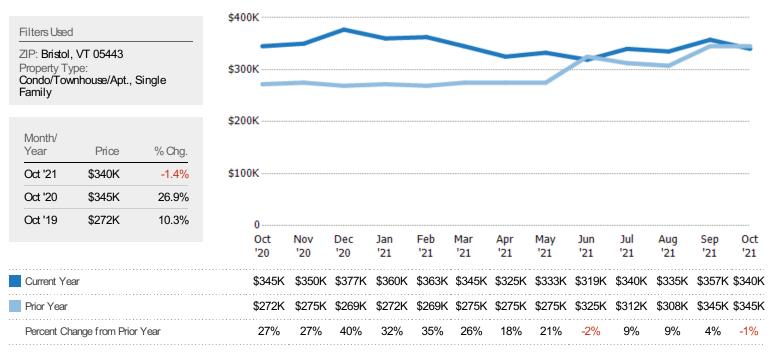
### Average Listing Price

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.

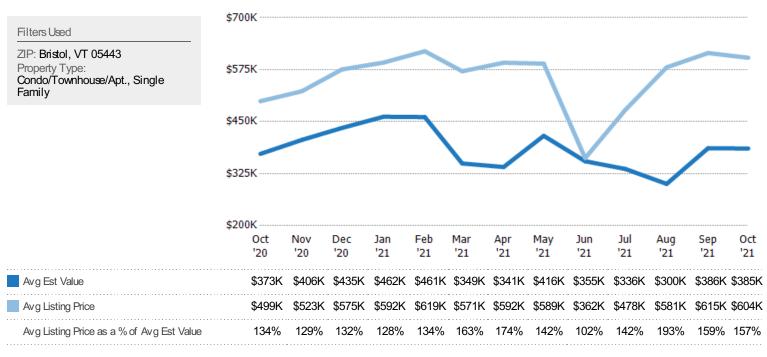






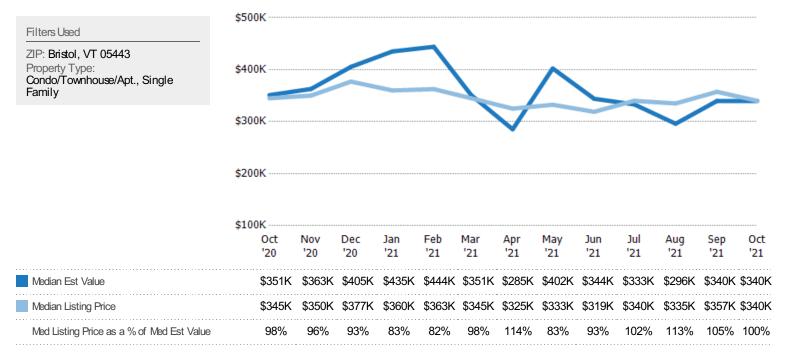
#### Average Listing Price vs Average Est Value

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.

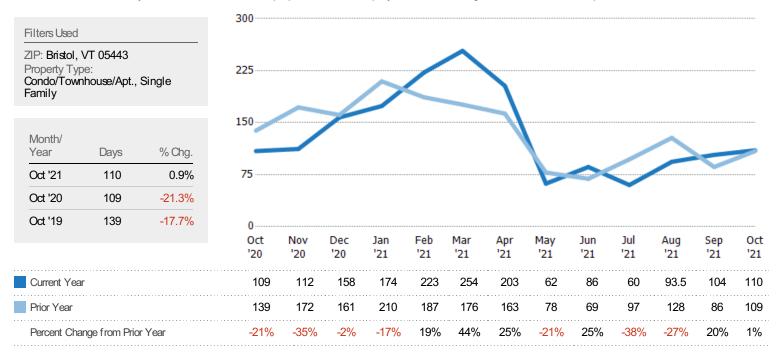






# Median Days in RPR

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.

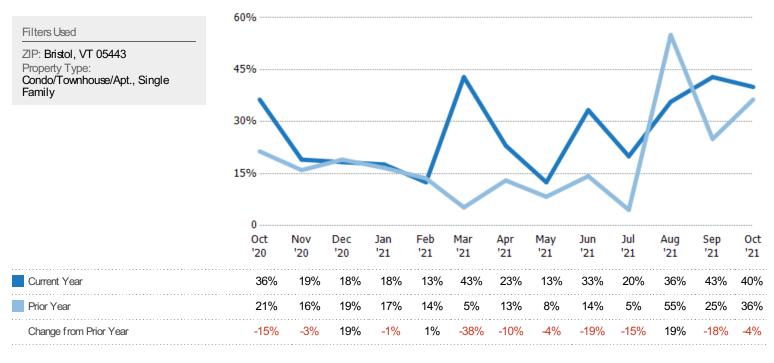






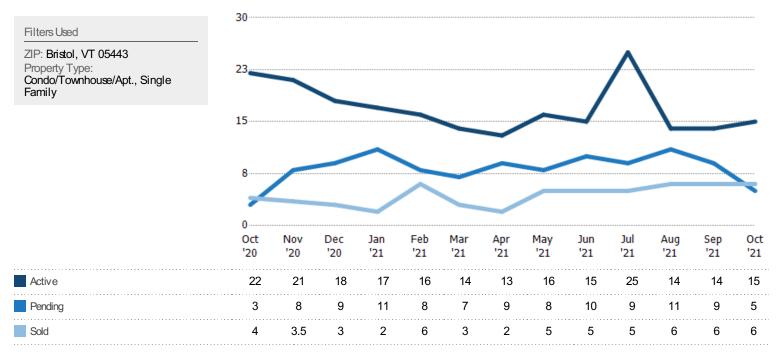
#### Absorption Rate

The percentage of inventory sold per month.



# Active/Pending/Sold Units

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

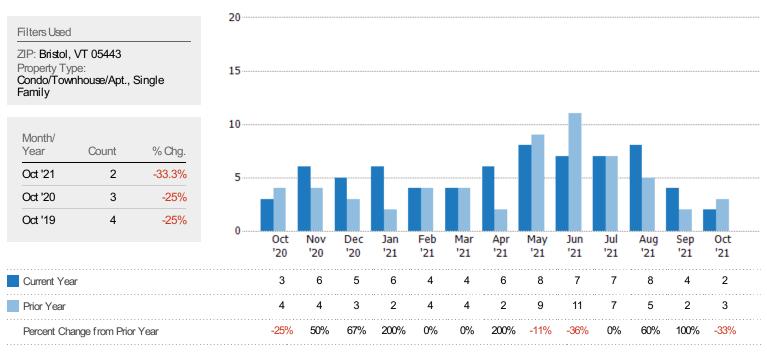






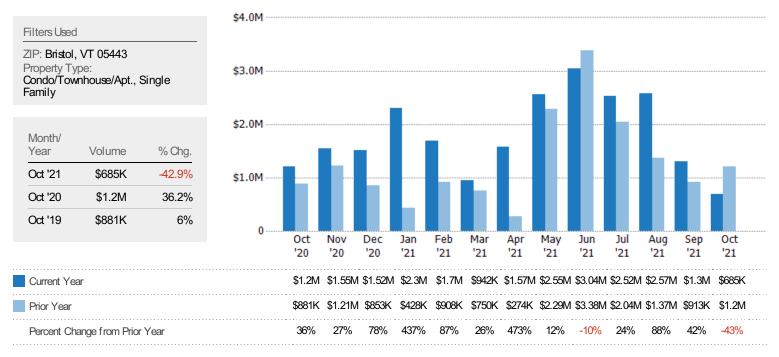
# New Pending Sales

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.

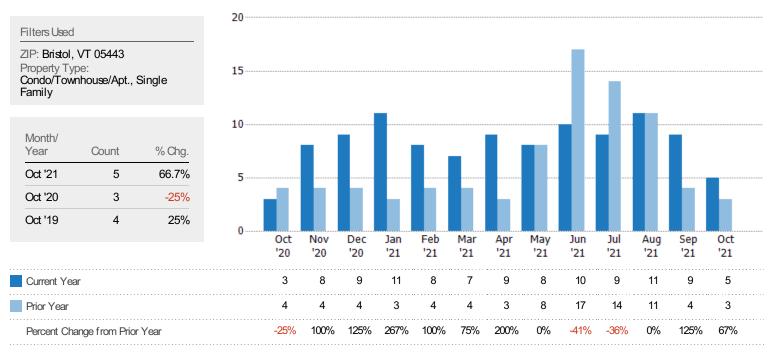






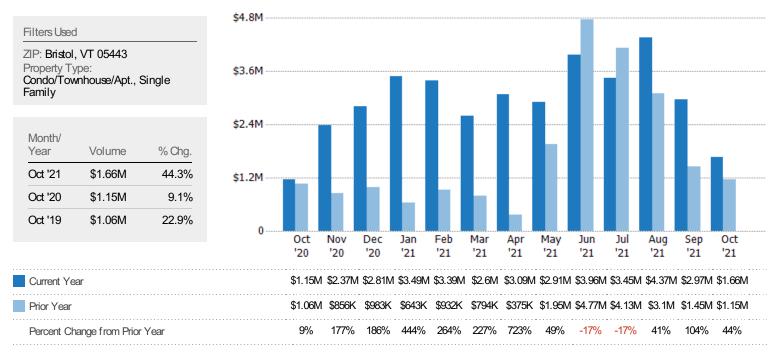
# Pending Sales

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.

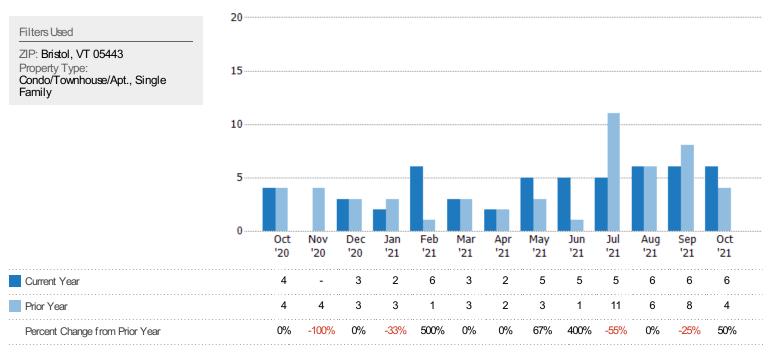






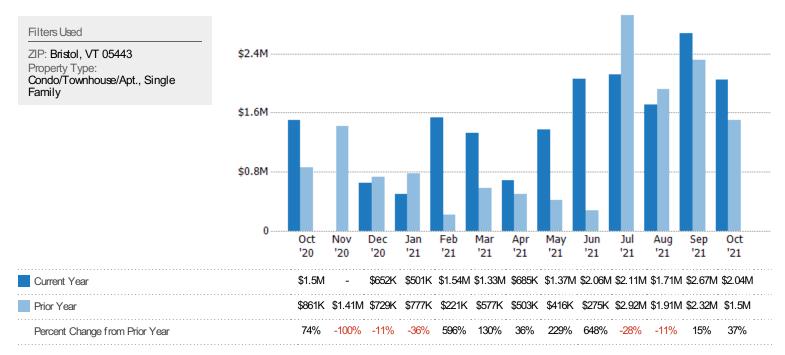
# **Closed Sales**

The total number of residential properties sold each month.



# Closed Sales Volume

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

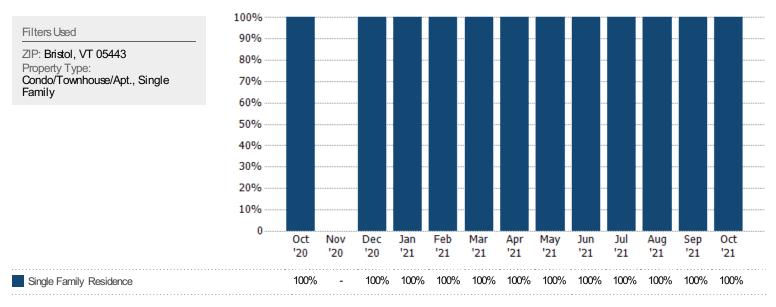






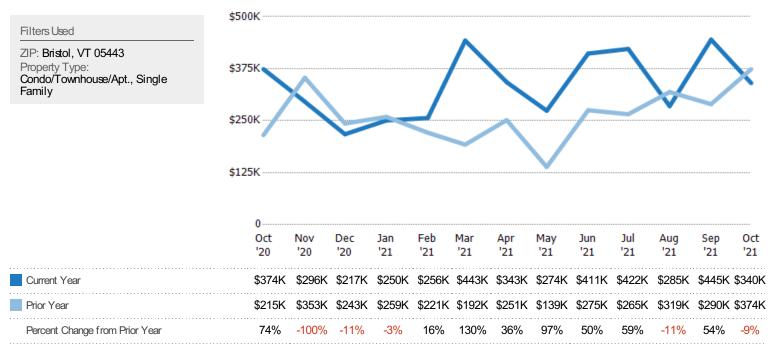
#### Closed Sales by Property Type

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.

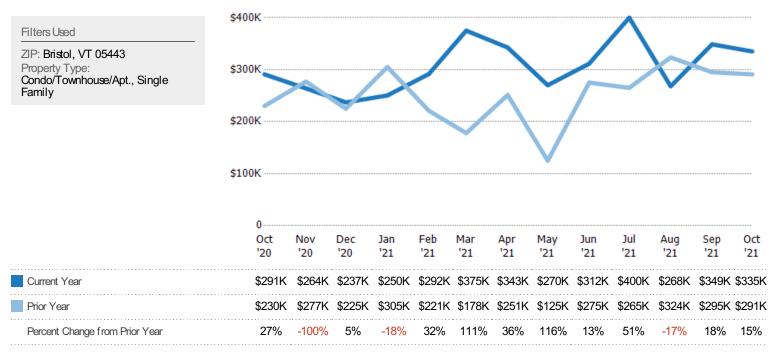






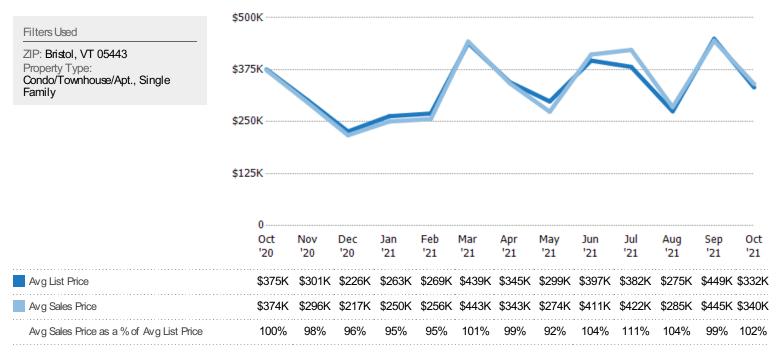
# Median Sales Price

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.

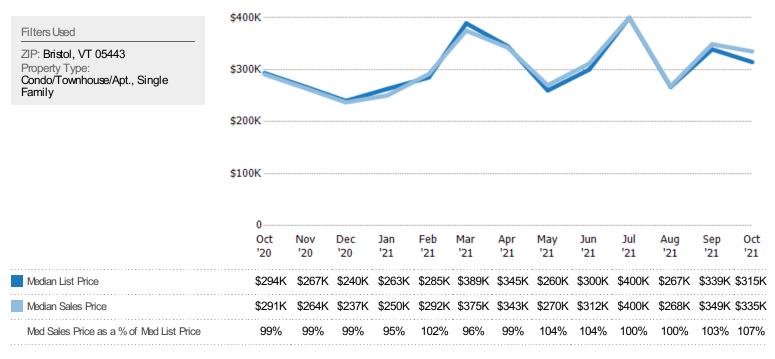






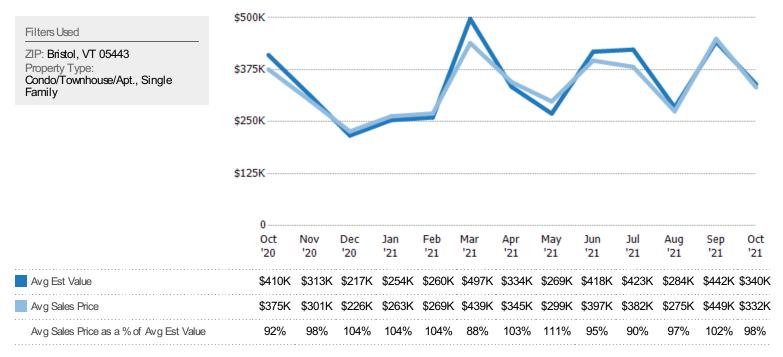
# Median Sales Price vs Median Listing Price

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

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

