

Summary of Key Listing and Sales Metrics

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

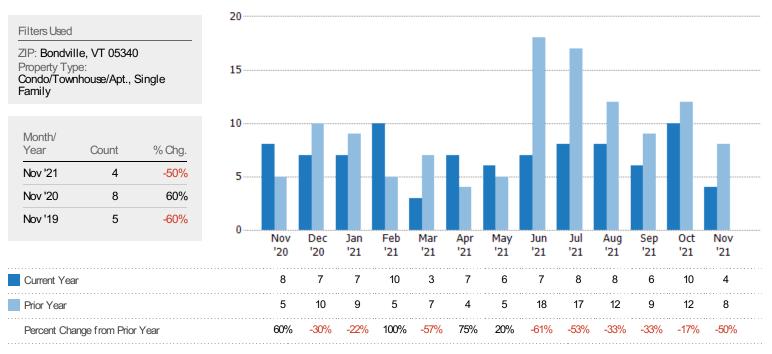
+/-	YTD 2020	YTD 2021	+/-	Nov 2020	Nov 2021	Key Metrics
						Listing Activity Charts Metrics
-28.3%	106	76	-50%	8	4	New Listing Count
-18.5%	\$55,767,100	\$45,424,900	-48.2%	\$5,911,900	\$3,064,000	New Listing Volume
	NA	N⁄A	-55.6%	36	16	Active Listing Count
	NA	N⁄A	-53.8%	\$25,561,300	\$11,815,000	Active Listing Volume
+54.1%	\$586,592	\$903,904	+4%	\$710,036	\$738,438	Average Listing Price
+45.5%	\$471,660	\$686,428	-5%	\$565,000	\$537,000	Median Listing Price
-26.7%	150.76	110.48	-61.1%	141.5	55	Median Days in RPR
-87.4%	14.4	1.8	+13.6%	1.6	1.8	Months of Inventory
+48.1%	6.96%	55.1%	-7.6%	63.89%	56.25%	Absorption Rate
						Sales Activity Charts Metrics
-39.3%	140	85	-	9	_	New Pending Sales Count
-26.9%	\$69,144,100	\$50,532,700	-	\$4,969,000	_	New Pending Sales Volume
	N⁄A	N⁄A	-75%	12	3	Pending Sales Count
	N⁄A	N⁄A	-54.8%	\$5,567,000	\$2,519,000	Pending Sales Volume
-22.2%	108	84	+	14	14	Cloæd Sales Count
-5.8%	\$49,402,475	\$46,514,450	+133.8%	\$4,767,800	\$11,147,000	Closed Sales Volume
+21.1%	\$457,430	\$553,743	+133.8%	\$340,557	\$796,214	Average Sales Price
+6.2%	\$415,299	\$441,000	+101.8%	\$287,450	\$580,000	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.

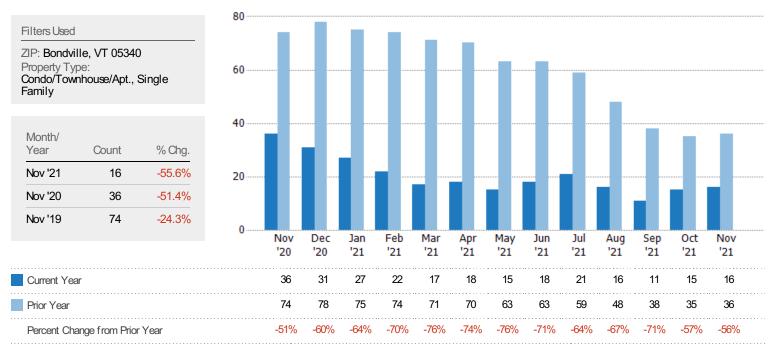






Active Listings

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.

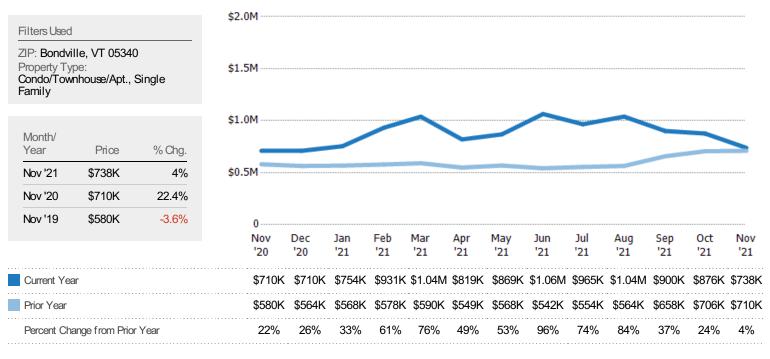






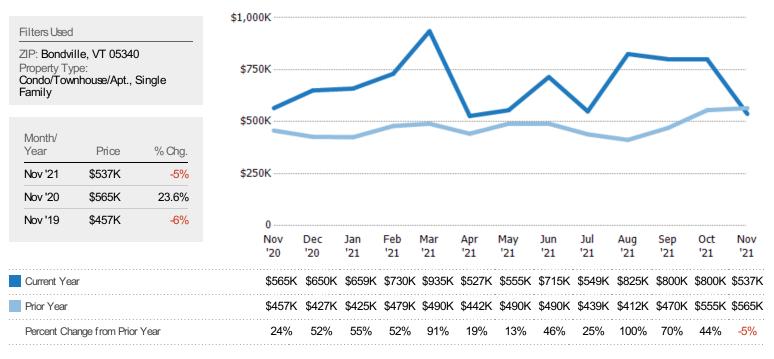
Average Listing Price

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.

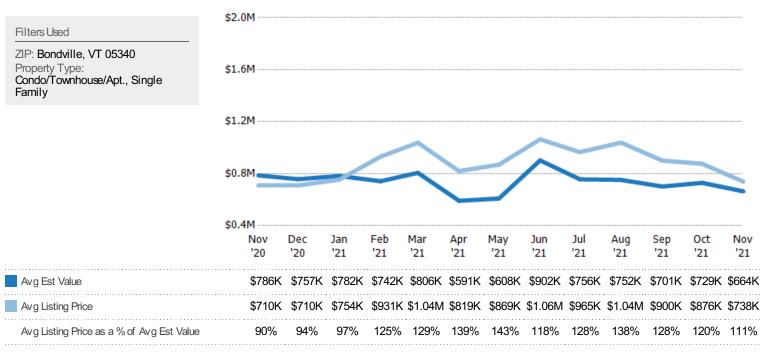






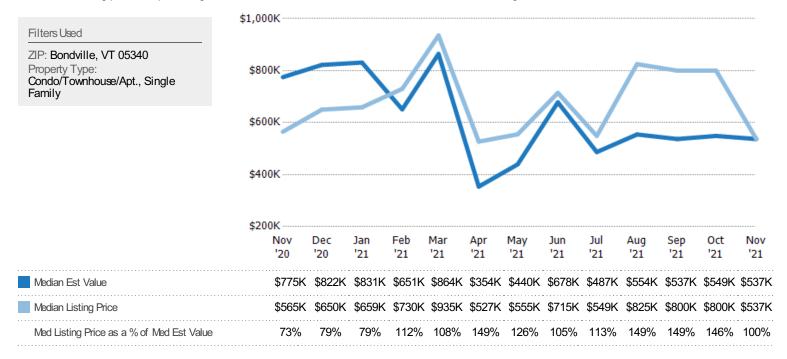
Average Listing Price vs Average Est Value

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.

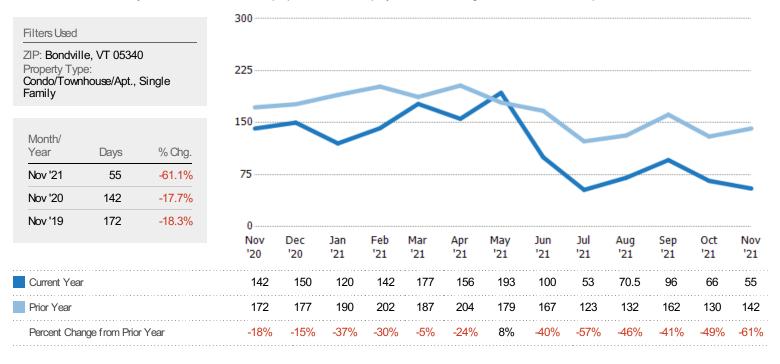






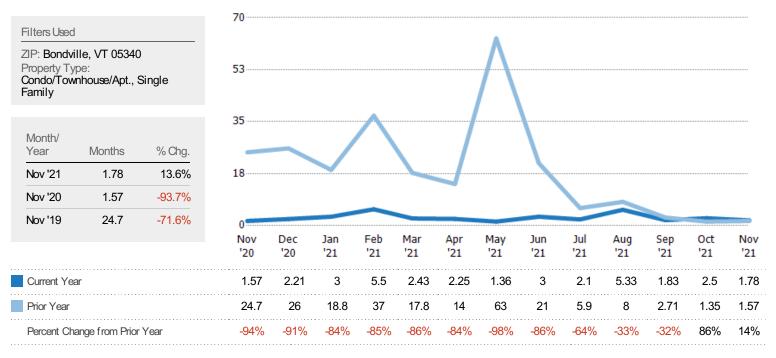
Median Days in RPR

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.

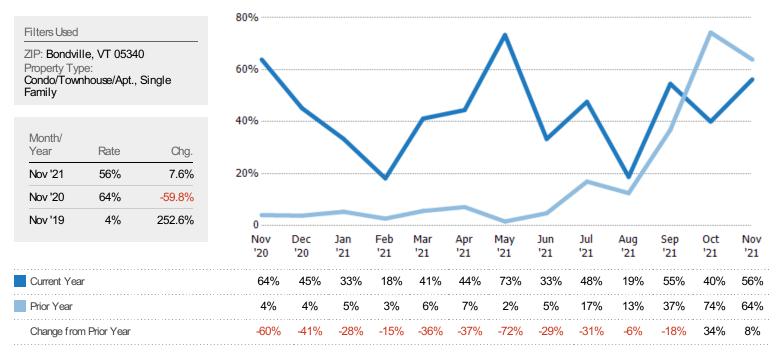






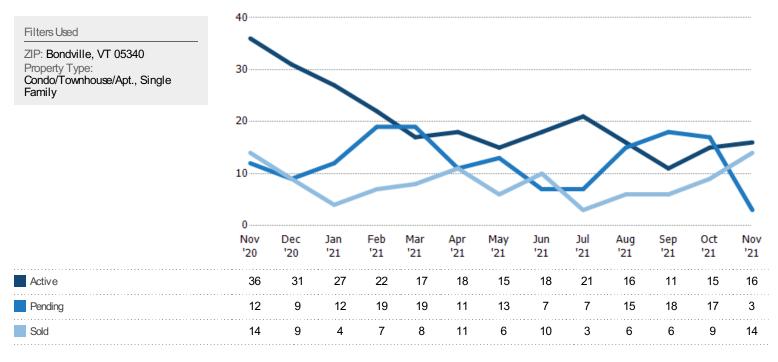
Absorption Rate

The percentage of inventory sold per month.



Active/Pending/Sold Units

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

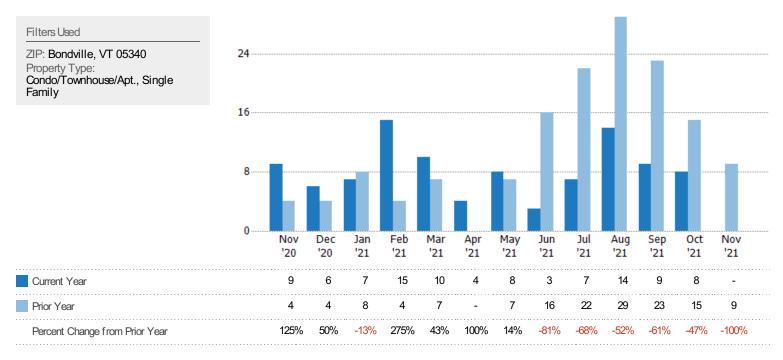






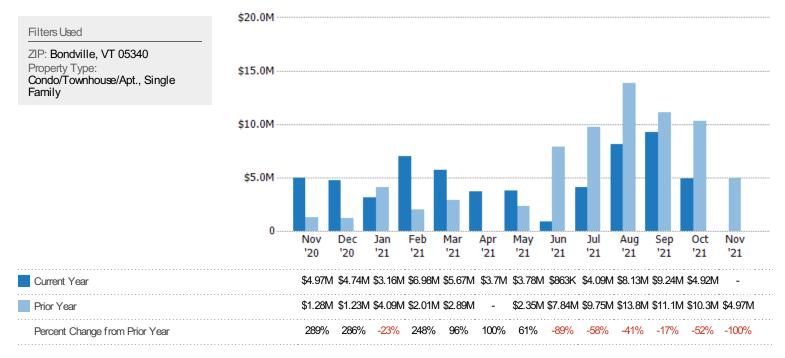
New Pending Sales

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.

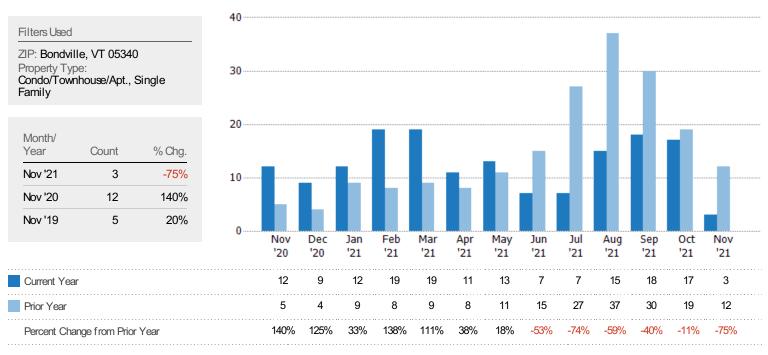






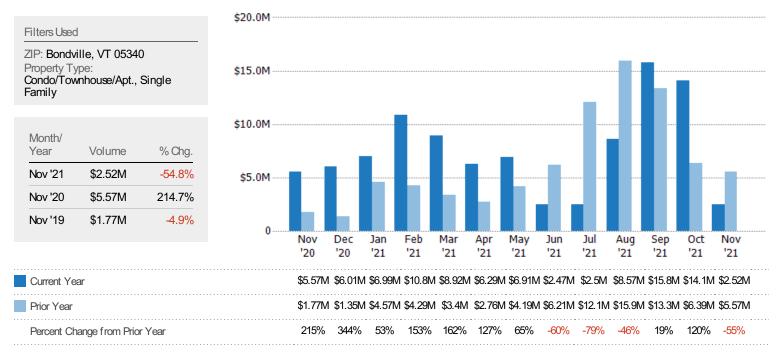
Pending Sales

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.



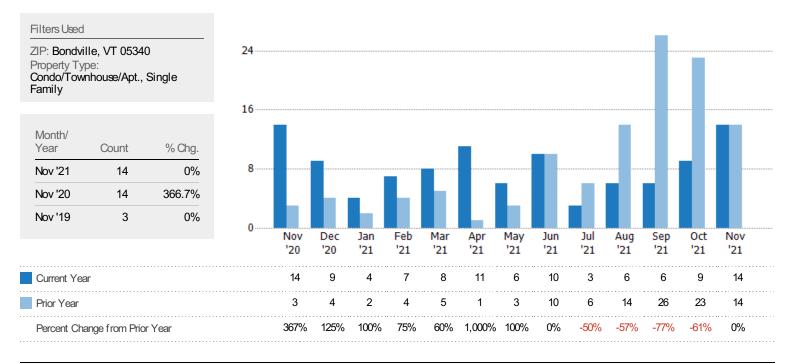




Winhall

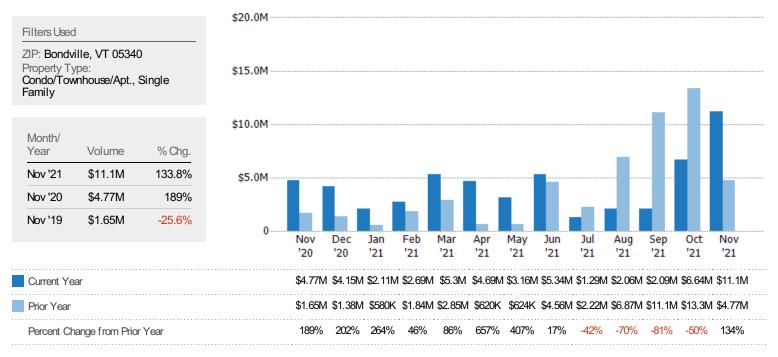
Closed Sales

The total number of residential properties sold each month.



Closed Sales Volume

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

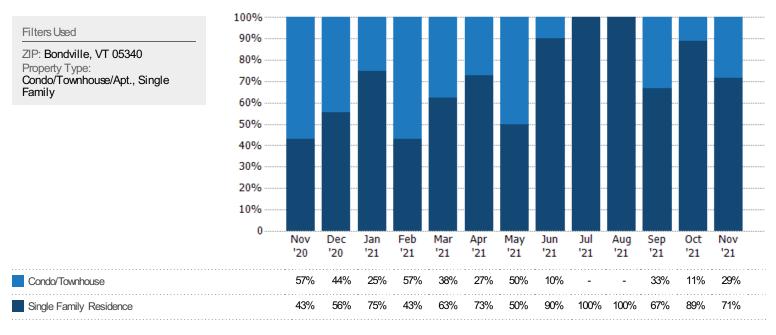






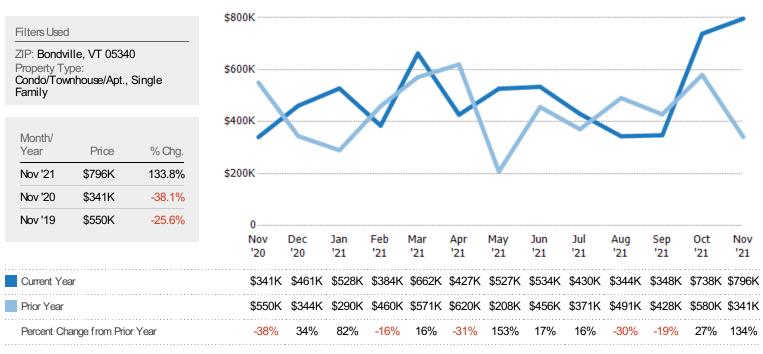
Closed Sales by Property Type

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.







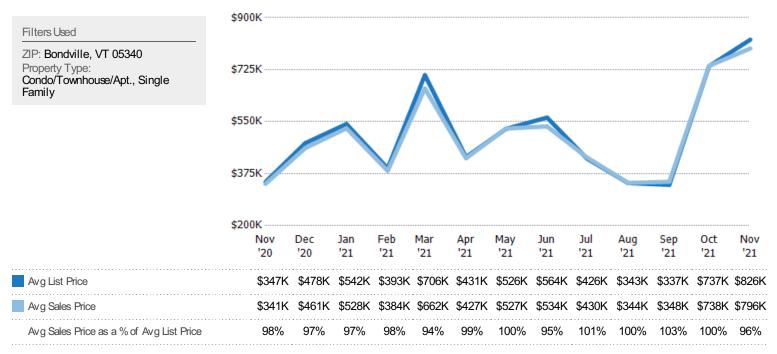
Median Sales Price

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.







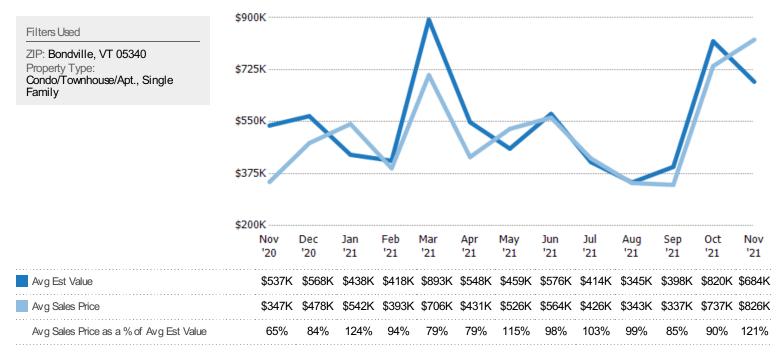
Median Sales Price vs Median Listing Price

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Average Sales Price vs Average Est Value

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