

# Summary of Key Listing and Sales Metrics

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

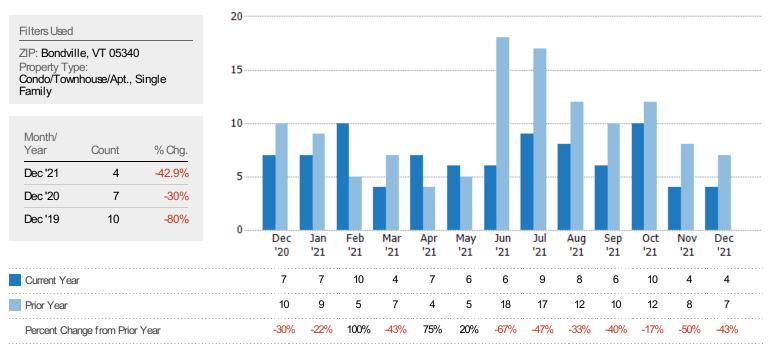
+/-	YTD 2020	YTD 2021	+/-	Dec 2020	Dec 2021	Key Metrics
						Listing Activity Charts Metrics
-28.9%	114	81	-42.9%	7	4	New Listing Count
-22.2%	\$61,664,100	\$47,987,900	-45.7%	\$4,298,000	\$2,334,000	New Listing Volume
	NA	N⁄A	-90.6%	32	3	Active Listing Count
	NA	N⁄A	-85.9%	\$23,595,800	\$3,325,000	Active Listing Volume
+63.4%	\$598,980	\$978,901	+50.3%	\$737,369	\$1,108,333	Average Listing Price
+58.1%	\$478,231	\$756,193	+72.5%	\$654,950	\$1,130,000	Median Listing Price
-21.5%	143.15	112.33	-61%	146	57	Median Daysin RPR
-88.6%	13.1	1.5	-90.6%	2.3	0.2	Months of Inventory
+58.9%	7.61%	66.48%	+422.9%	43.75%	466.67%	Absorption Rate
						Sales Activity Charts Metrics
-33.8%	145	96	-16.7%	6	5	New Pending Sales Count
-22%	\$73,342,100	\$57,231,700	-30%	\$4,737,000	\$3,314,000	New Pending Sales Volume
	NA	N⁄A	-44.4%	9	5	Pending Sales Count
	NA	N⁄A	-38.7%	\$6,005,000	\$3,684,000	Pending Sales Volume
-21%	119	94	+11.1%	9	10	Cloæd Sales Count
-0.6%	\$54,140,375	\$53,816,950	+43.7%	\$4,151,500	\$5,967,500	Cloæd Sales Volume
+25.8%	\$454,961	\$572,521	+29.4%	\$461,278	\$596,750	Average Sales Price
+11.1%	\$402,910	\$447,457	+69.3%	\$285,000	\$482,500	Median Sales Price





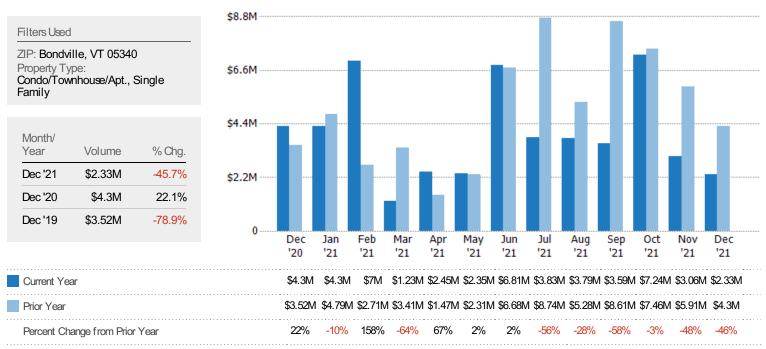
### New Listings

The number of new residential listings that were added each month.



# New Listing Volume

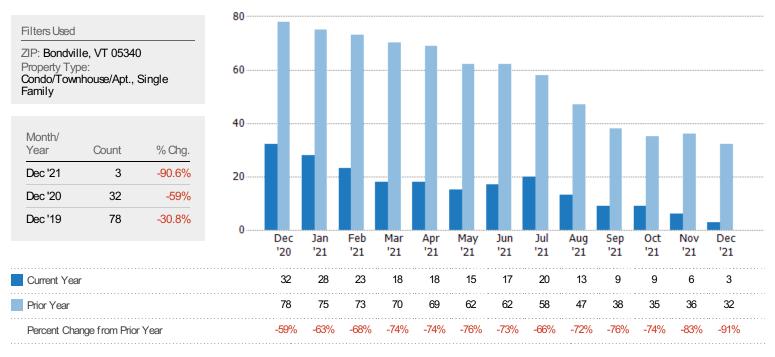
The sum of the listing price of residential listings that were added each month.





### Active Listings

The number of active residential listings at the end of each month.



# Active Listing Volume

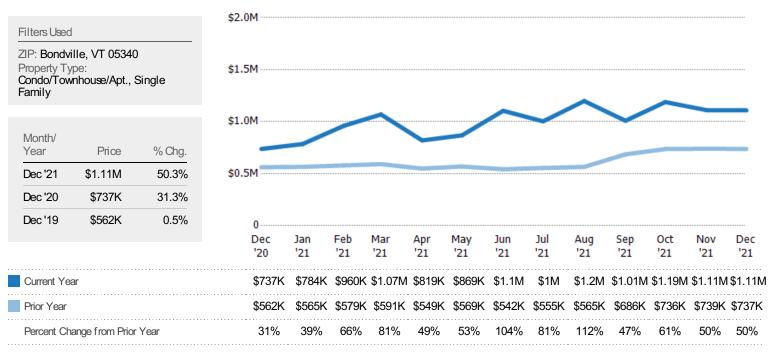
The sum of the listing price of active residential listings at the end of each month.





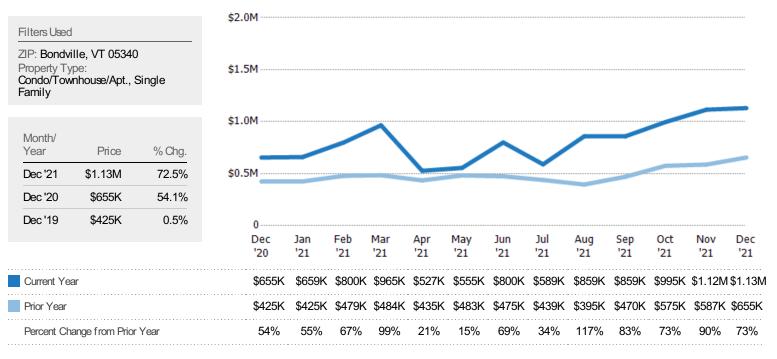
#### Average Listing Price

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.

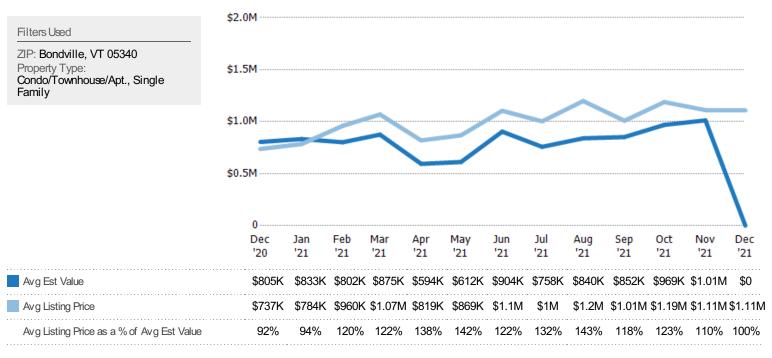






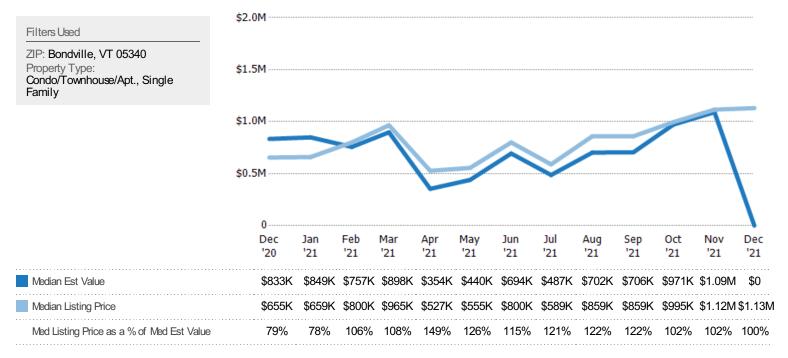
#### Average Listing Price vs Average Est Value

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.

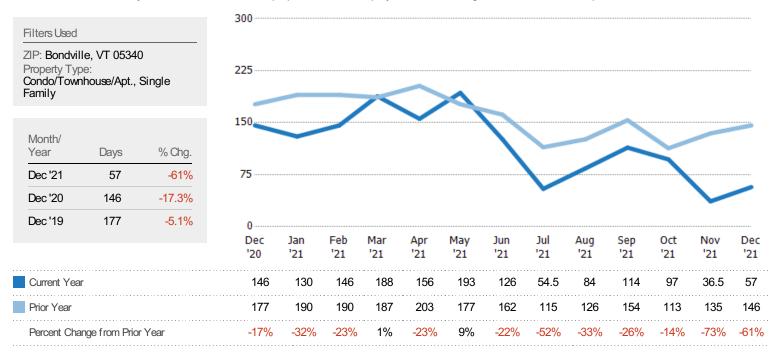






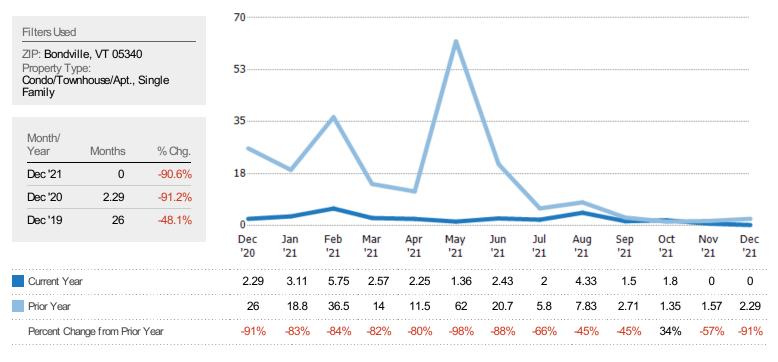
### Median Days in RPR

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.

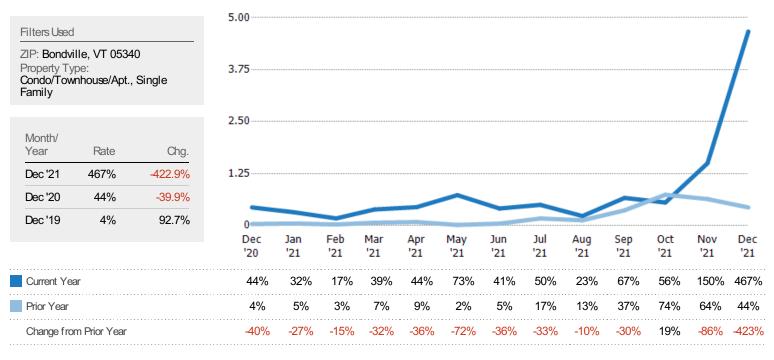






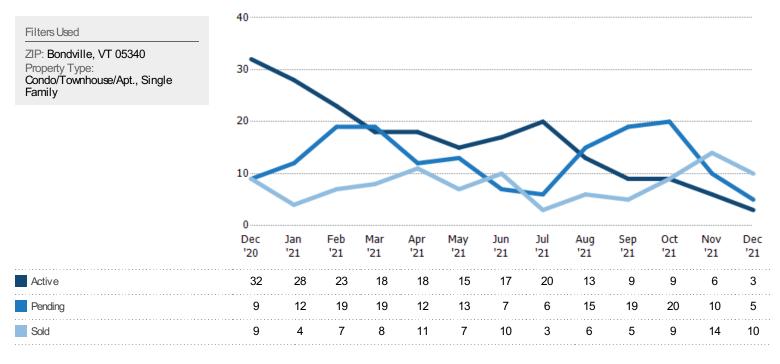
#### Absorption Rate

The percentage of inventory sold per month.



# Active/Pending/Sold Units

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

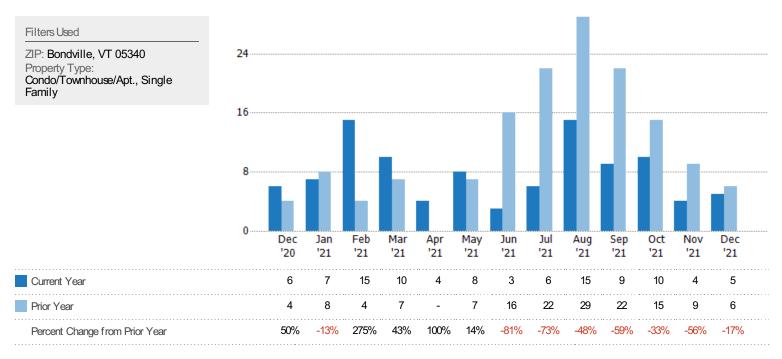






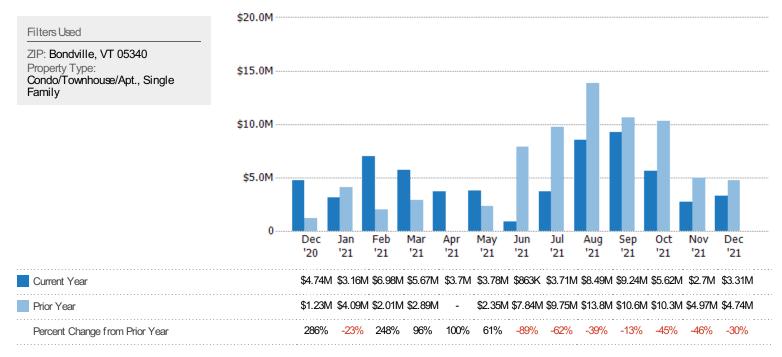
### New Pending Sales

The number of residential properties with accepted offers that were added each month.



# New Pending Sales Volume

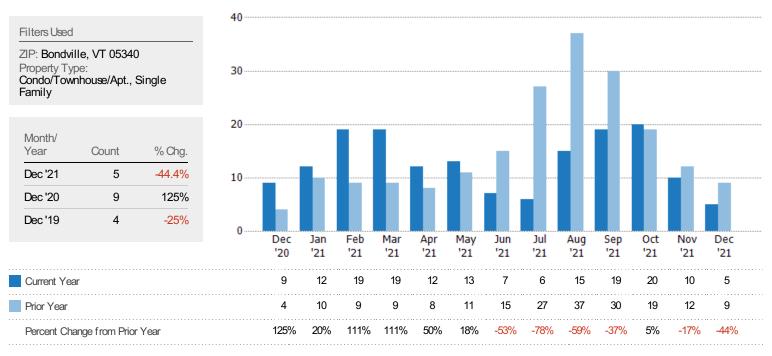
The sum of the sales price of residential properties with accepted offers that were added each month.





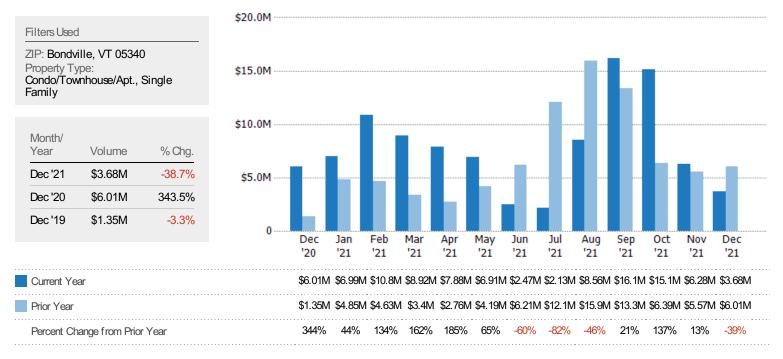
# Pending Sales

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.



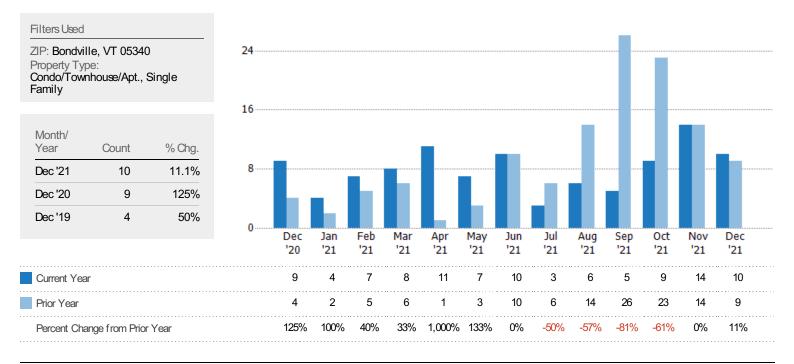




#### Winhall

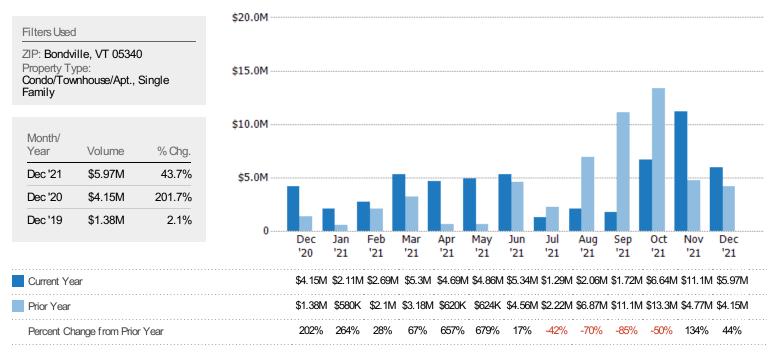
#### **Closed Sales**

The total number of residential properties sold each month.



# **Closed Sales Volume**

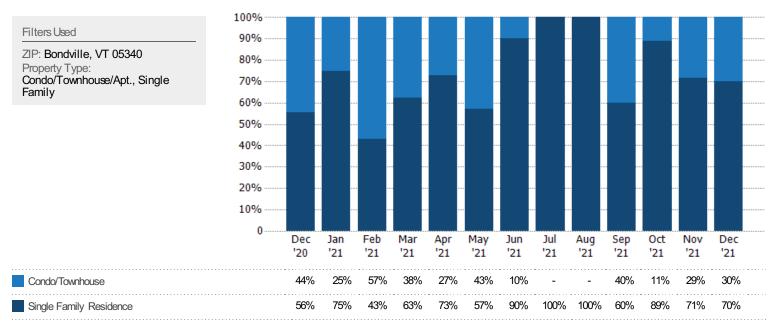
The sum of the sales price of residential properties sold each month.





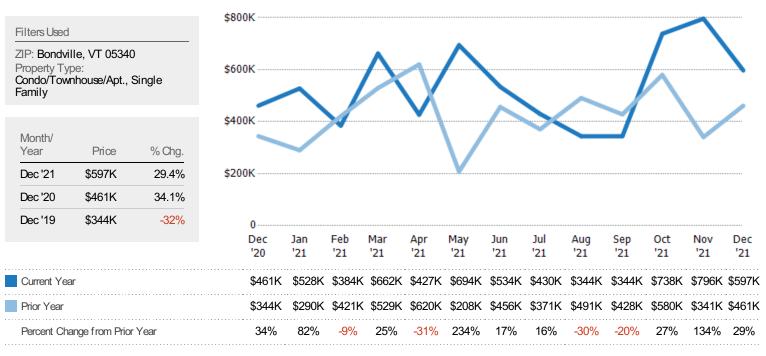
#### Closed Sales by Property Type

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.

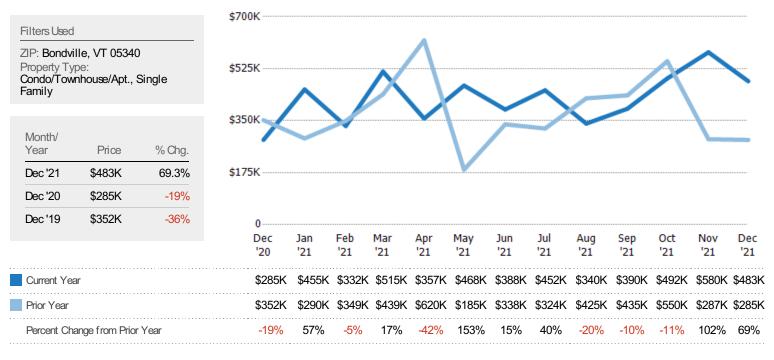






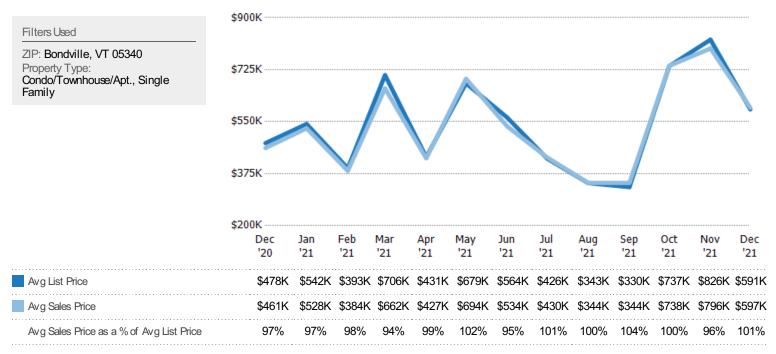
# Median Sales Price

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.



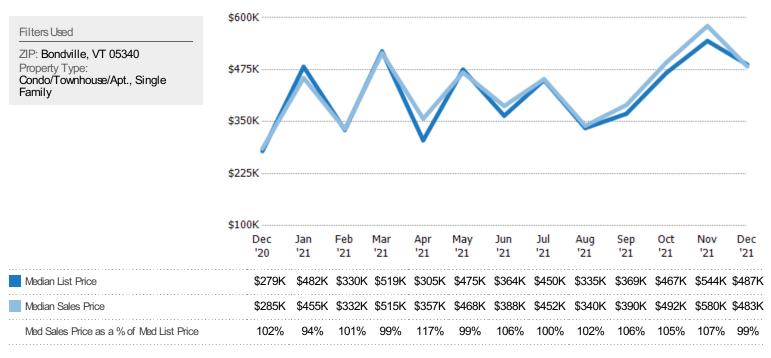




# Market Data Report

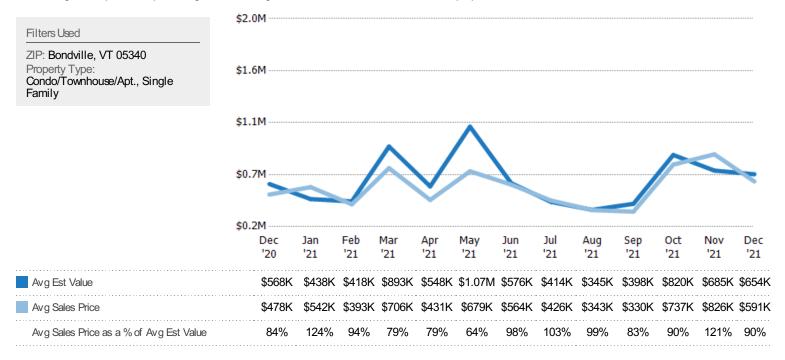
#### Median Sales Price vs Median Listing Price

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.



