

# Summary of Key Listing and Sales Metrics

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

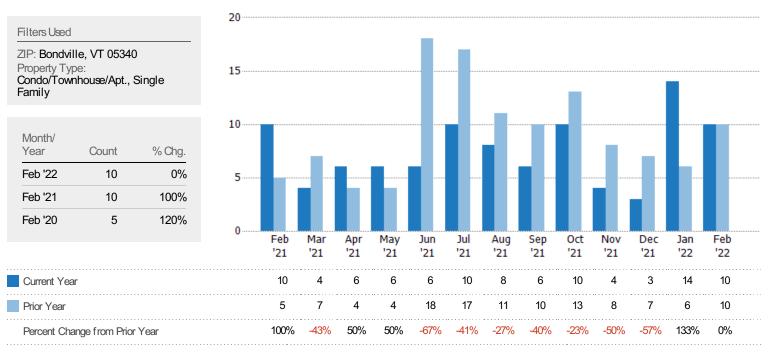
+/-	YTD 2021	YTD 2022	+/-	Feb 2021	Feb 2022	Key Metrics
						Listing Activity Charts Metrics
+50%	16	24	+	10	10	New Listing Count
+90.9%	\$10,638,900	\$20,312,000	+20.3%	\$6,997,000	\$8,414,000	New Listing Volume
	NA	N⁄A	-50%	24	12	Active Listing Count
	NA	N⁄A	-59%	\$22,587,900	\$9,258,000	Active Listing Volume
-6%	\$865,073	\$813,522	-18%	\$941,163	\$771,500	Average Listing Price
-8.9%	\$692,865	\$631,087	-6.5%	\$729,950	\$682,500	Median Listing Price
-94.7%	135.6	7.25	-92.5%	146	11	Median Days in RPR
-68.4%	7.3	2.3	-66.7%	6	2	Months of Inventory
+29.8%	13.73%	43.48%	+33.3%	16.67%	50%	Absorption Rate
						Sales Activity Charts Metrics
-61.9%	21	8	-78.6%	14	3	New Pending Sales Count
-44.7%	\$9,476,800	\$5,244,000	-75.5%	\$6,318,900	\$1,545,000	New Pending Sales Volume
	NA	N⁄A	-73.7%	19	5	Pending Sales Count
	NA	N⁄A	-63.5%	\$10,842,900	\$3,954,000	Pending Sales Volume
-20%	10	8	-66.7%	6	2	Cloæd Sales Count
+25.9%	\$4,146,000	\$5,221,000	-49.4%	\$2,036,000	\$1,030,000	Closed Sales Volume
+57.4%	\$414,600	\$652,625	+51.8%	\$339,333	\$515,000	Average Sales Price
+59.5%	\$377,600	\$602,375	+58%	\$326,000	\$515,000	Median Sales Price





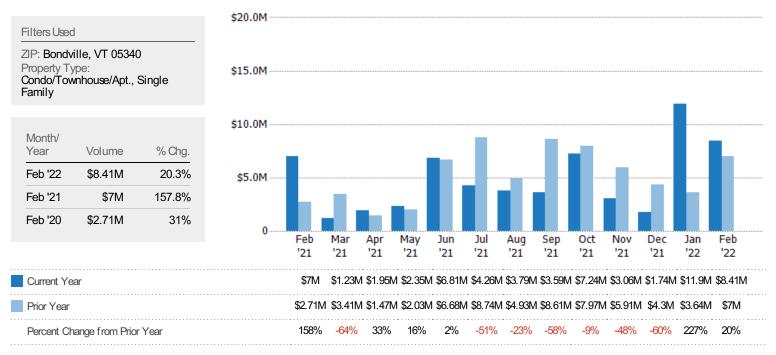
### New Listings

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



# New Listing Volume

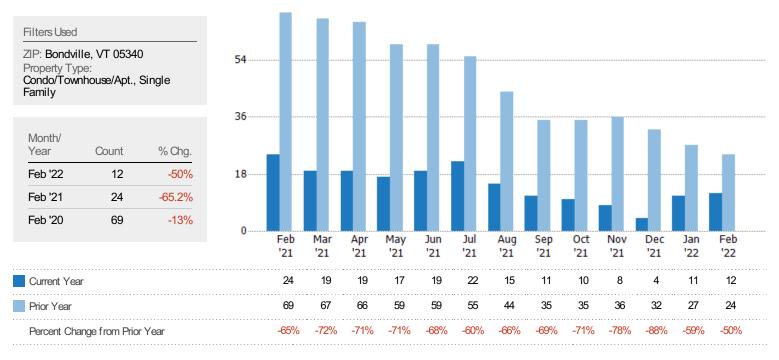
The sum of the listing price of residential listings that were added each month.





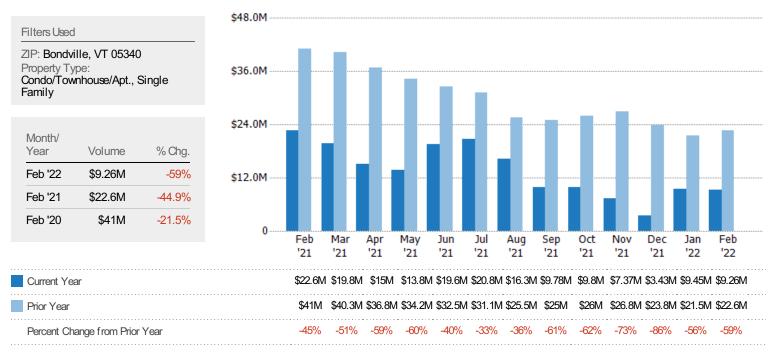
# Active Listings

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



# Active Listing Volume

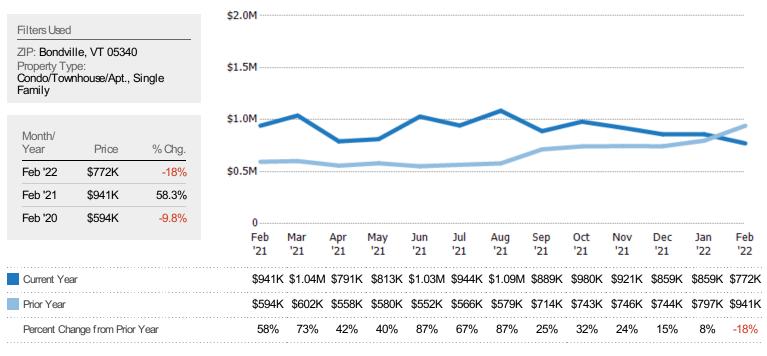
The sum of the listing price of active residential listings at the end of each month.





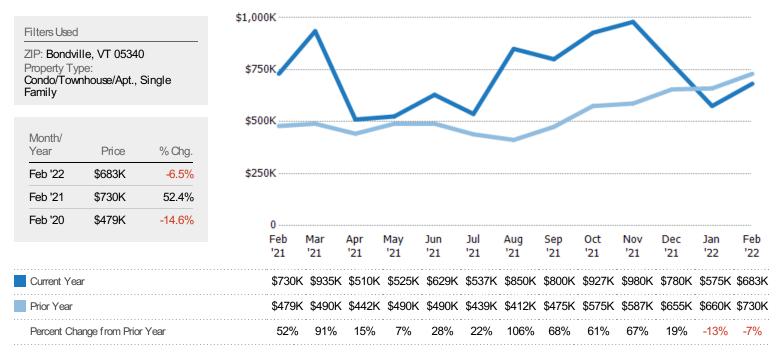
# Average Listing Price

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.

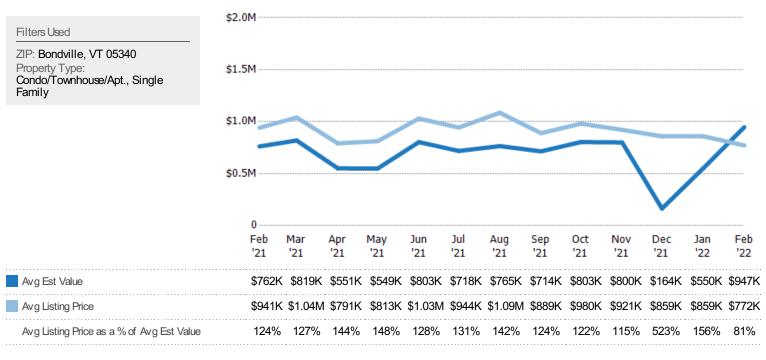






#### Average Listing Price vs Average Est Value

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.

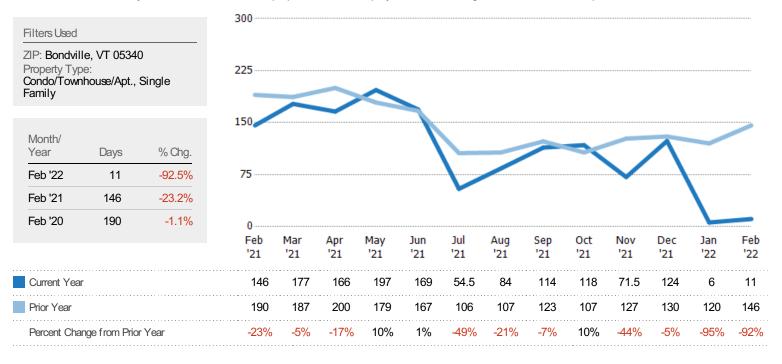






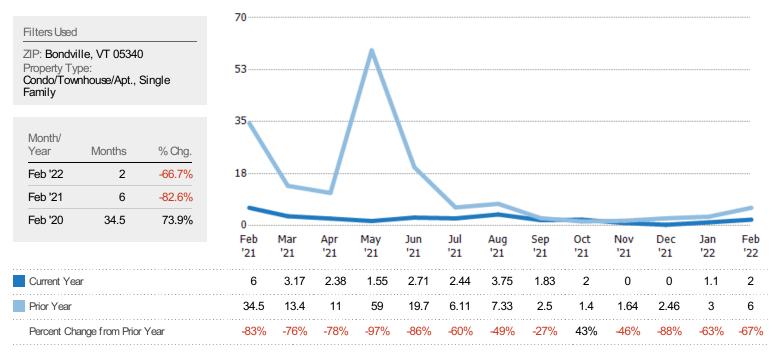
## Median Days in RPR

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.

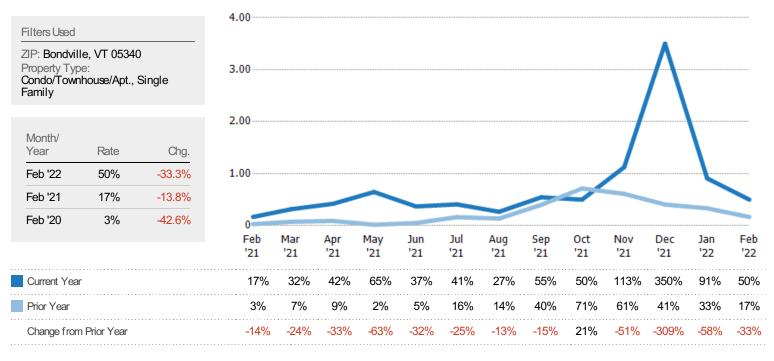






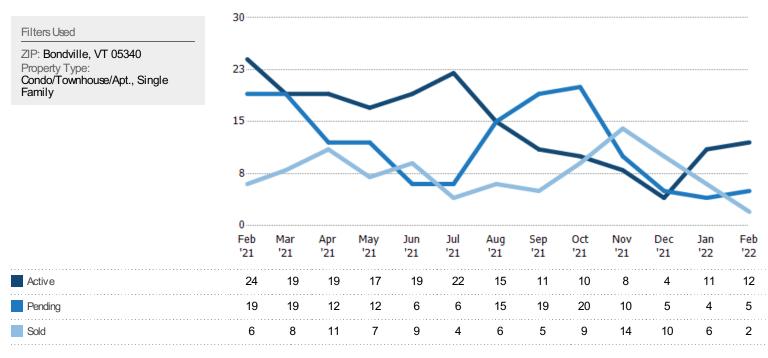
#### Absorption Rate

The percentage of inventory sold per month.



# Active/Pending/Sold Units

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

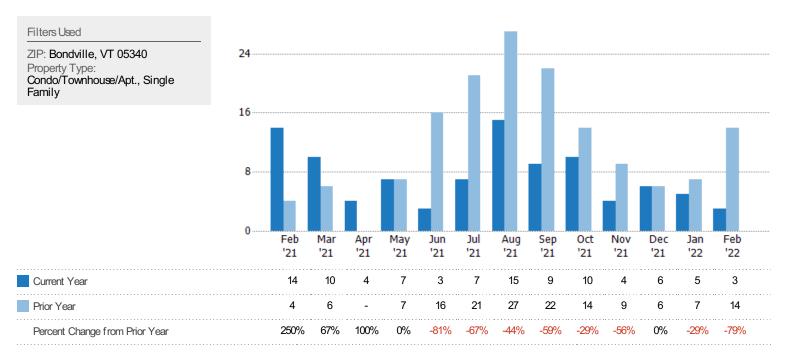






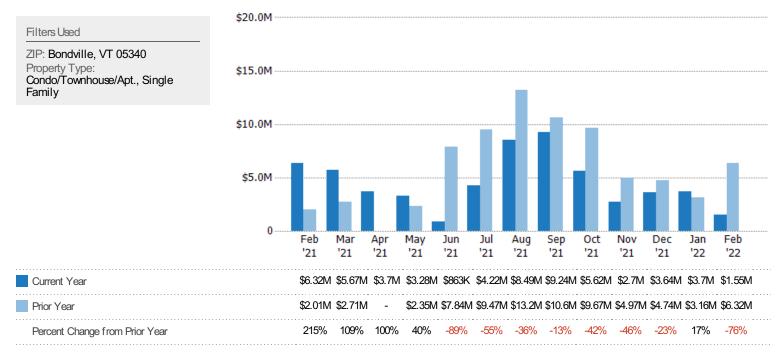
## New Pending Sales

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.

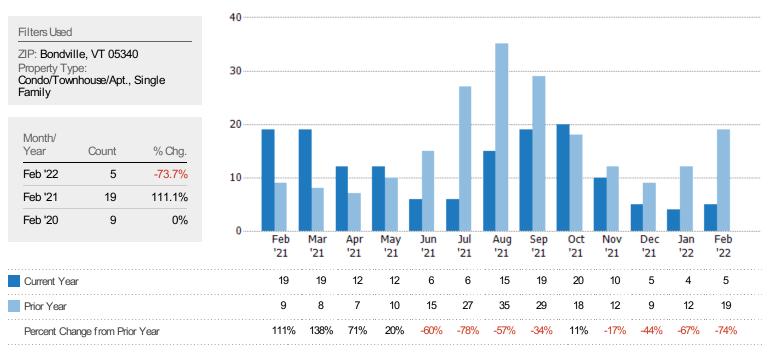


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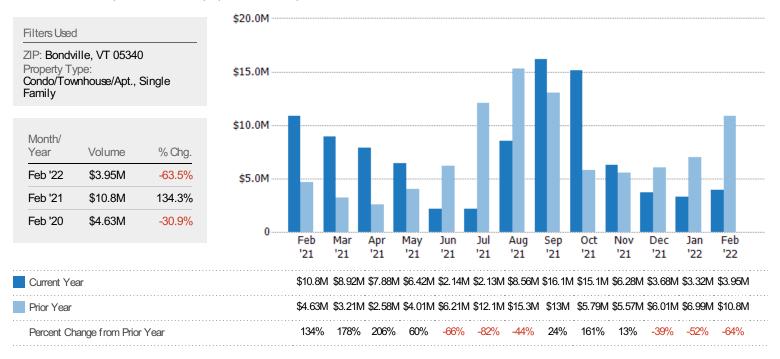
# Pending Sales

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.

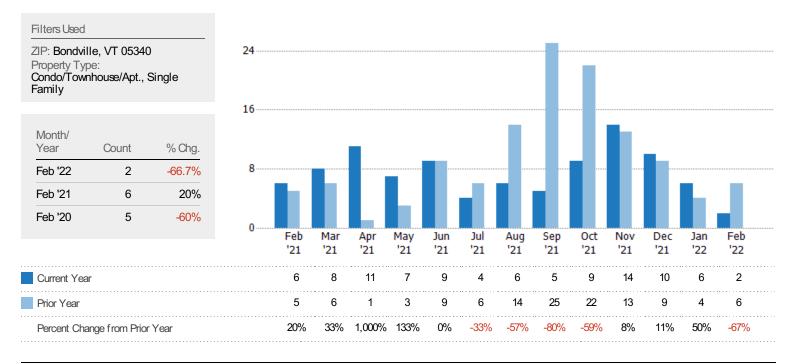


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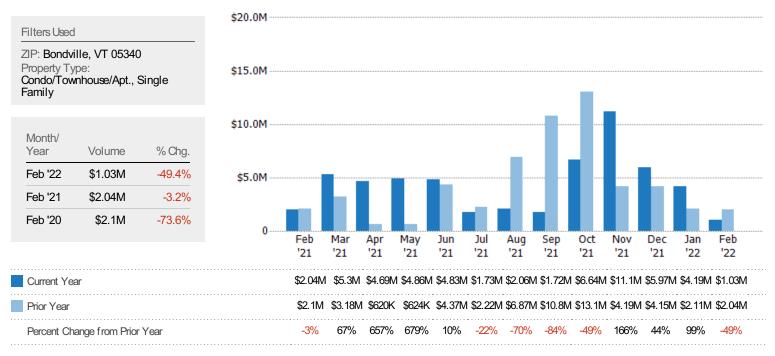
#### **Closed Sales**

The total number of residential properties sold each month.



# Closed Sales Volume

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

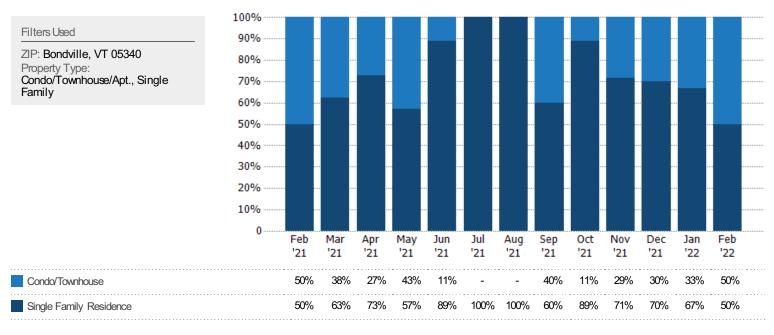






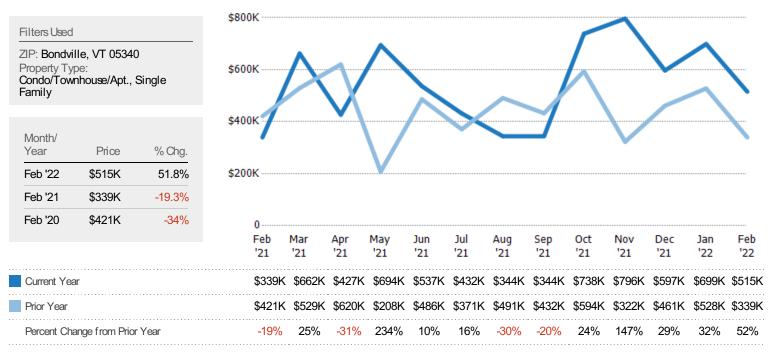
#### Closed Sales by Property Type

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.

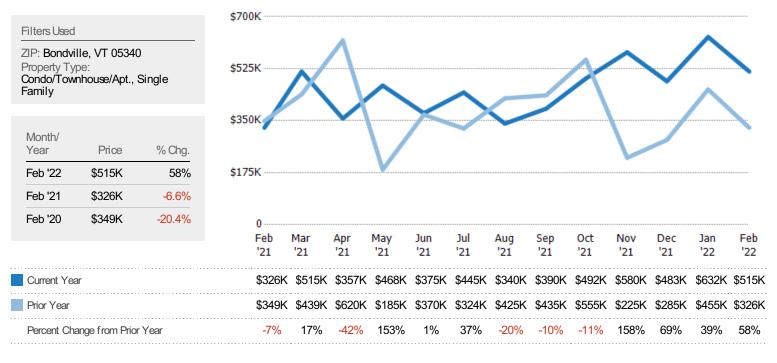






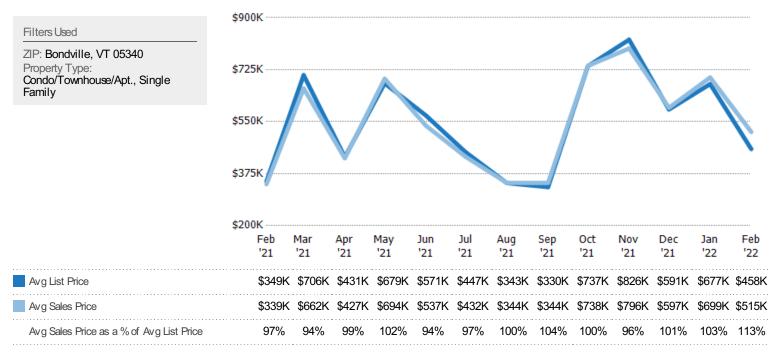
### Median Sales Price

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.



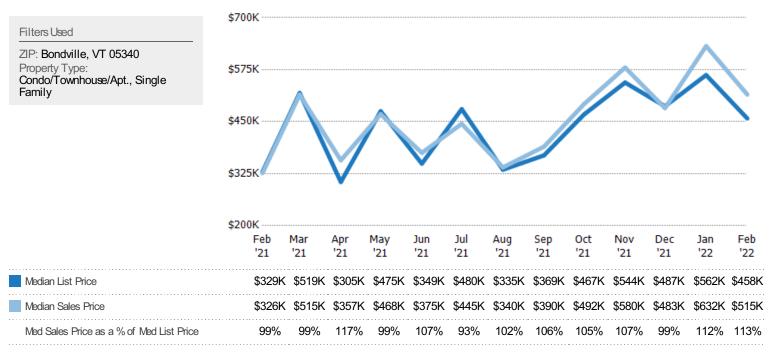




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#### Median Sales Price vs Median Listing Price

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.

