



Summary of Key Listing and Sales Metrics

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

Key Metrics	Apr 2021	Apr 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	292	221	+32.1%	938	925	+1.4%
New Listing Volume	\$63,134,643	\$45,615,892	+38.4%	\$199,453,419	\$178,508,286	+11.7%
Active Listing Count	280	623	-55.1%	N/A	N/A	
Active Listing Volume	\$82,974,184	\$139,318,165	-40.4%	N/A	N/A	
Average Listing Price	\$296,336	\$223,625	+32.5%	\$275,030	\$213,116	+29.1%
Months of Inventory	1.6	3.3	-52.6%	2	4.1	-49.8%
Sales Activity Charts Metrics						
Closed Sales Count	232	179	+29.6%	754	643	+17.3%
Closed Sales Volume	\$45,748,367	\$29,182,768	+56.8%	\$142,703,193	\$108,784,221	+31.2%
Average Sales Price	\$197,191	\$163,032	+21%	\$189,262	\$169,182	+11.9%
Average Sales Price per Sq Ft	\$102	\$94	+8.9%	\$98	\$91	+7.6%



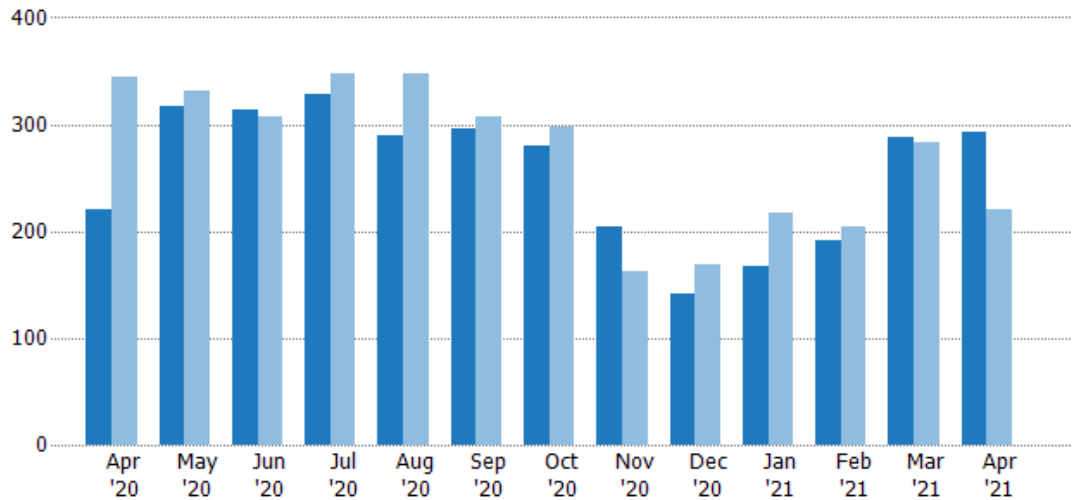
New Listings

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

Filters Used

Property Type:
Condo/Townhouse/Apt.,
Mobile/Manufactured,
Multifamily/Multiplex, Other
Residential, Single Family

Month/Year	Count	% Chg.
Apr '21	292	32.1%
Apr '20	221	-35.8%
Apr '19	344	-6.1%



Current Year	221	317	314	328	290	296	280	204	141	167	191	288	292
Prior Year	344	331	307	347	347	308	297	163	169	217	204	283	221
Percent Change from Prior Year	-36%	-4%	2%	-5%	-16%	-4%	-6%	25%	-17%	-23%	-6%	2%	32%

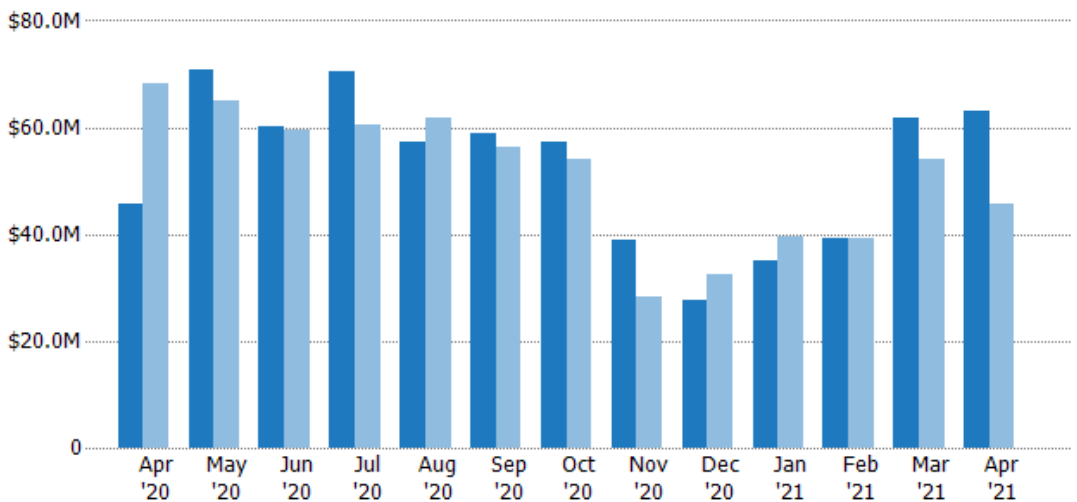
New Listing Volume

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

Filters Used

Property Type:
Condo/Townhouse/Apt.,
Mobile/Manufactured,
Multifamily/Multiplex, Other
Residential, Single Family

Month/Year	Volume	% Chg.
Apr '21	\$63.1M	38.4%
Apr '20	\$45.6M	-33.2%
Apr '19	\$68.3M	-12.3%



Current Year	\$45.6M	\$70.8M	\$60.3M	\$70.5M	\$57.4M	\$58.9M	\$57.4M	\$38.8M	\$27.5M	\$35.1M	\$39.3M	\$61.9M	\$63.1M
Prior Year	\$68.3M	\$64.9M	\$59.6M	\$60.4M	\$61.9M	\$56.4M	\$54M	\$28.2M	\$32.5M	\$39.6M	\$39.2M	\$54.1M	\$45.6M
Percent Change from Prior Year	-33%	9%	1%	17%	-7%	4%	6%	37%	-15%	-11%	0%	14%	38%





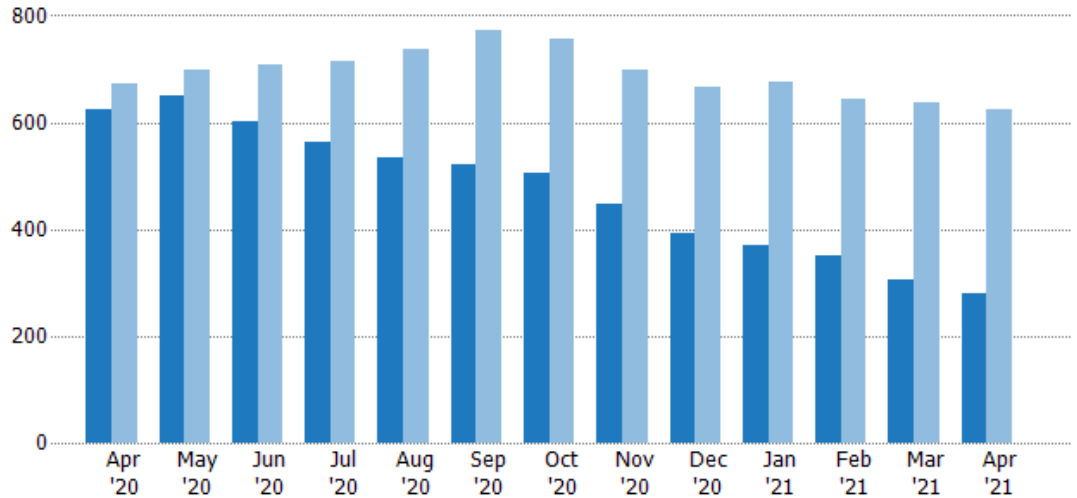
Active Listings

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

Filters Used

Property Type:
Condo/Townhouse/Apt.,
Mobile/Manufactured,
Multifamily/Multiplex, Other
Residential, Single Family

Month/Year	Count	% Chg.
Apr '21	280	-55.1%
Apr '20	623	-7.6%
Apr '19	674	-0.6%



Current Year	623	650	603	563	534	522	504	447	392	370	351	307	280
Prior Year	674	699	709	713	736	771	756	699	666	675	642	638	623
Percent Change from Prior Year	-8%	-7%	-15%	-21%	-27%	-32%	-33%	-36%	-41%	-45%	-45%	-52%	-55%

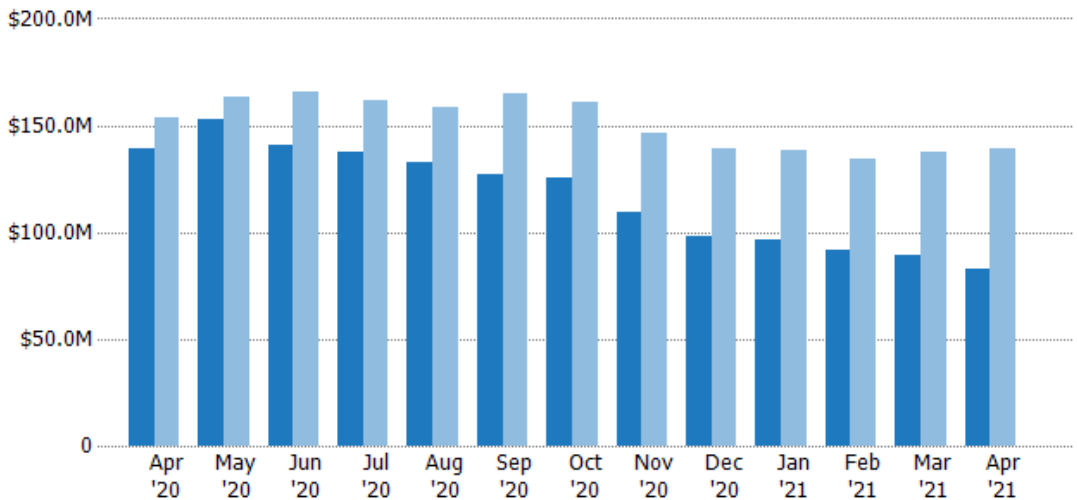
Active Listing Volume

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

Filters Used

Property Type:
Condo/Townhouse/Apt.,
Mobile/Manufactured,
Multifamily/Multiplex, Other
Residential, Single Family

Month/Year	Volume	% Chg.
Apr '21	\$83M	-40.4%
Apr '20	\$139M	-9.3%
Apr '19	\$154M	-9.1%



Current Year	\$139M	\$153M	\$141M	\$138M	\$133M	\$127M	\$126M	\$110M	\$98.3M	\$96.2M	\$91.7M	\$88.9M	\$83M
Prior Year	\$154M	\$163M	\$166M	\$162M	\$158M	\$165M	\$161M	\$146M	\$139M	\$139M	\$134M	\$137M	\$139M
Percent Change from Prior Year	-9%	-6%	-15%	-15%	-16%	-23%	-22%	-25%	-29%	-31%	-32%	-35%	-40%





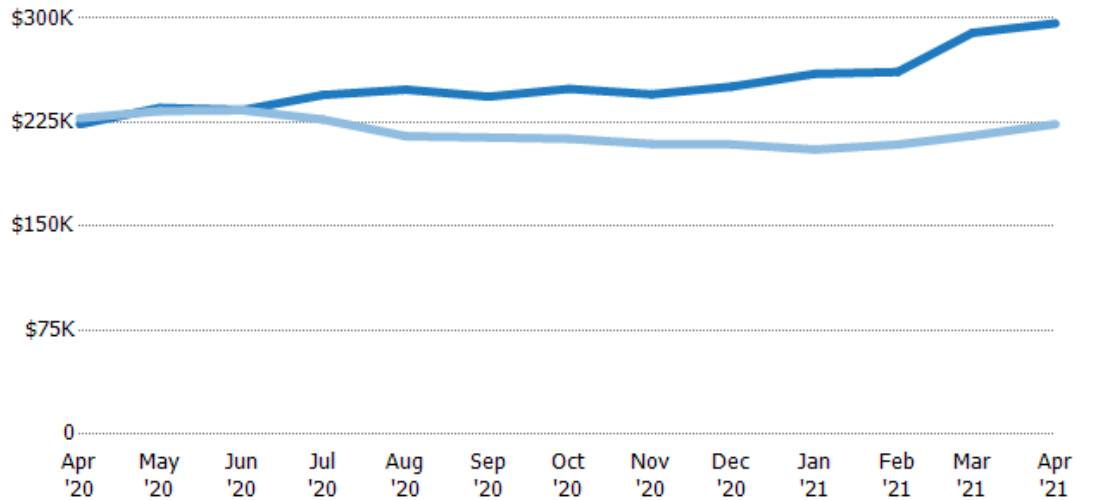
Average Listing Price

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

Filters Used

Property Type:
Condo/Townhouse/Apt.,
Mobile/Manufactured,
Multifamily/Multiplex, Other
Residential, Single Family

Month/ Year	Price	% Chg.
Apr '21	\$296K	32.5%
Apr '20	\$224K	-1.9%
Apr '19	\$228K	-8.5%



Current Year	\$224K	\$235K	\$234K	\$245K	\$249K	\$243K	\$249K	\$245K	\$251K	\$260K	\$261K	\$290K	\$296K
Prior Year	\$228K	\$233K	\$234K	\$227K	\$215K	\$214K	\$213K	\$209K	\$209K	\$205K	\$209K	\$215K	\$224K
Percent Change from Prior Year	-2%	1%	0%	8%	16%	14%	17%	17%	20%	27%	25%	34%	33%

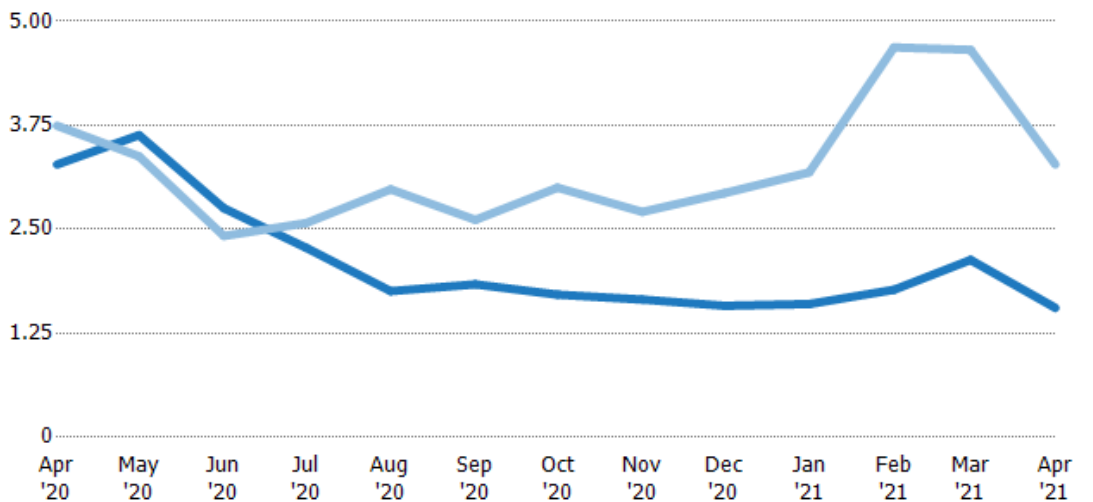
Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

Property Type:
Condo/Townhouse/Apt.,
Mobile/Manufactured,
Multifamily/Multiplex, Other
Residential, Single Family

Month/ Year	Months	% Chg.
Apr '21	1.56	-52.6%
Apr '20	3.28	-12.4%
Apr '19	3.74	5.9%



Current Year	3.28	3.63	2.75	2.28	1.76	1.84	1.71	1.66	1.58	1.6	1.77	2.13	1.56
Prior Year	3.74	3.38	2.42	2.57	2.98	2.61	3	2.71	2.93	3.18	4.69	4.66	3.28
Percent Change from Prior Year	-12%	8%	14%	-11%	-41%	-30%	-43%	-39%	-46%	-50%	-62%	-54%	-53%



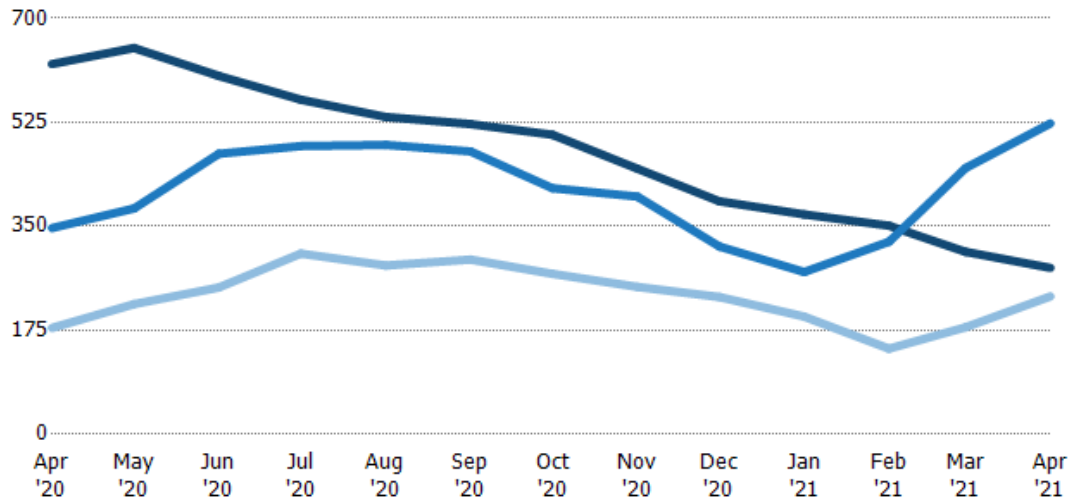


Active/Pending/Sold Units

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

Filters Used

Property Type:
Condo/Townhouse/Apt.,
Mobile/Manufactured,
Multifamily/Multiplex, Other
Residential, Single Family



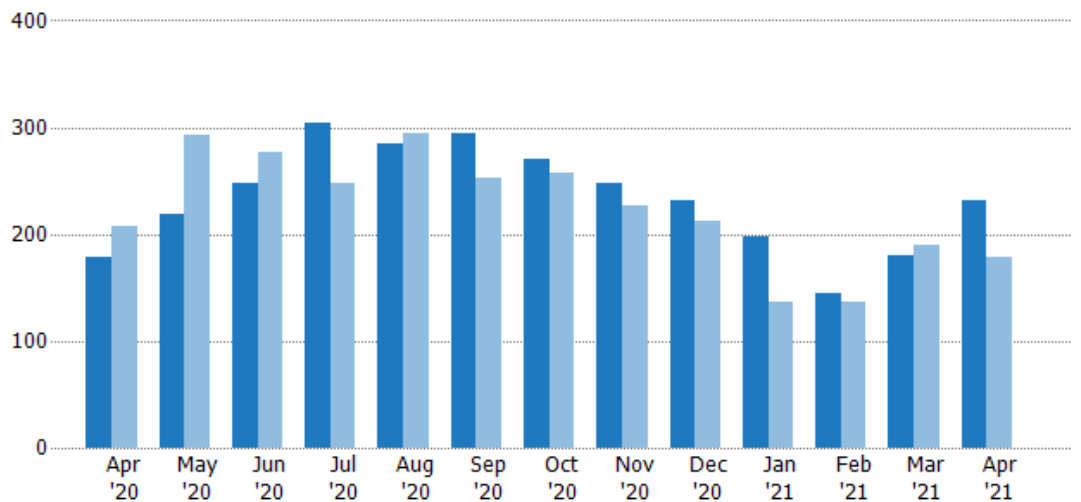
	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Active	623	650	603	563	534	522	504	447	392	370	351	307	280
Pending	347	380	472	485	487	476	414	400	316	273	324	448	523
Sold	179	219	247	304	284	294	270	248	231	198	144	180	232

Closed Sales

The total number of residential properties sold each month.

Filters Used

Property Type:
Condo/Townhouse/Apt.,
Mobile/Manufactured,
Multifamily/Multiplex, Other
Residential, Single Family



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Current Year	179	219	247	304	284	294	270	248	231	198	144	180	232
Prior Year	207	293	277	247	295	252	258	227	212	137	137	190	179
Percent Change from Prior Year	-14%	-25%	-11%	23%	-4%	17%	5%	9%	9%	45%	5%	-5%	30%





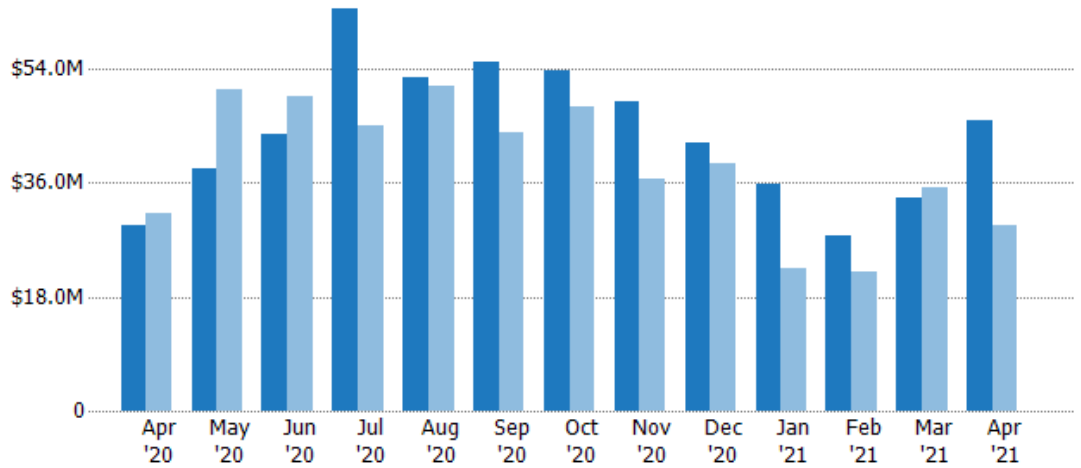
Closed Sales Volume

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

Filters Used

Property Type:
Condo/Townhouse/Apt.,
Mobile/Manufactured,
Multifamily/Multiplex, Other
Residential, Single Family

Month/Year	Volume	% Chg.
Apr '21	\$45.7M	56.8%
Apr '20	\$29.2M	-6.2%
Apr '19	\$31.1M	-13.6%



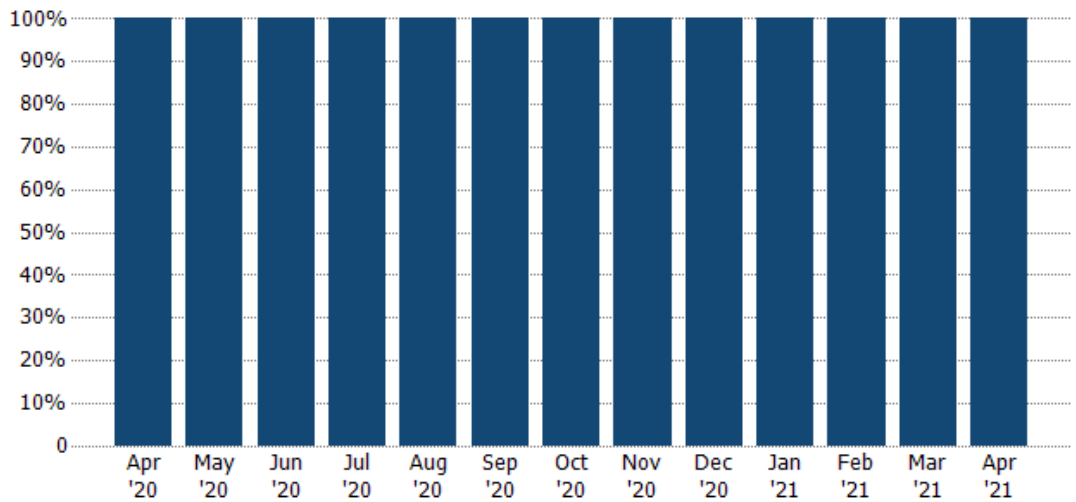
Current Year	\$29.2M	\$38.4M	\$43.7M	\$63.5M	\$52.5M	\$55M	\$53.6M	\$48.9M	\$42.2M	\$35.8M	\$27.5M	\$33.6M	\$45.7M
Prior Year	\$31.1M	\$50.8M	\$49.7M	\$45M	\$51.3M	\$43.8M	\$48.1M	\$36.7M	\$39.1M	\$22.4M	\$22.1M	\$35.2M	\$29.2M
Percent Change from Prior Year	-6%	-24%	-12%	41%	2%	25%	11%	33%	8%	60%	25%	-4%	57%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

Property Type:
Condo/Townhouse/Apt.,
Mobile/Manufactured,
Multifamily/Multiplex, Other
Residential, Single Family



Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
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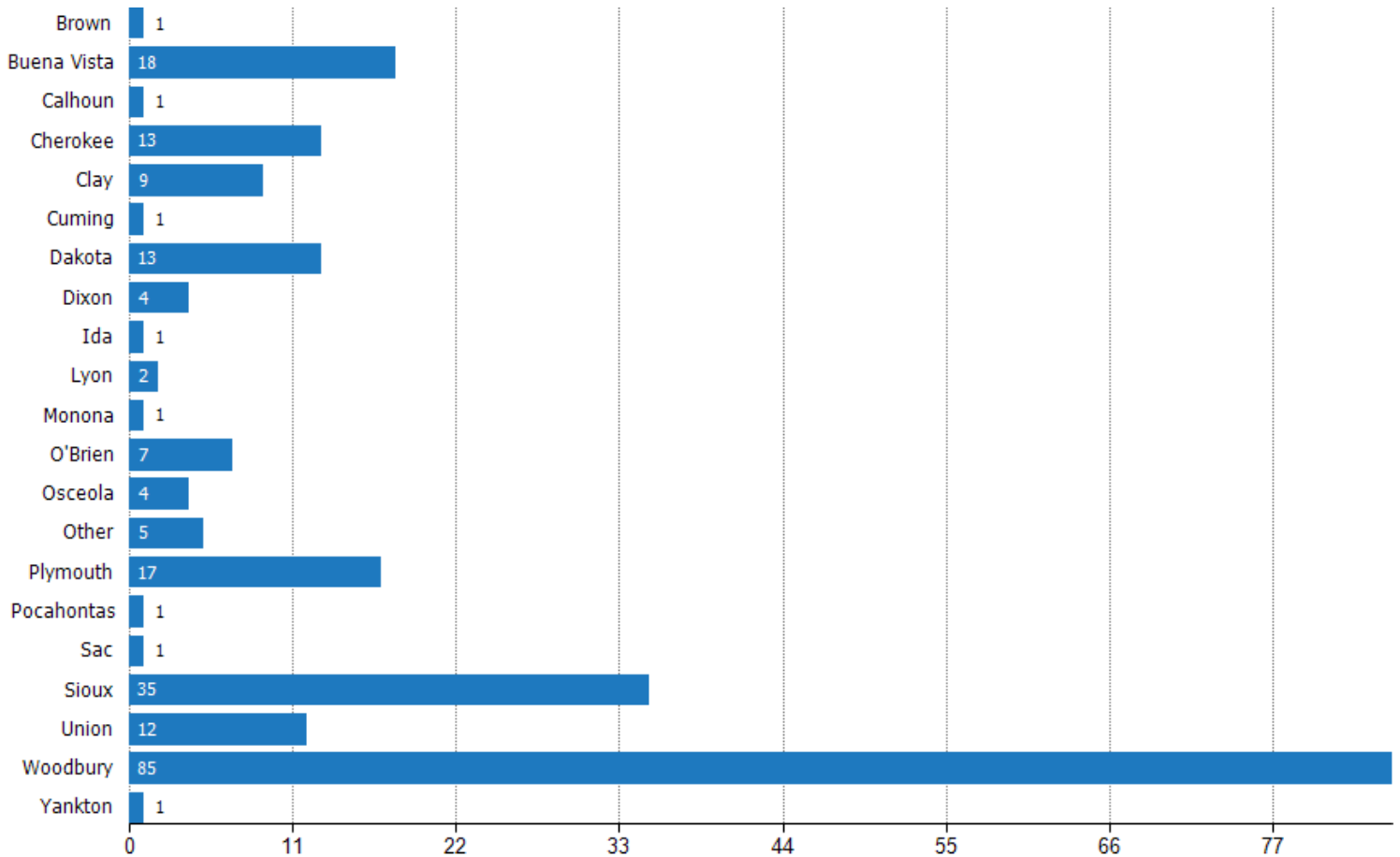




Closed Sales (By County)

The total number of residential properties sold during the last month by county.

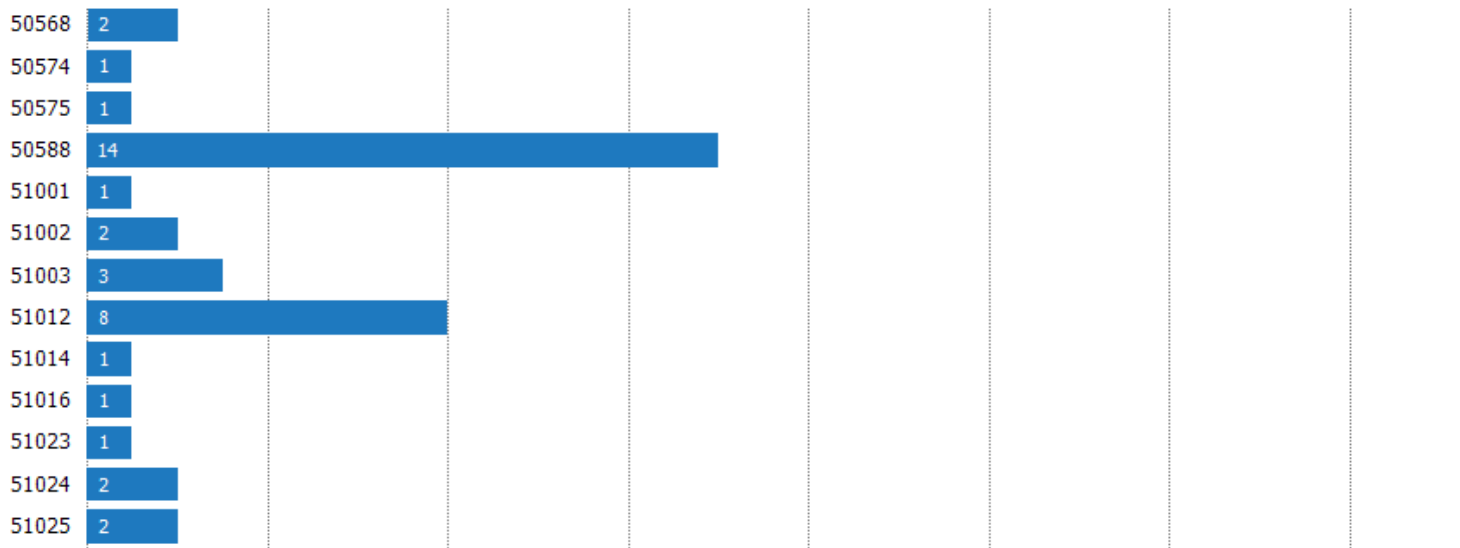
Filters Used: Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Multifamily/Multiplex, Other Residential, Single Family

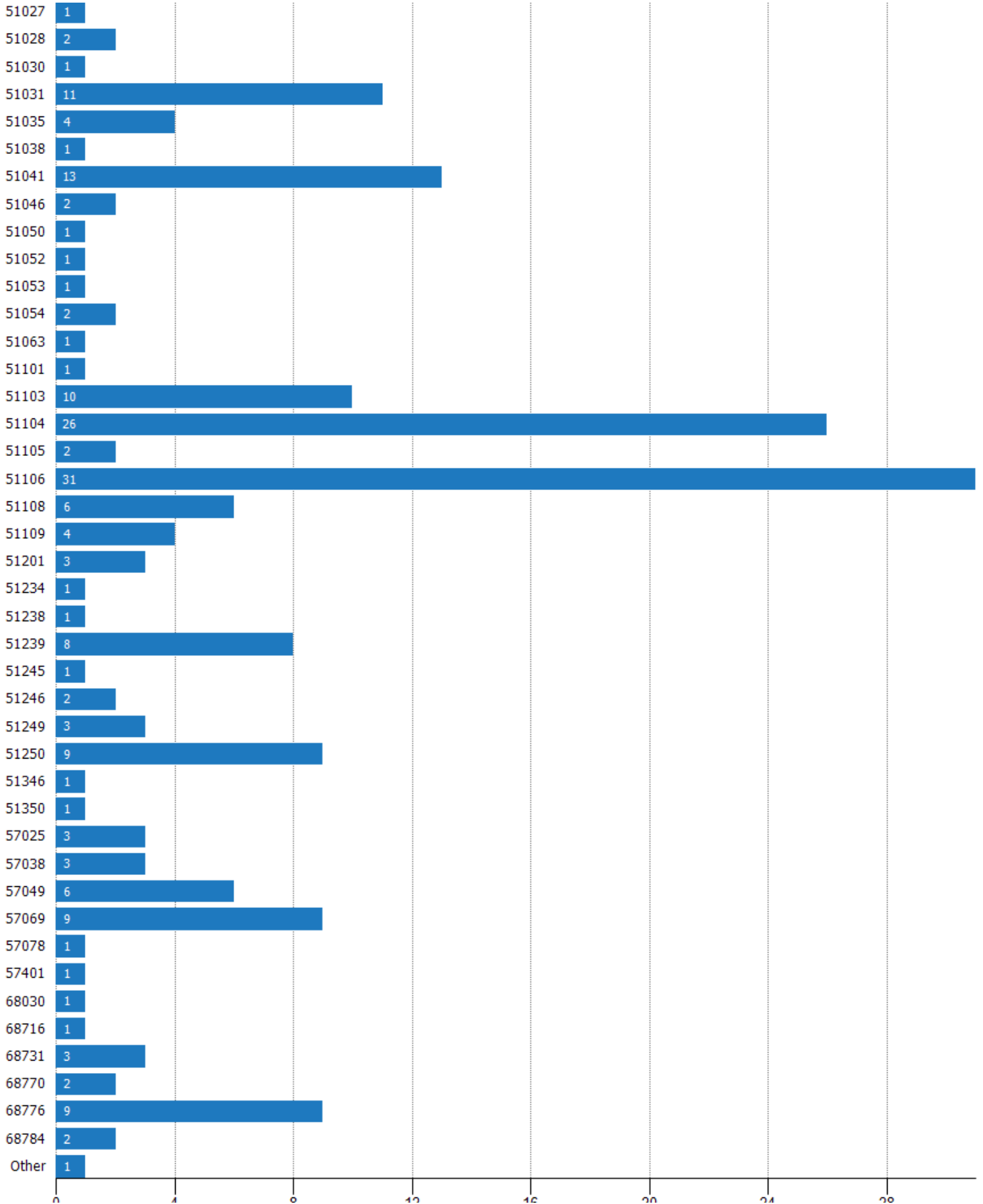


Closed Sales (By Zip)

The total number of residential properties sold during the last month by zip.

Filters Used: Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Multifamily/Multiplex, Other Residential, Single Family





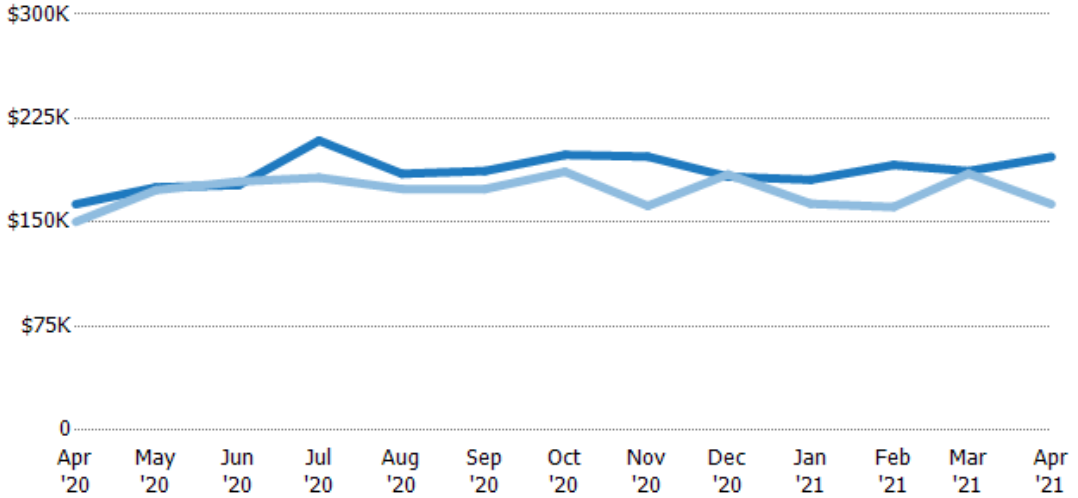


Average Sales Price

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

Filters Used

Property Type:
Condo/Townhouse/Apt.,
Mobile/Manufactured,
Multifamily/Multiplex, Other
Residential, Single Family



Month/Year	Price	% Chg.
Apr '21	\$197K	21%
Apr '20	\$163K	8.5%
Apr '19	\$150K	2.1%

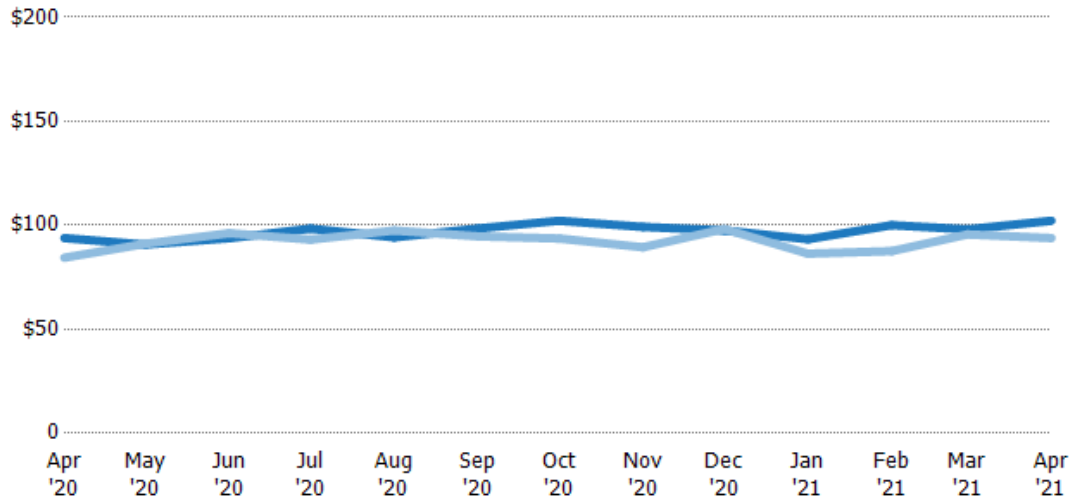
Current Year	\$163K	\$175K	\$177K	\$209K	\$185K	\$187K	\$199K	\$197K	\$183K	\$181K	\$191K	\$187K	\$197K
Prior Year	\$150K	\$173K	\$179K	\$182K	\$174K	\$174K	\$186K	\$162K	\$184K	\$163K	\$161K	\$185K	\$163K
Percent Change from Prior Year	8%	1%	-1%	15%	6%	7%	7%	22%	-1%	11%	19%	1%	21%

Average Sales Price per Sq Ft

The average of the sales price divided by the living area of properties sold each month.

Filters Used

Property Type:
Condo/Townhouse/Apt.,
Mobile/Manufactured,
Multifamily/Multiplex, Other
Residential, Single Family



Month/Year	Price/sq ft	% Chg.
Apr '21	\$102	8.9%
Apr '20	\$93.8	11.2%
Apr '19	\$84.4	5.8%

Current Year	\$93.8	\$90.7	\$93.8	\$98.4	\$94.2	\$98.5	\$102	\$99.2	\$97.5	\$93.3	\$100	\$98	\$102
Prior Year	\$84.4	\$91.1	\$96.2	\$93.1	\$97.5	\$94.7	\$93.6	\$89.4	\$98.2	\$86.4	\$87.6	\$95.6	\$93.8
Percent Change from Prior Year	11%	0%	-2%	6%	-3%	4%	9%	11%	-1%	8%	14%	3%	9%



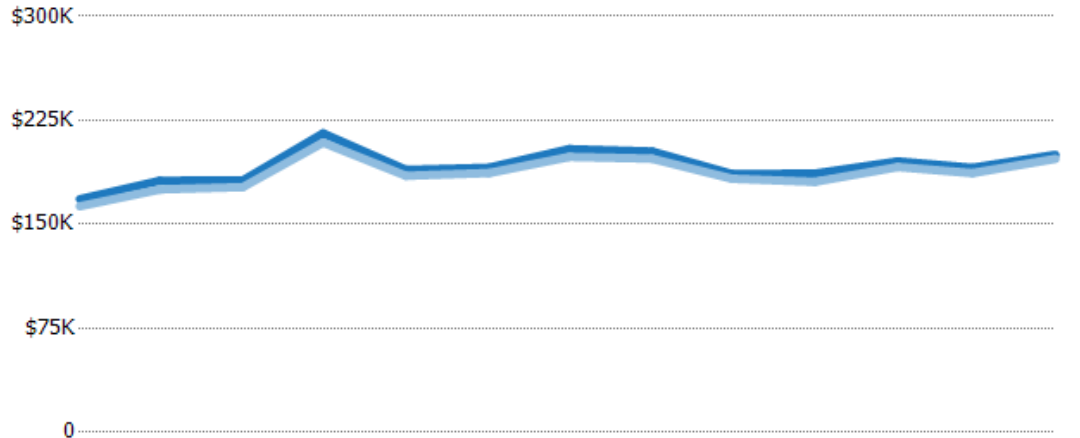


Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

Property Type:
Condo/Townhouse/Apt.,
Mobile/Manufactured,
Multifamily/Multiplex, Other
Residential, Single Family



	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21
Avg List Price	\$168K	\$181K	\$182K	\$216K	\$189K	\$191K	\$204K	\$203K	\$186K	\$187K	\$195K	\$191K	\$200K
Avg Sales Price	\$163K	\$175K	\$177K	\$209K	\$185K	\$187K	\$199K	\$197K	\$183K	\$181K	\$191K	\$187K	\$197K
Avg Sales Price as a % of Avg List Price	97%	97%	97%	97%	98%	98%	97%	97%	98%	97%	98%	98%	99%





Appendix

The metrics that are calculated by RPR® may show the same general trends as those published by other sources (i.e. MLS, Associations or vendors), but because of our processes and parcel-centric approach, some variation may occur. Data sources include MLS's, where licensed, and public records for more in-depth metrics on distressed properties.

Report Details

Report Name: NBS April 21

Run Date: 05/11/2021

Scheduled: No

Report Date Range: From 4/2020 To: 4/2021

Information Included

- Include Cover Sheet
- Include Key Metric Summary *
- Include Metrics By: County, ZIP Code
- Averages
- Include Appendix
- Medians

* The Key Metrics Table's YTD median calculations are calculated using a weighted average of the median values for each month that is included.

MLS Filter

MLS: All

Listing Filters

Property Types: Condo/Townhouse/Apt. Mobile/Manufactured Multifamily/Multiplex
 Other Residential Single Family

Sales Types: All

Price Range: None

Location Filters

State: All

County: All

ZIP Code: All

Listing Activity Charts

- New Listings
- Active Listings
- Average Listing Price
- Average Listing Price per Sq Ft
- Average Listing Price vs Est Value
- Median Days in RPR
- Months of Inventory
- Absorption Rate

Sales Activity Charts

- Active/Pending/Sold
- New Pending Sales
- Pending Sales
- Closed Sales
- Average Sales Price
- Average Sales Price per Sq Ft
- Average Sales Price vs Listing Price
- Average Sales Price vs Est Value

Distressed Charts

- Distressed Listings
- Distressed Sales

Data Tables Using 4/2021 data

- Listing Activity by ZIP
- Listing Activity by Metro Area
- Sales Activity by ZIP
- Sales Activity by Metro Area

