



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 | Jun 2021 | Jun 2020 | + / - | YTD 2021 | YTD 2020 | + / - |
|--|--------------|---------------|--------|---------------|---------------|--------|
| Listing Activity Charts Metrics | | | | | | |
| New Listing Count | 377 | 321 | +17.4% | 1,645 | 1,595 | +3.1% |
| New Listing Volume | \$80,755,241 | \$62,451,801 | +29.3% | \$350,157,788 | \$318,565,115 | +9.9% |
| Active Listing Count | 290 | 614 | -52.8% | N/A | N/A | |
| Active Listing Volume | \$75,560,006 | \$143,963,113 | -47.5% | N/A | N/A | |
| Average Listing Price | \$260,552 | \$234,468 | +11.1% | \$262,480 | \$220,567 | +19% |
| Months of Inventory | 1.2 | 2.8 | -58.6% | 1.7 | 3.4 | -48.7% |
| Sales Activity Charts Metrics | | | | | | |
| Closed Sales Count | 323 | 246 | +31.3% | 1,356 | 1,117 | +21.4% |
| Closed Sales Volume | \$71,773,373 | \$43,611,620 | +64.6% | \$267,815,384 | \$191,828,474 | +39.6% |
| Average Sales Price | \$222,209 | \$177,283 | +25.3% | \$197,504 | \$171,735 | +15% |
| Average Sales Price per Sq Ft | \$112 | \$93 | +20.4% | \$103 | \$92 | +11.7% |



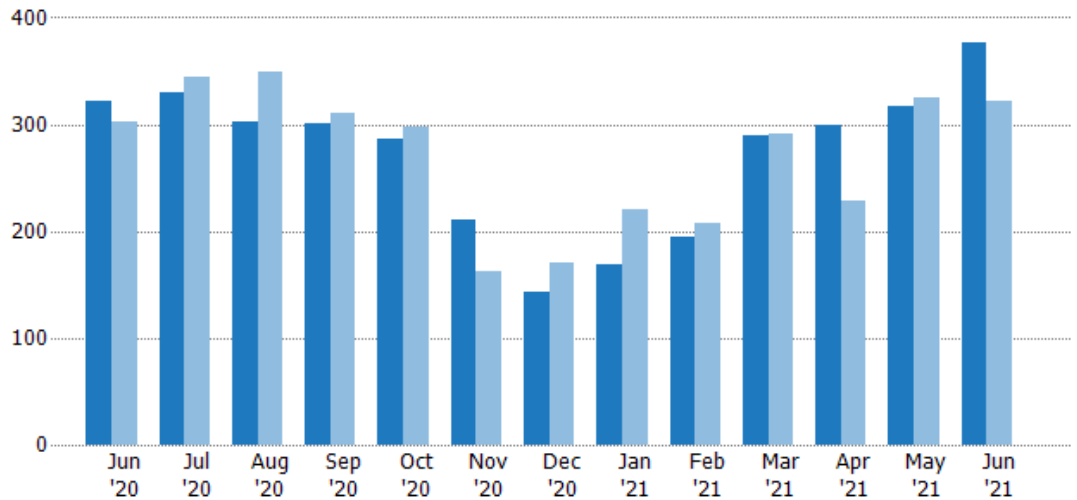
New Listings

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. |
|------------|-------|--------|
| Jun '21 | 377 | 17.4% |
| Jun '20 | 321 | 5.9% |
| Jun '19 | 303 | 9.9% |



| | | | | | | | | | | | | | |
|--------------------------------|-----|-----|------|-----|-----|-----|------|------|-----|-----|-----|-----|-----|
| Current Year | 321 | 330 | 303 | 301 | 286 | 210 | 143 | 169 | 194 | 289 | 299 | 317 | 377 |
| Prior Year | 303 | 345 | 349 | 311 | 297 | 163 | 170 | 221 | 208 | 291 | 229 | 325 | 321 |
| Percent Change from Prior Year | 6% | -4% | -13% | -3% | -4% | 29% | -16% | -24% | -7% | -1% | 31% | -2% | 17% |

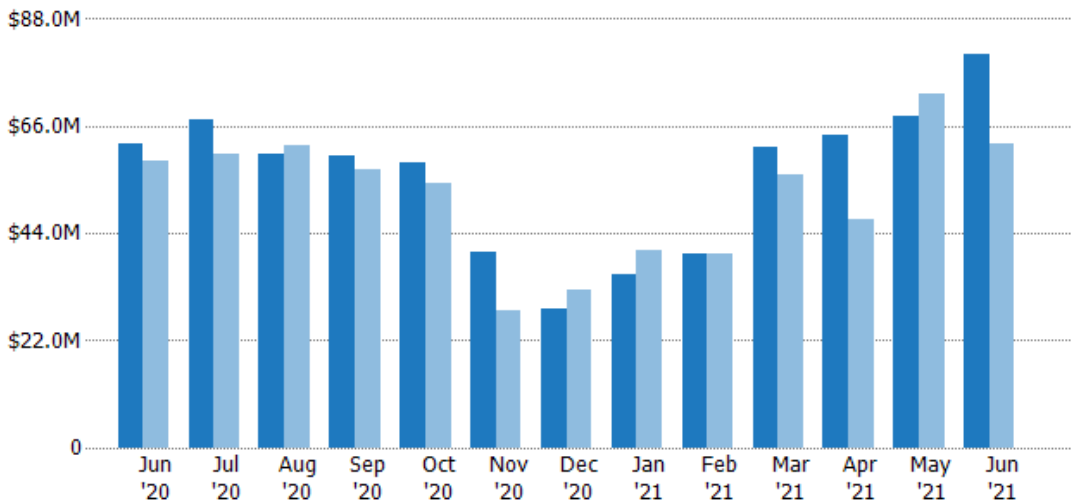
New Listing Volume

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. |
|------------|---------|--------|
| Jun '21 | \$80.8M | 29.3% |
| Jun '20 | \$62.5M | 6.3% |
| Jun '19 | \$58.8M | 6.6% |



| | | | | | | | | | | | | | |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | \$62.5M | \$67.2M | \$60.2M | \$59.8M | \$58.7M | \$40M | \$28.6M | \$35.5M | \$40M | \$61.6M | \$64.2M | \$68.1M | \$80.8M |
| Prior Year | \$58.8M | \$60.4M | \$62.2M | \$57M | \$54.3M | \$28.1M | \$32.3M | \$40.7M | \$39.8M | \$56M | \$47M | \$72.6M | \$62.5M |
| Percent Change from Prior Year | 6% | 11% | -3% | 5% | 8% | 42% | -11% | -13% | 0% | 10% | 37% | -6% | 29% |





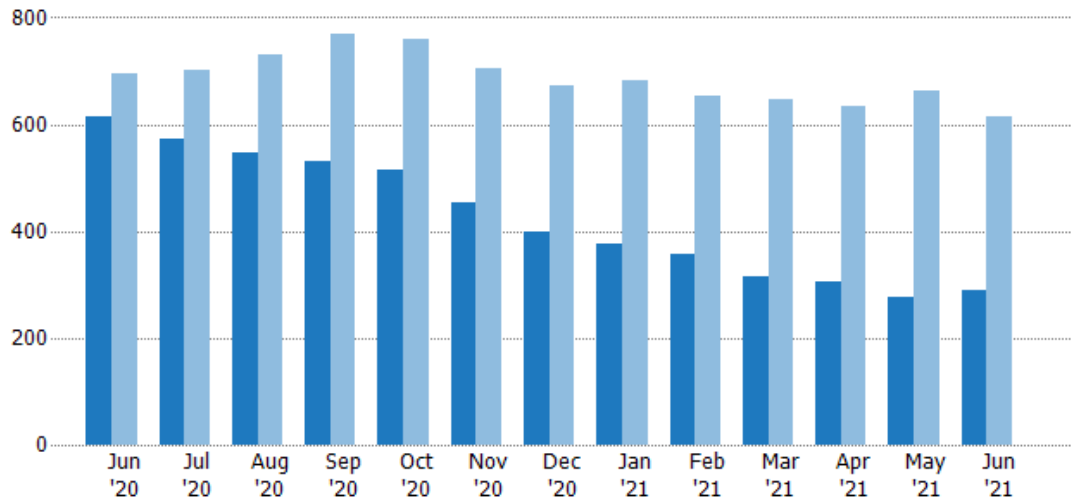
Active Listings

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. |
|------------|-------|--------|
| Jun '21 | 290 | -52.8% |
| Jun '20 | 614 | -11.7% |
| Jun '19 | 695 | -0.4% |



| | | | | | | | | | | | | | |
|--------------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| Current Year | 614 | 573 | 548 | 532 | 515 | 453 | 400 | 376 | 356 | 316 | 306 | 276 | 290 |
| Prior Year | 695 | 702 | 730 | 770 | 759 | 705 | 671 | 682 | 652 | 647 | 635 | 664 | 614 |
| Percent Change from Prior Year | -12% | -18% | -25% | -31% | -32% | -36% | -40% | -45% | -45% | -51% | -52% | -58% | -53% |

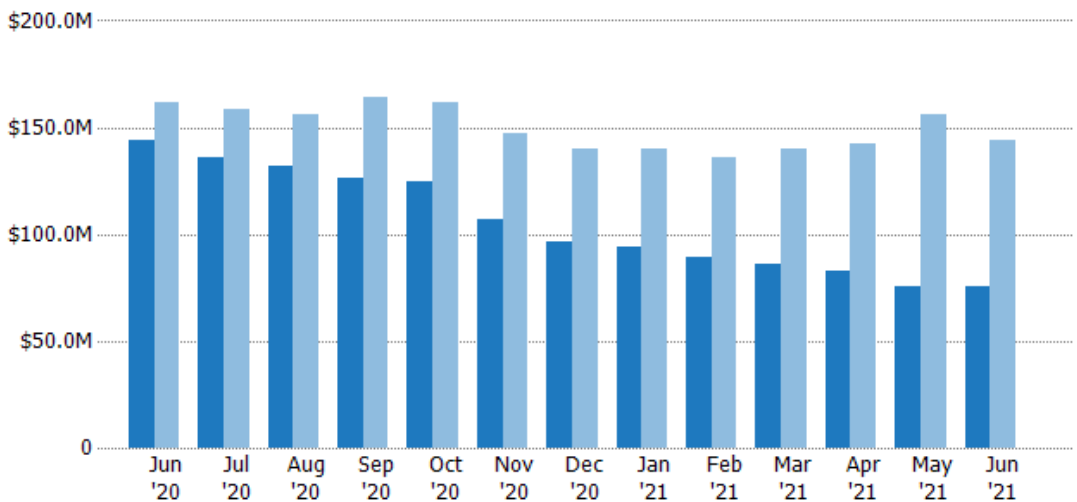
Active Listing Volume

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. |
|------------|---------|--------|
| Jun '21 | \$75.6M | -47.5% |
| Jun '20 | \$144M | -10.8% |
| Jun '19 | \$161M | -7.4% |



| | | | | | | | | | | | | | |
|--------------------------------|--------|--------|--------|--------|--------|--------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | \$144M | \$136M | \$132M | \$126M | \$125M | \$107M | \$96.3M | \$94.2M | \$89.5M | \$86.2M | \$83.1M | \$75.4M | \$75.6M |
| Prior Year | \$161M | \$158M | \$156M | \$164M | \$161M | \$147M | \$140M | \$140M | \$136M | \$140M | \$142M | \$156M | \$144M |
| Percent Change from Prior Year | -11% | -14% | -15% | -23% | -23% | -27% | -31% | -33% | -34% | -38% | -42% | -52% | -48% |





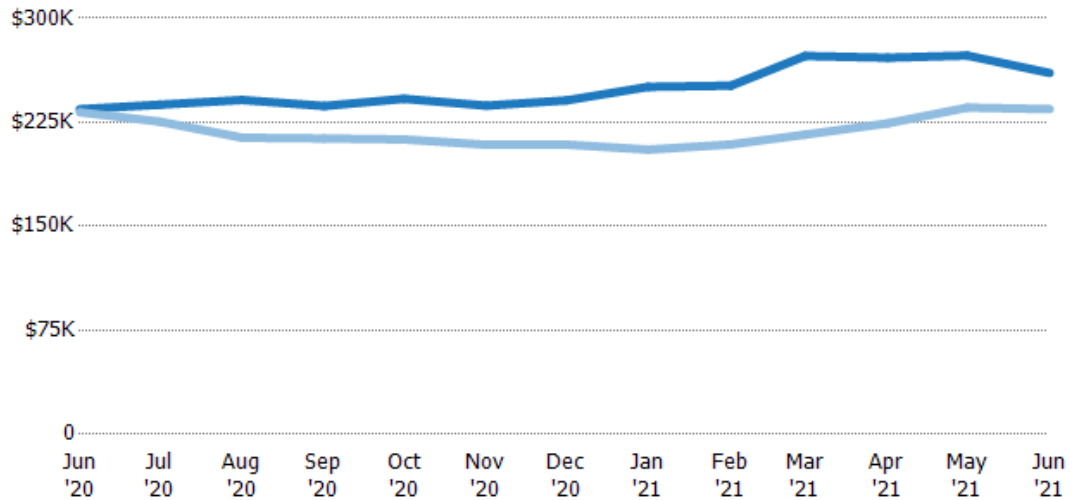
Average Listing Price

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. |
|------------|--------|--------|
| Jun '21 | \$261K | 11.1% |
| Jun '20 | \$234K | 1% |
| Jun '19 | \$232K | -7% |



| | | | | | | | | | | | | | |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year | \$234K | \$238K | \$241K | \$237K | \$242K | \$237K | \$241K | \$251K | \$251K | \$273K | \$272K | \$273K | \$261K |
| Prior Year | \$232K | \$225K | \$214K | \$213K | \$213K | \$209K | \$209K | \$205K | \$209K | \$216K | \$224K | \$236K | \$234K |
| Percent Change from Prior Year | 1% | 5% | 13% | 11% | 14% | 13% | 15% | 22% | 20% | 26% | 21% | 16% | 11% |

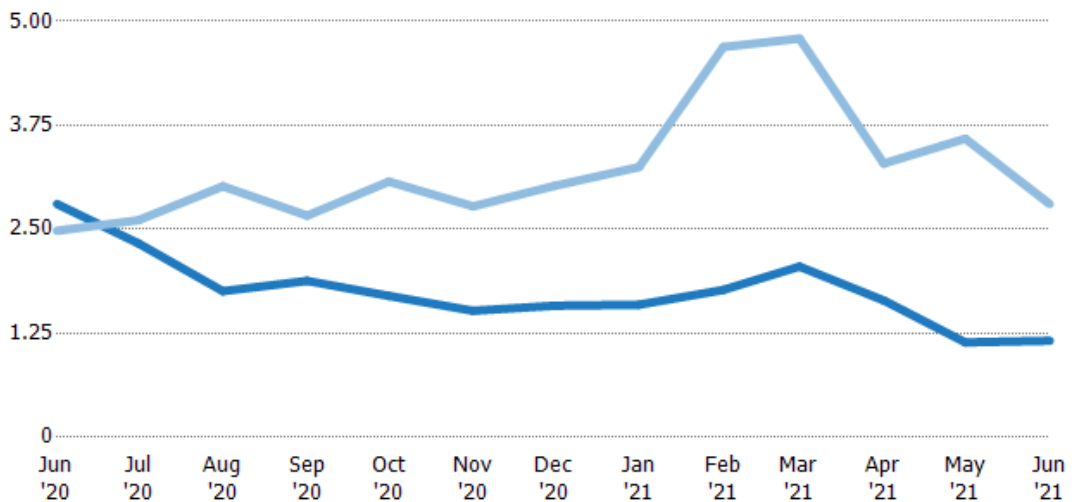
Months of Inventory

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. |
|------------|--------|--------|
| Jun '21 | 1.16 | -58.6% |
| Jun '20 | 2.8 | 13% |
| Jun '19 | 2.48 | 8.9% |



| | | | | | | | | | | | | | |
|--------------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| Current Year | 2.8 | 2.33 | 1.76 | 1.88 | 1.7 | 1.52 | 1.58 | 1.59 | 1.77 | 2.05 | 1.65 | 1.14 | 1.16 |
| Prior Year | 2.48 | 2.61 | 3.02 | 2.66 | 3.07 | 2.78 | 3.02 | 3.25 | 4.69 | 4.79 | 3.29 | 3.59 | 2.8 |
| Percent Change from Prior Year | 13% | -11% | -42% | -29% | -45% | -45% | -48% | -51% | -62% | -57% | -50% | -68% | -59% |



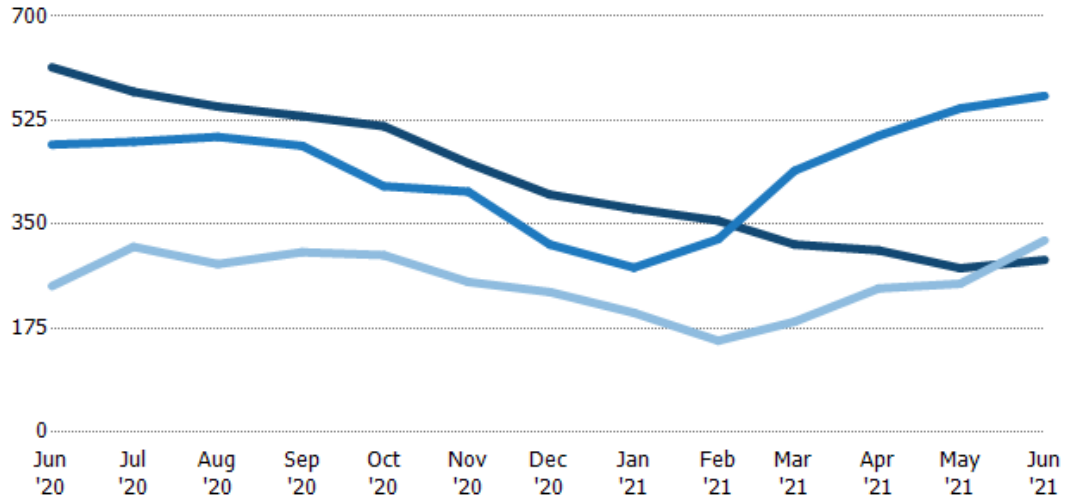


Active/Pending/Sold Units

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



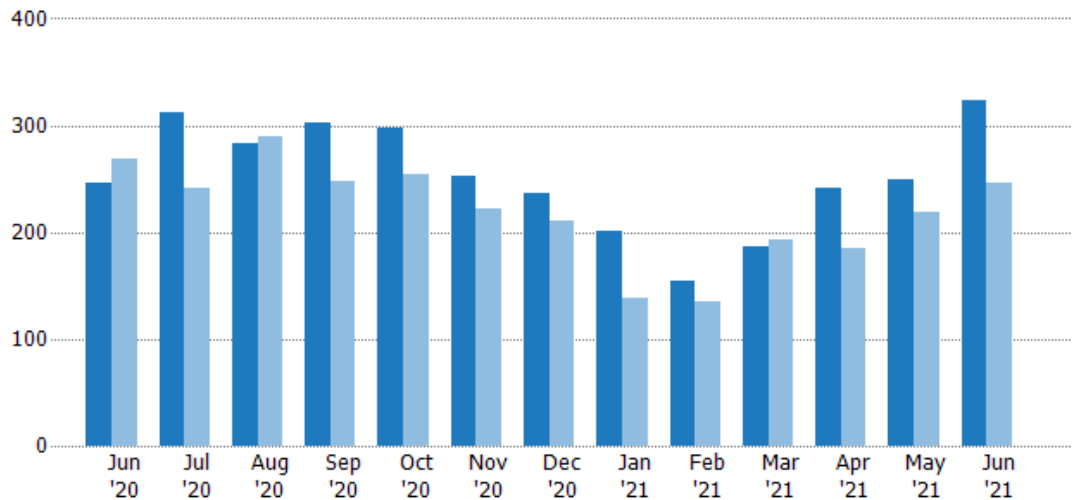
| | | | | | | | | | | | | | |
|---------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Active | 614 | 573 | 548 | 532 | 515 | 453 | 400 | 376 | 356 | 316 | 306 | 276 | 290 |
| Pending | 484 | 489 | 497 | 482 | 414 | 405 | 316 | 277 | 325 | 440 | 499 | 545 | 566 |
| Sold | 246 | 312 | 283 | 303 | 298 | 253 | 236 | 201 | 154 | 186 | 242 | 250 | 323 |

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



| | | | | | | | | | | | | | |
|--------------------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Current Year | 246 | 312 | 283 | 303 | 298 | 253 | 236 | 201 | 154 | 186 | 242 | 250 | 323 |
| Prior Year | 269 | 242 | 289 | 247 | 254 | 222 | 210 | 139 | 135 | 193 | 185 | 219 | 246 |
| Percent Change from Prior Year | -9% | 29% | -2% | 23% | 17% | 14% | 12% | 45% | 14% | -4% | 31% | 14% | 31% |



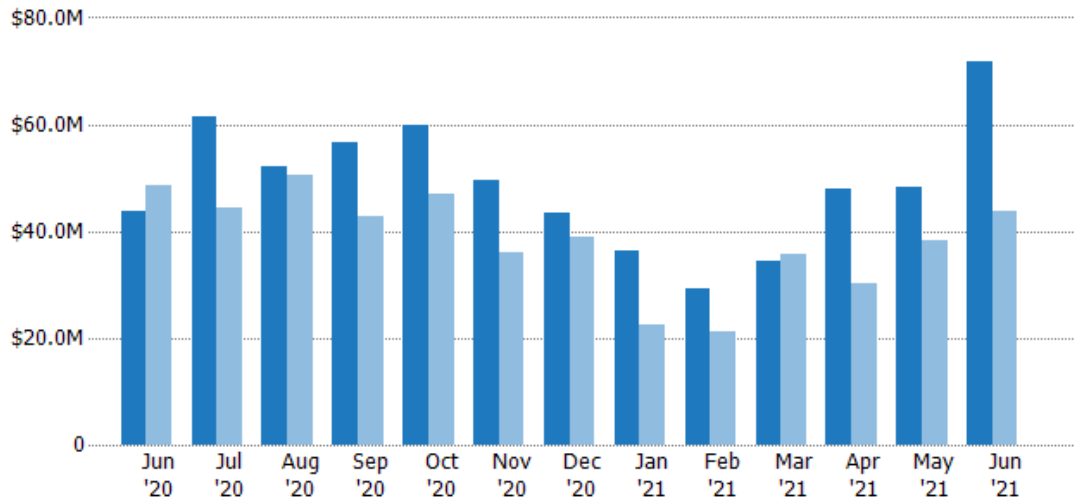
Closed Sales Volume

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. |
|------------|---------|--------|
| Jun '21 | \$71.8M | 64.6% |
| Jun '20 | \$43.6M | -10.1% |
| Jun '19 | \$48.5M | 7.9% |



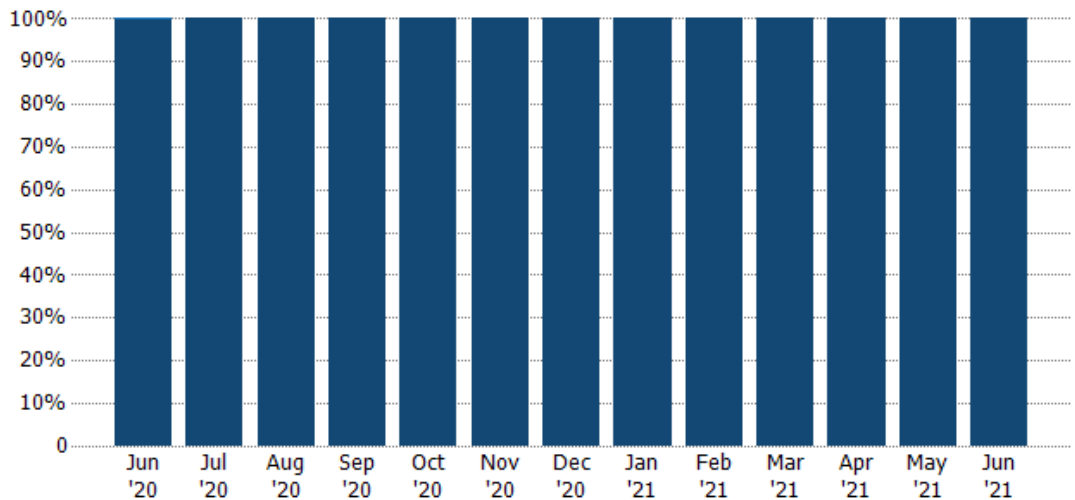
| | | | | | | | | | | | | | |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | \$43.6M | \$61.4M | \$52.1M | \$56.6M | \$60M | \$49.5M | \$43.6M | \$36.2M | \$29.3M | \$34.4M | \$47.9M | \$48.2M | \$71.8M |
| Prior Year | \$48.5M | \$44.4M | \$50.4M | \$42.8M | \$47.1M | \$36.1M | \$38.9M | \$22.6M | \$21.3M | \$35.8M | \$30.3M | \$38.2M | \$43.6M |
| Percent Change from Prior Year | -10% | 38% | 3% | 32% | 27% | 37% | 12% | 60% | 38% | -4% | 58% | 26% | 65% |

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



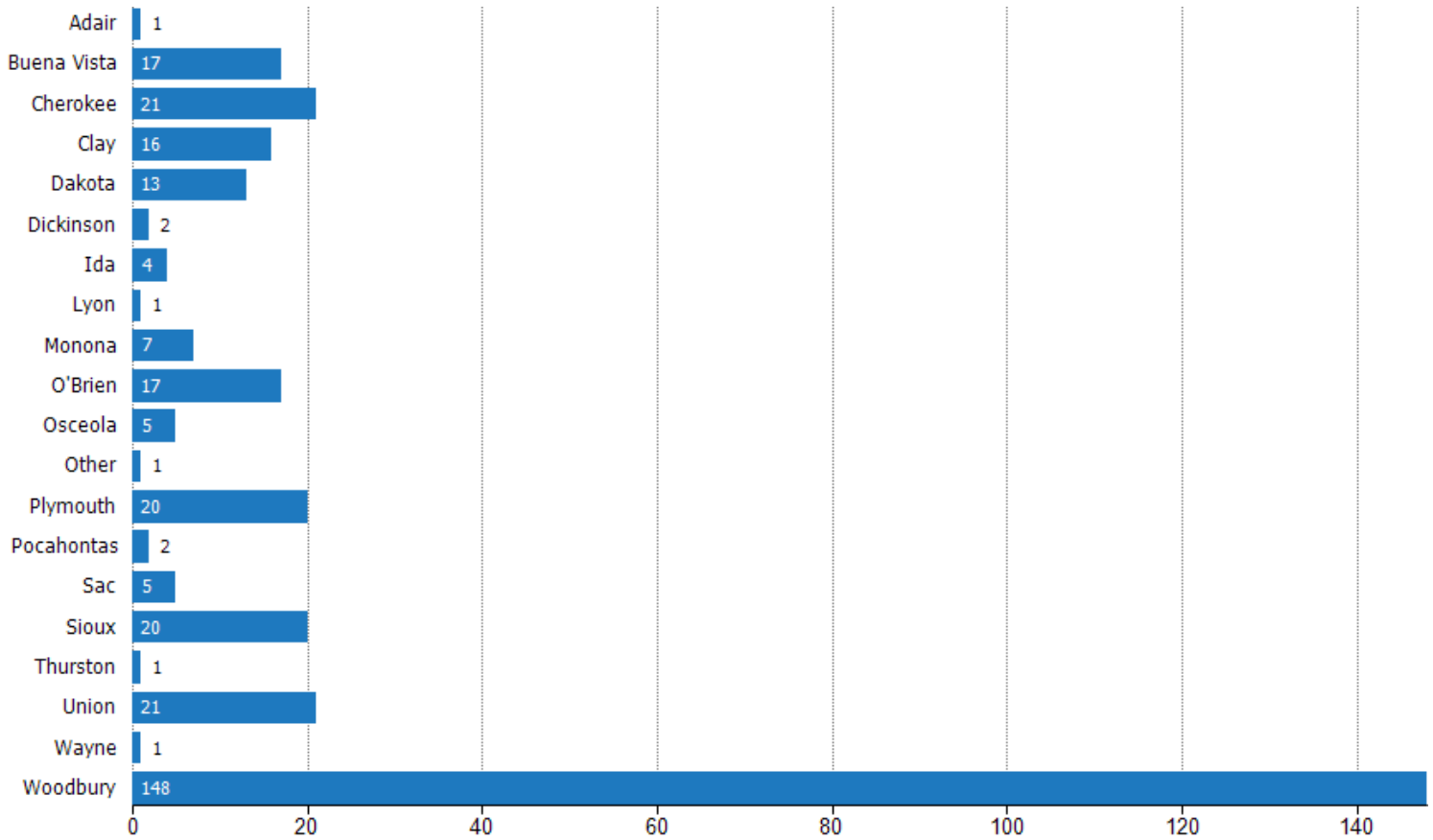
| | | | | | | | | | | | | | |
|-------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| Condo/Townhouse | 0% | - | - | - | - | - | - | - | - | - | - | - | - |
| Single Family Residence | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% | 100% |



Closed Sales (By County)

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

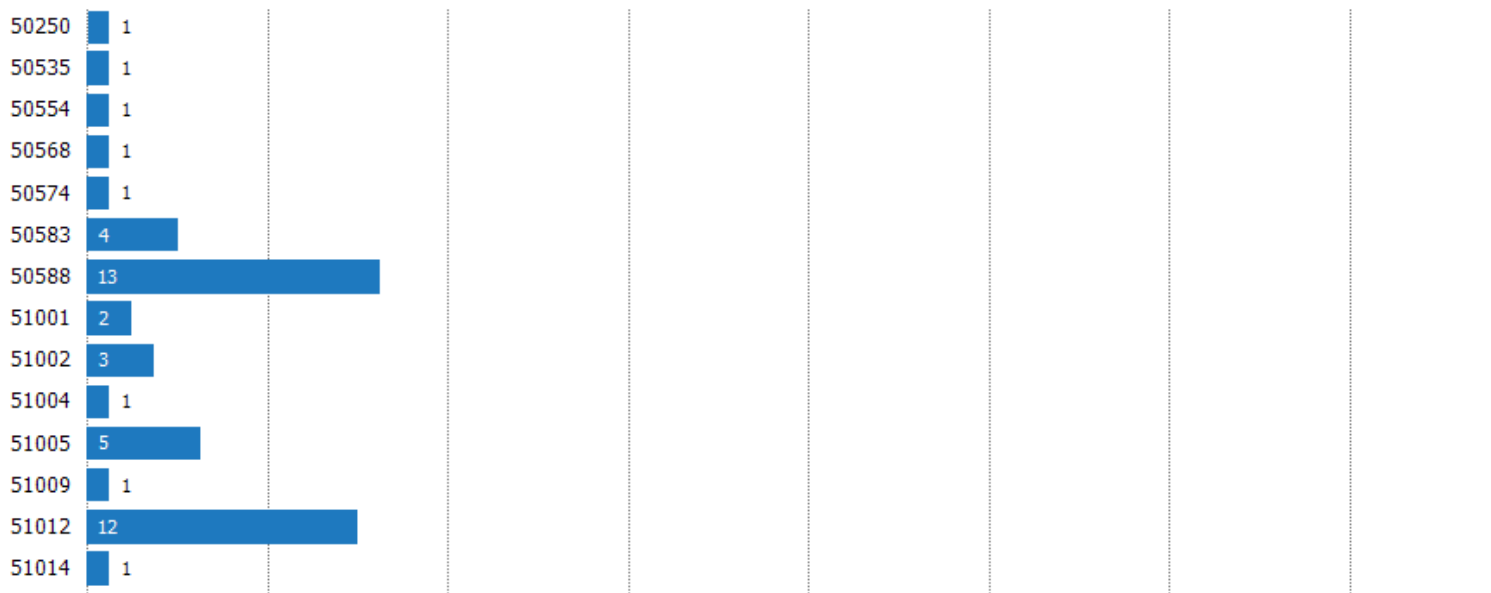
Filters Used: Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Multifamily/Multiplex, Other Residential, Single Family

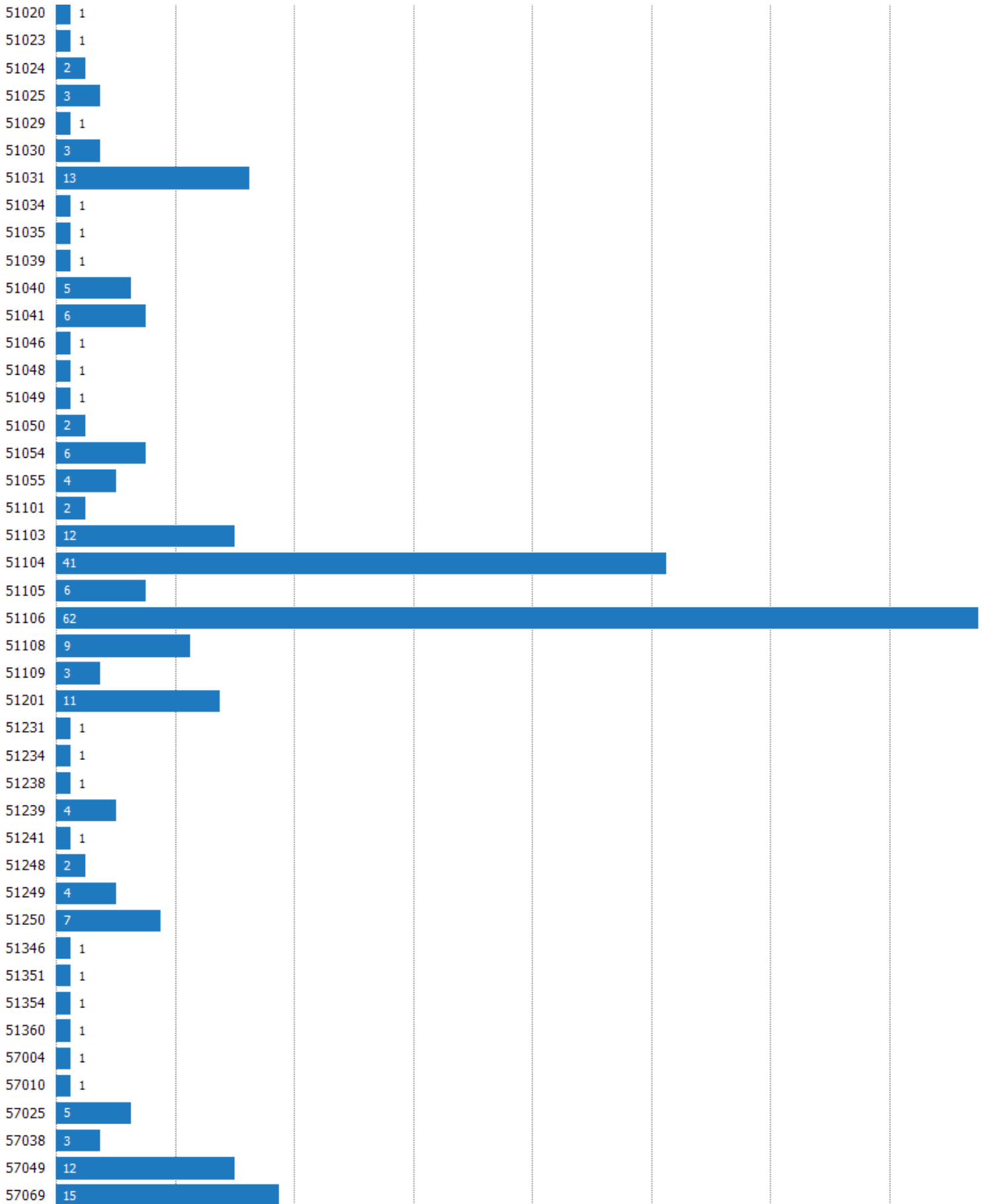


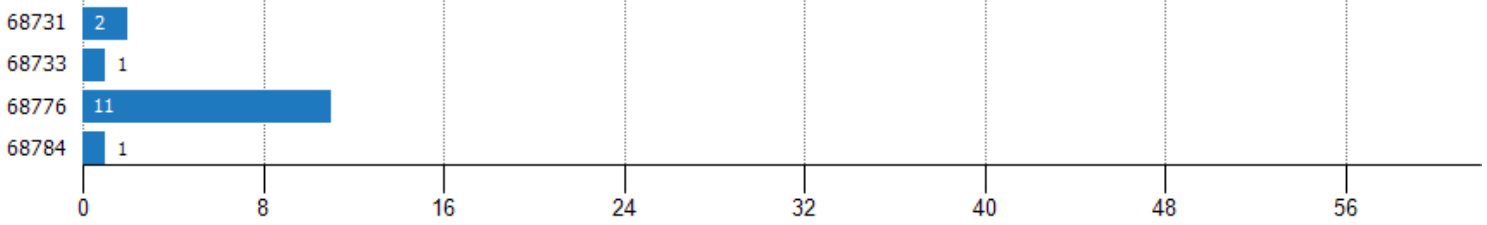
Closed Sales (By Zip)

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







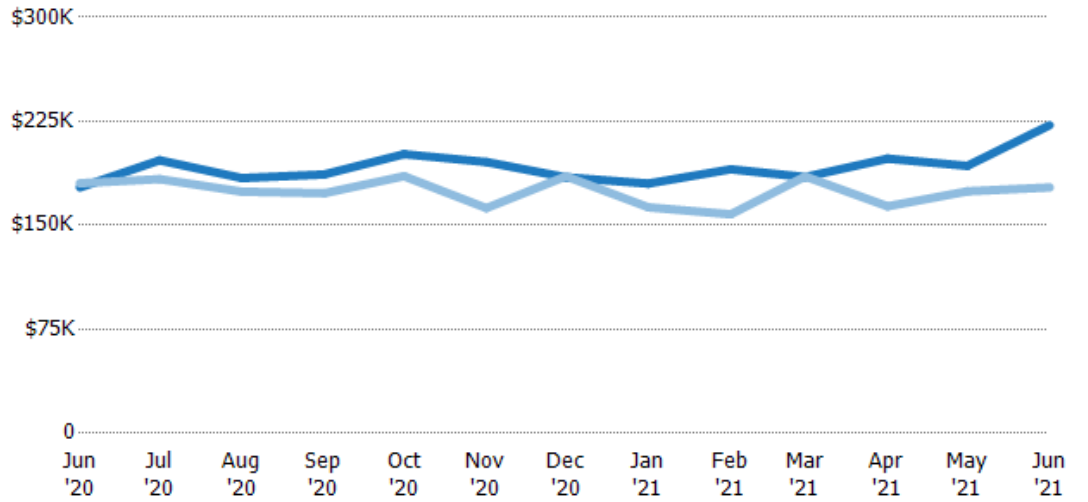
Average Sales Price

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. |
|----------------|--------|--------|
| Jun '21 | \$222K | 25.3% |
| Jun '20 | \$177K | -1.7% |
| Jun '19 | \$180K | 0.4% |



| | | | | | | | | | | | | | |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year | \$177K | \$197K | \$184K | \$187K | \$201K | \$196K | \$185K | \$180K | \$190K | \$185K | \$198K | \$193K | \$222K |
| Prior Year | \$180K | \$183K | \$174K | \$173K | \$185K | \$162K | \$185K | \$163K | \$158K | \$185K | \$164K | \$174K | \$177K |
| Percent Change from Prior Year | -2% | 7% | 6% | 8% | 9% | 20% | 0% | 11% | 21% | 0% | 21% | 11% | 25% |





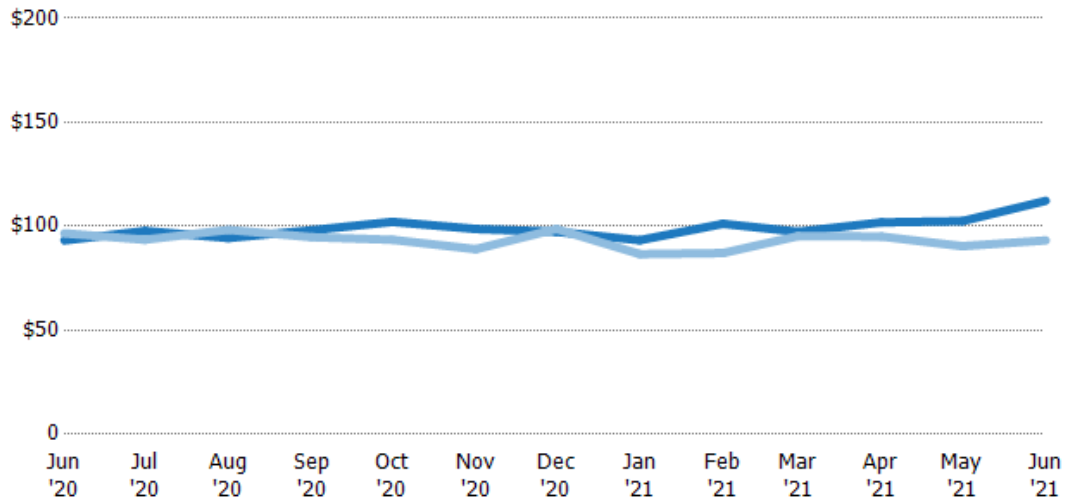
Average Sales Price per Sq Ft

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. |
|----------------|-------------|--------|
| Jun '21 | \$112 | 20.4% |
| Jun '20 | \$93.2 | -3.5% |
| Jun '19 | \$96.6 | -2.7% |



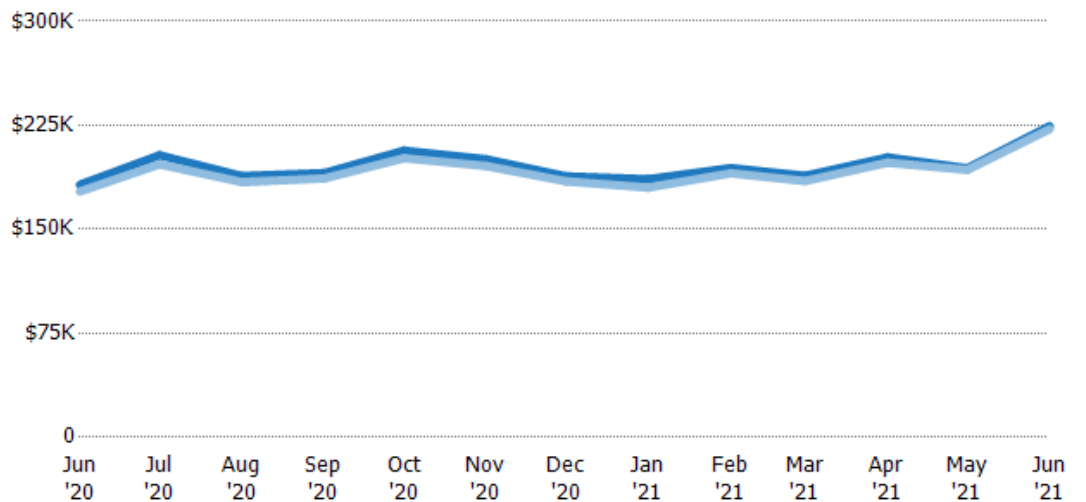
| | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 | Apr '21 | May '21 | Jun '21 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | \$93.2 | \$97.8 | \$94.4 | \$98.1 | \$102 | \$98.7 | \$97.4 | \$93.3 | \$101 | \$97.4 | \$102 | \$102 | \$112 |
| Prior Year | \$96.6 | \$93.6 | \$98.3 | \$94.8 | \$93.5 | \$89 | \$98.7 | \$86.6 | \$87.1 | \$95.3 | \$95.1 | \$90.4 | \$93.2 |
| Percent Change from Prior Year | -4% | 4% | -4% | 4% | 9% | 11% | -1% | 8% | 16% | 2% | 7% | 13% | 20% |

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



| | Jun '20 | Jul '20 | Aug '20 | Sep '20 | Oct '20 | Nov '20 | Dec '20 | Jan '21 | Feb '21 | Mar '21 | Apr '21 | May '21 | Jun '21 |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg List Price | \$182K | \$203K | \$188K | \$191K | \$207K | \$200K | \$188K | \$186K | \$194K | \$189K | \$202K | \$194K | \$224K |
| Avg Sales Price | \$177K | \$197K | \$184K | \$187K | \$201K | \$196K | \$185K | \$180K | \$190K | \$185K | \$198K | \$193K | \$222K |
| Avg Sales Price as a % of Avg List Price | 97% | 97% | 98% | 98% | 97% | 98% | 98% | 97% | 98% | 98% | 98% | 99% | 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 Report
Run Date: 07/07/2021
Scheduled: Yes
Report Date Range: From 6/2020 To: 6/2021

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 6/2021 data

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

