



## 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	Aug 2021	Aug 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	301	295	+2%	2,268	2,182	+3.9%
New Listing Volume	\$57,703,799	\$58,439,023	-1.3%	\$478,548,602	\$435,061,429	+10%
Active Listing Count	356	535	-33.5%	N/A	N/A	
Active Listing Volume	\$88,836,887	\$128,757,077	-31%	N/A	N/A	
Average Listing Price	\$249,542	\$240,667	+3.7%	\$257,208	\$224,455	+14.6%
Months of Inventory	1.2	1.7	-29.8%	1.6	2.9	-46.4%
<b>Sales Activity Charts Metrics</b>						
Closed Sales Count	286	281	+1.8%	1,943	1,701	+14.2%
Closed Sales Volume	\$61,872,008	\$51,582,038	+19.9%	\$392,234,215	\$302,898,802	+29.5%
Average Sales Price	\$216,336	\$183,566	+17.9%	\$201,870	\$178,071	+13.4%
Average Sales Price per Sq Ft	\$115	\$94	+21.9%	\$105	\$93	+12.1%



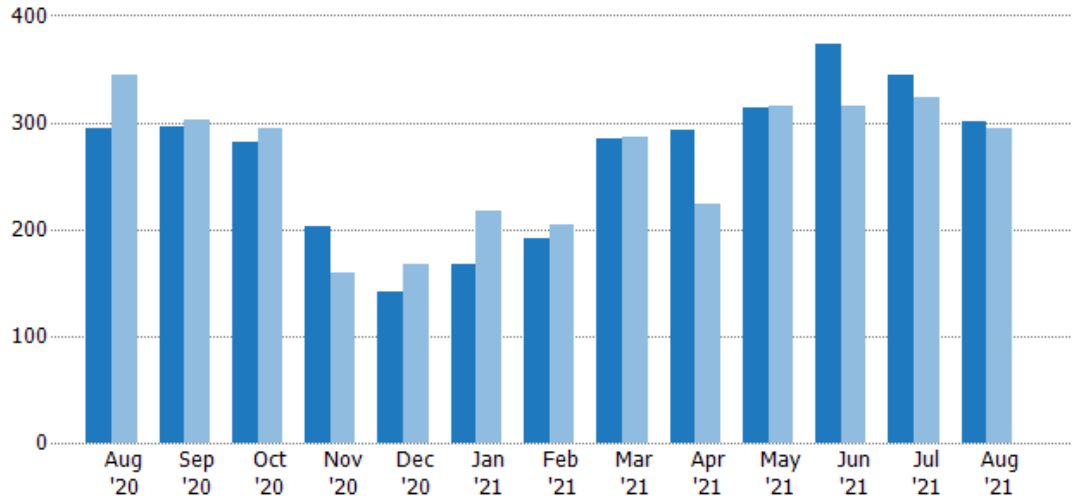
## New Listings

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.
Aug '21	301	2%
Aug '20	295	-14.5%
Aug '19	345	-4.9%



Current Year	295	296	281	202	142	167	192	285	292	313	373	345	301
Prior Year	345	303	294	159	168	217	205	287	224	315	316	323	295
Percent Change from Prior Year	-14%	-2%	-4%	27%	-15%	-23%	-6%	-1%	30%	-1%	18%	7%	2%

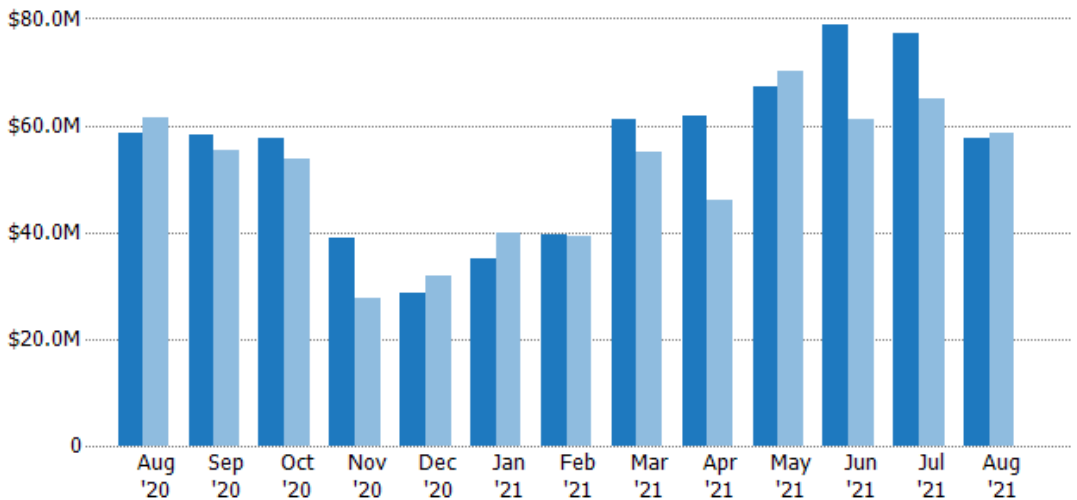
## New Listing Volume

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.
Aug '21	\$57.7M	-1.3%
Aug '20	\$58.4M	-5.1%
Aug '19	\$61.6M	-5.9%



Current Year	\$58.4M	\$58.2M	\$57.6M	\$38.8M	\$28.5M	\$35M	\$39.6M	\$61M	\$61.8M	\$67.2M	\$78.9M	\$77.3M	\$57.7M
Prior Year	\$61.6M	\$55.3M	\$53.7M	\$27.5M	\$31.8M	\$39.7M	\$39.4M	\$55.2M	\$46M	\$70.1M	\$61.1M	\$65.1M	\$58.4M
Percent Change from Prior Year	-5%	5%	7%	41%	-10%	-12%	1%	11%	34%	-4%	29%	19%	-1%





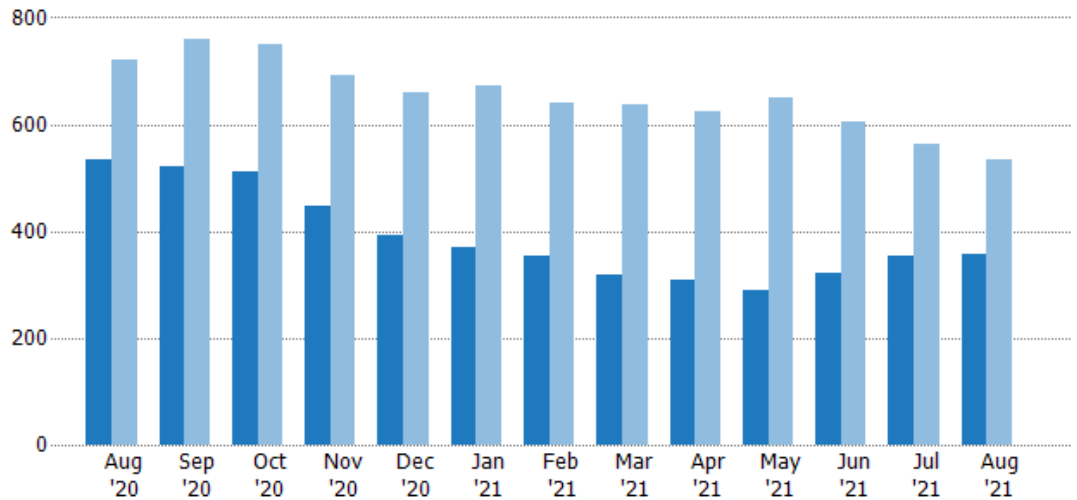
## Active Listings

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.
Aug '21	356	-33.5%
Aug '20	535	-25.7%
Aug '19	720	-3.1%



Current Year	535	522	510	446	393	370	354	317	310	288	322	355	356
Prior Year	720	760	749	693	659	671	639	638	624	650	604	564	535
Percent Change from Prior Year	-26%	-31%	-32%	-36%	-40%	-45%	-45%	-50%	-50%	-56%	-47%	-37%	-33%

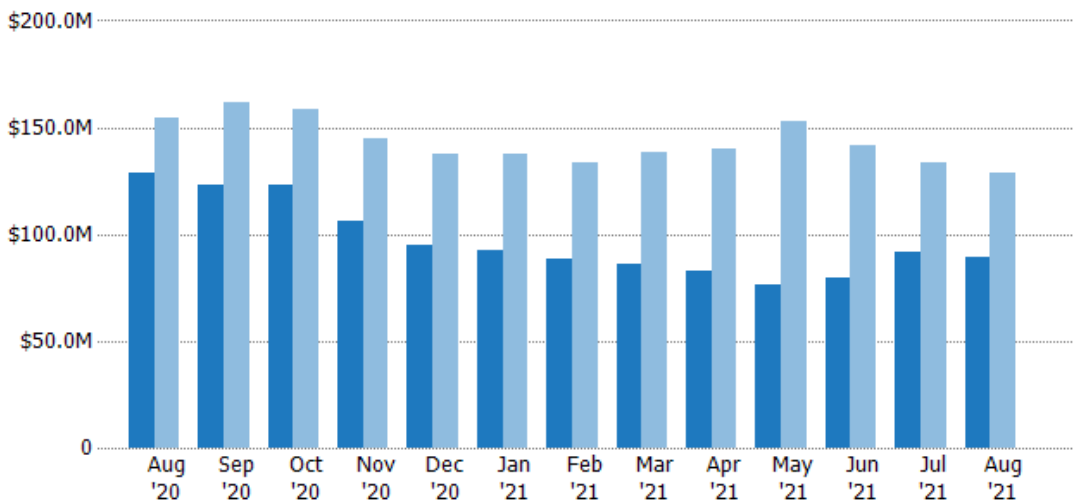
## Active Listing Volume

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.
Aug '21	\$88.8M	-31%
Aug '20	\$129M	-16.6%
Aug '19	\$154M	-5.1%



Current Year	\$129M	\$123M	\$123M	\$106M	\$94.9M	\$92.7M	\$88.6M	\$86M	\$82.8M	\$76.7M	\$79.7M	\$91.8M	\$88.8M
Prior Year	\$154M	\$162M	\$159M	\$145M	\$137M	\$137M	\$133M	\$138M	\$140M	\$153M	\$141M	\$134M	\$129M
Percent Change from Prior Year	-17%	-24%	-22%	-27%	-31%	-32%	-34%	-38%	-41%	-50%	-44%	-31%	-31%





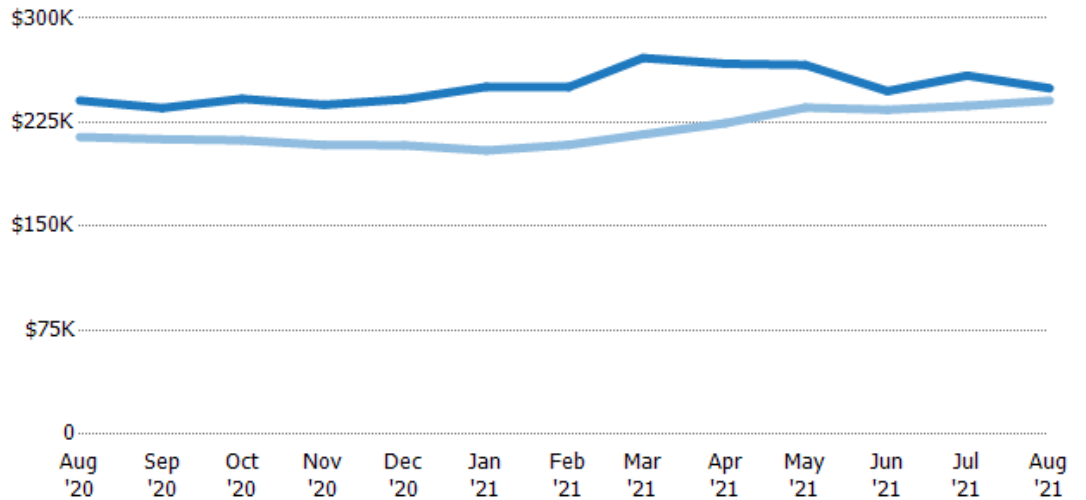
## Average Listing Price

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.
Aug '21	\$250K	3.7%
Aug '20	\$241K	12.3%
Aug '19	\$214K	-2.1%



Current Year	\$241K	\$235K	\$242K	\$238K	\$242K	\$251K	\$250K	\$271K	\$267K	\$266K	\$247K	\$259K	\$250K
Prior Year	\$214K	\$213K	\$212K	\$209K	\$208K	\$205K	\$209K	\$216K	\$224K	\$236K	\$234K	\$237K	\$241K
Percent Change from Prior Year	12%	11%	14%	14%	16%	22%	20%	26%	19%	13%	6%	9%	4%

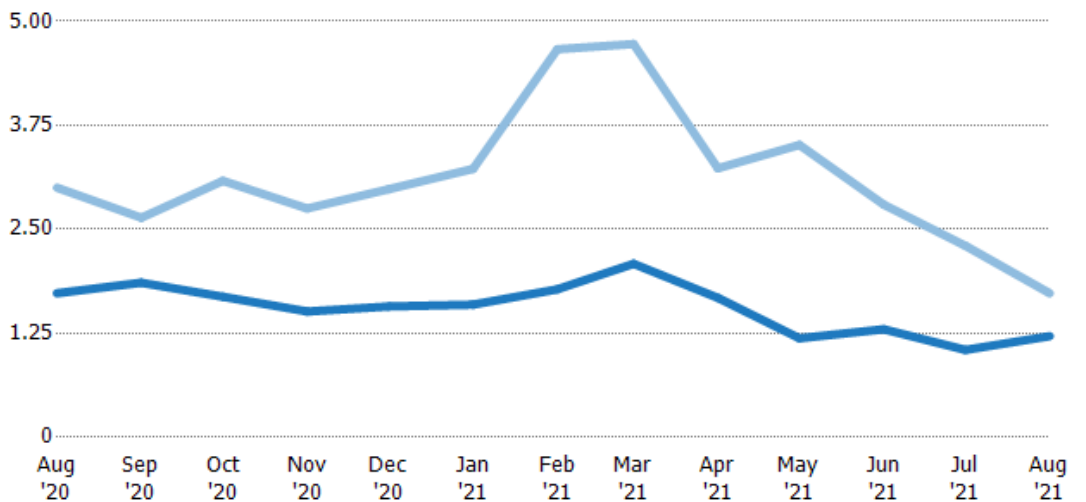
## Months of Inventory

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.
Aug '21	1.22	-29.8%
Aug '20	1.73	-42.3%
Aug '19	3	-11.5%



Current Year	1.73	1.86	1.69	1.51	1.57	1.59	1.78	2.09	1.68	1.19	1.3	1.05	1.22
Prior Year	3	2.64	3.08	2.75	2.98	3.23	4.66	4.73	3.23	3.51	2.8	2.3	1.73
Percent Change from Prior Year	-42%	-30%	-45%	-45%	-47%	-51%	-62%	-56%	-48%	-66%	-54%	-54%	-30%

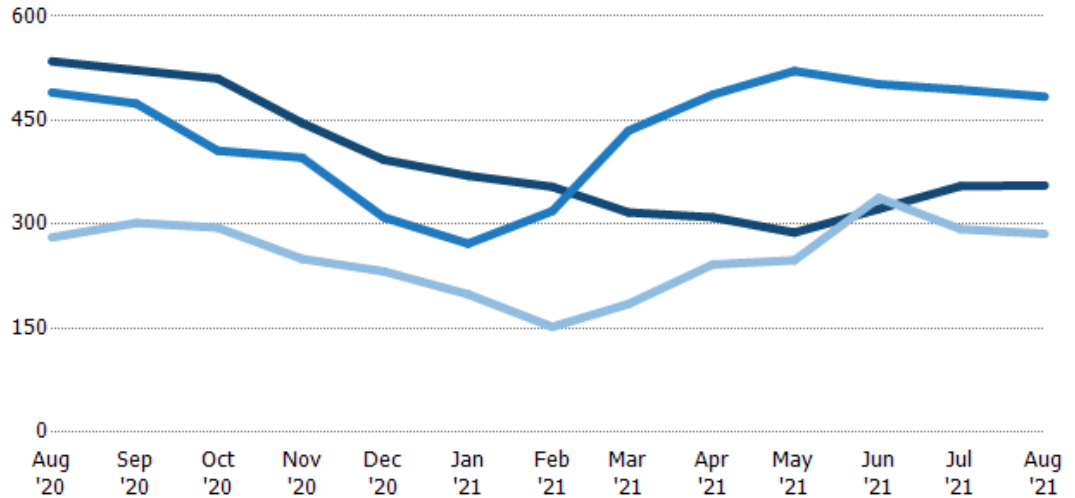


## Active/Pending/Sold Units

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



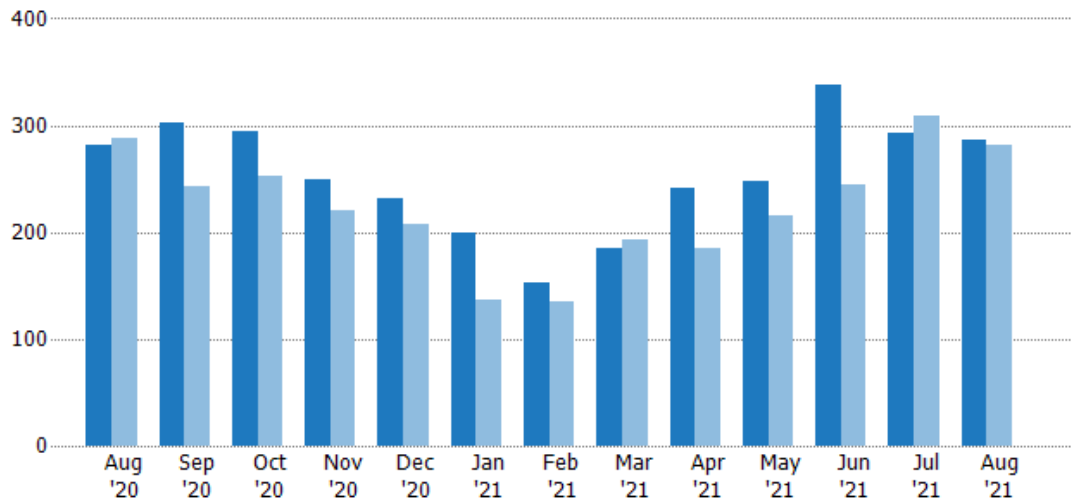
Active	535	522	510	446	393	370	354	317	310	288	322	355	356
Pending	490	474	406	396	310	272	319	435	487	521	502	494	484
Sold	281	302	295	250	232	199	152	185	242	248	338	293	286

## 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	281	302	295	250	232	199	152	185	242	248	338	293	286
Prior Year	288	243	252	221	208	137	135	193	185	216	245	309	281
Percent Change from Prior Year	-2%	24%	17%	13%	12%	45%	13%	-4%	31%	15%	38%	-5%	2%





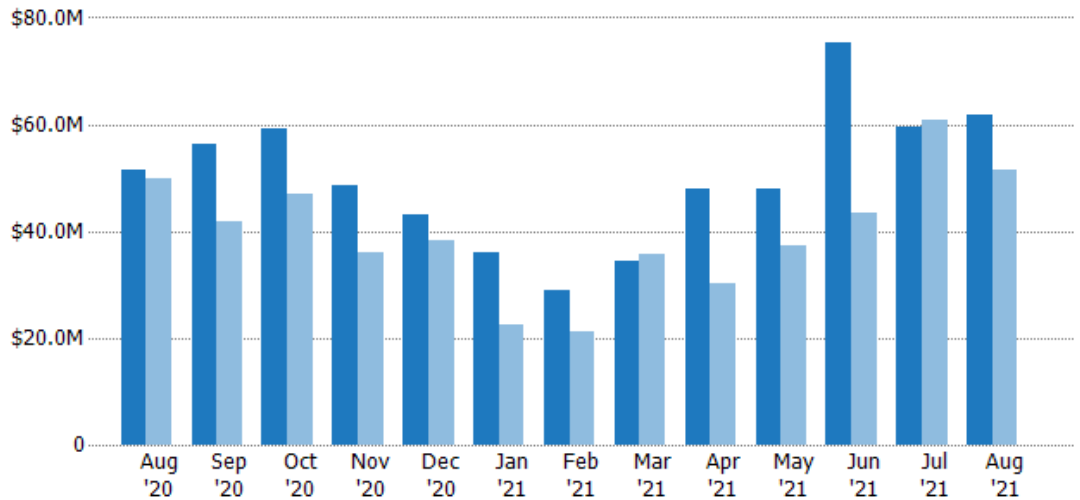
## Closed Sales Volume

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.
Aug '21	\$61.9M	19.9%
Aug '20	\$51.6M	3.2%
Aug '19	\$50M	-19.2%



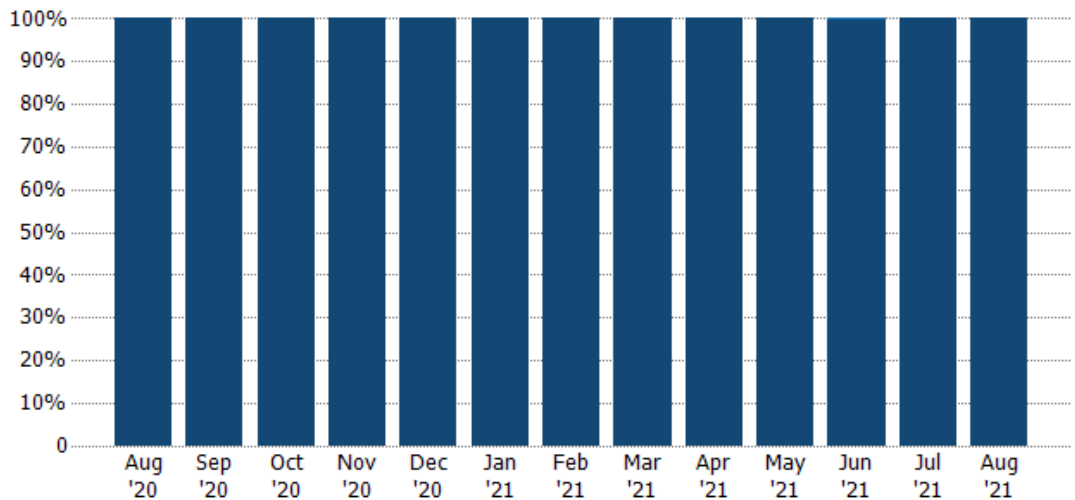
Current Year	\$51.6M	\$56.2M	\$59.2M	\$48.7M	\$43.1M	\$35.9M	\$29.1M	\$34.5M	\$48.1M	\$47.9M	\$75.4M	\$59.6M	\$61.9M
Prior Year	\$50M	\$41.9M	\$46.8M	\$36M	\$38.2M	\$22.4M	\$21.3M	\$35.8M	\$30.3M	\$37.3M	\$43.5M	\$60.8M	\$51.6M
Percent Change from Prior Year	3%	34%	26%	35%	13%	60%	36%	-4%	59%	28%	73%	-2%	20%

## 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%

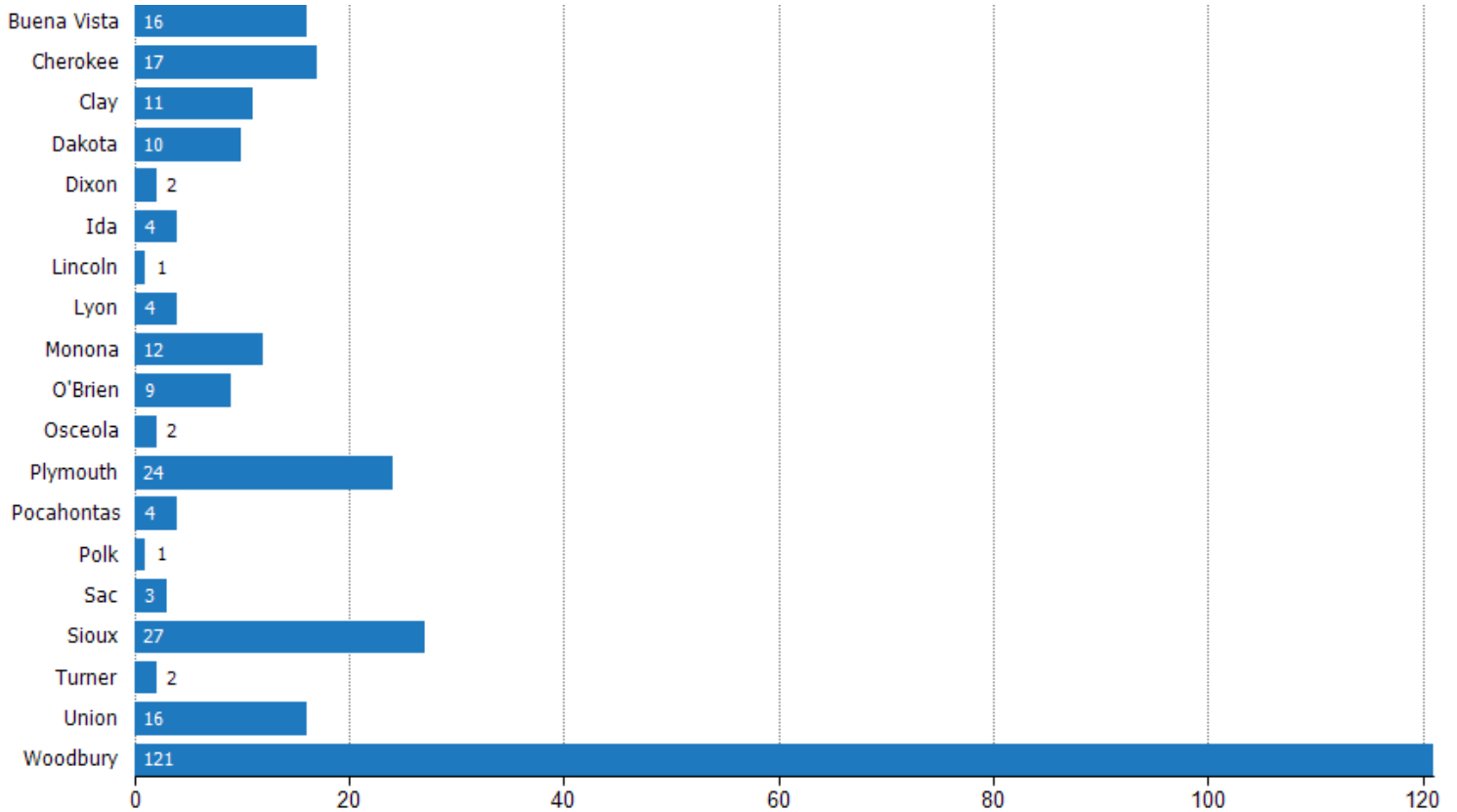




## Closed Sales (By County)

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

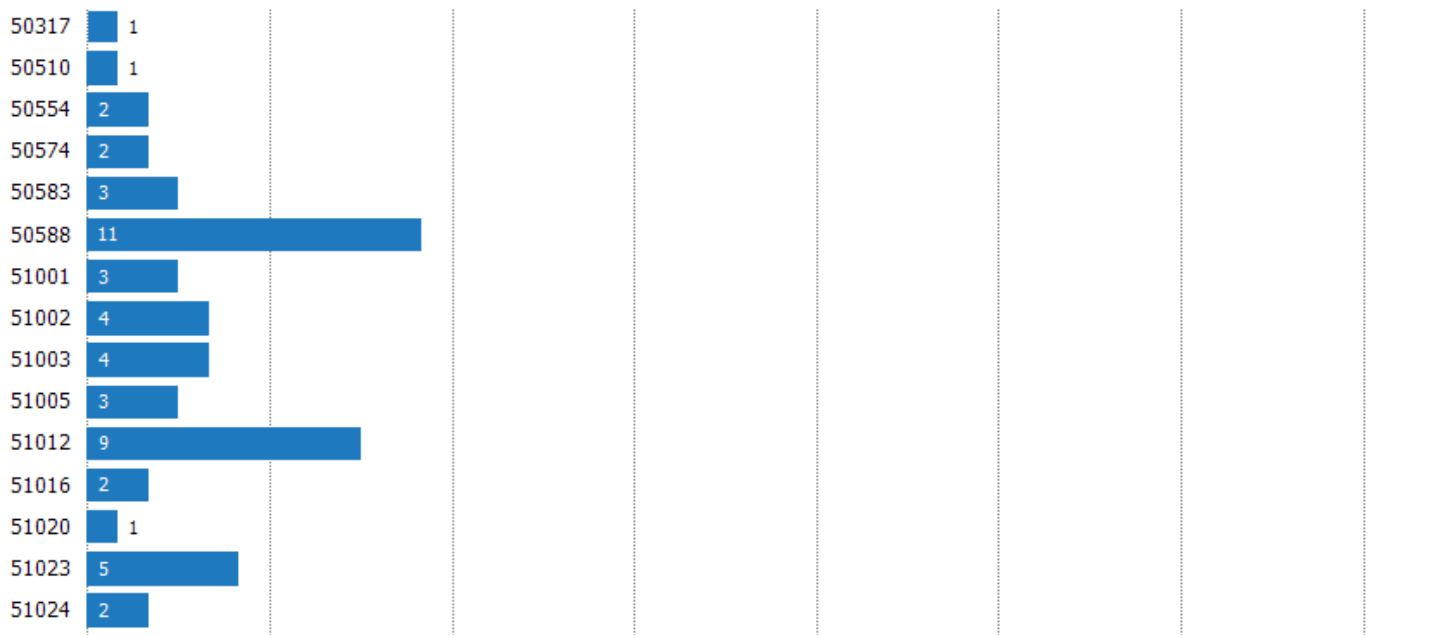
Filters Used: Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Multifamily/Multiplex, Other Residential, Single Family

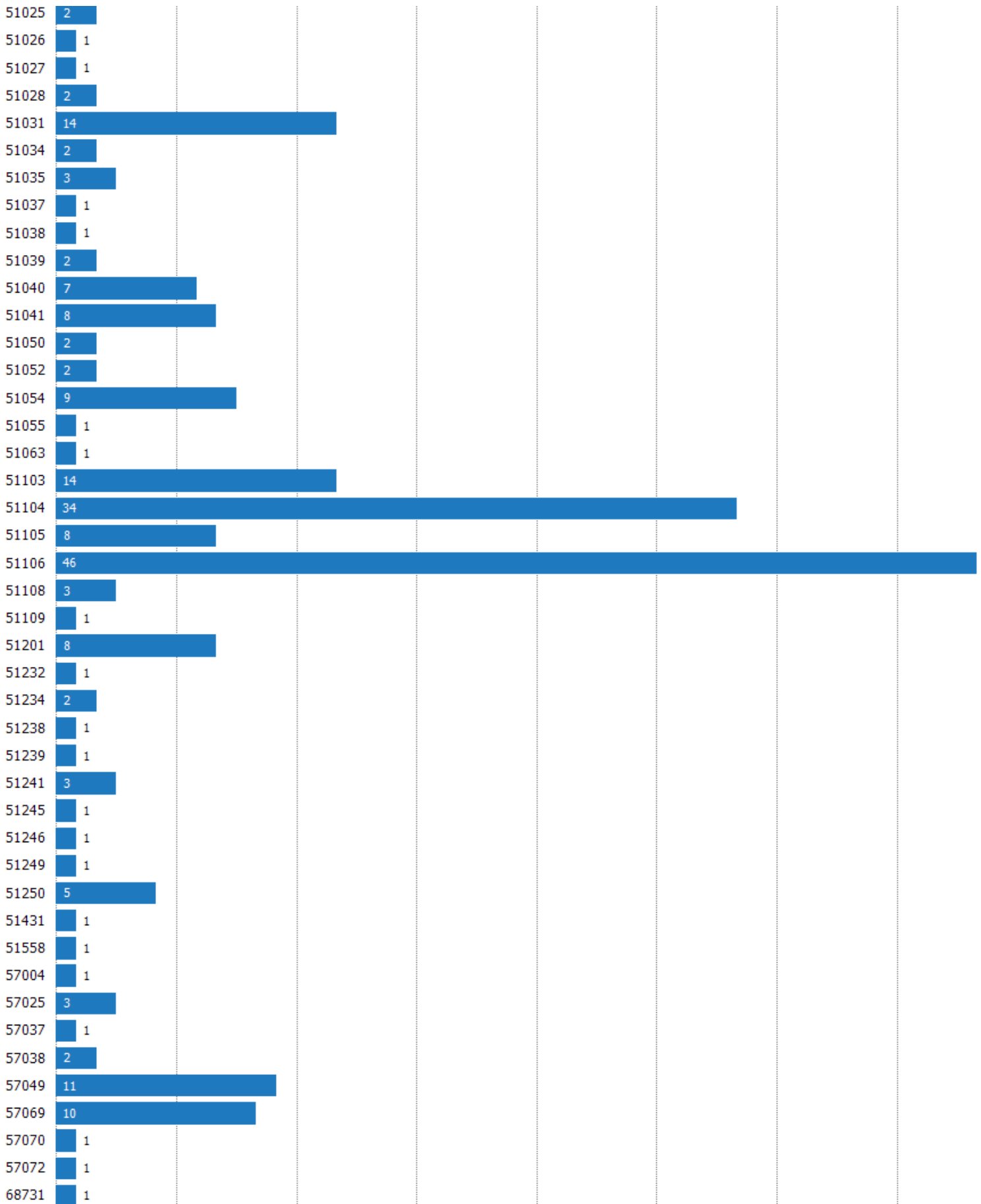


## Closed Sales (By Zip)

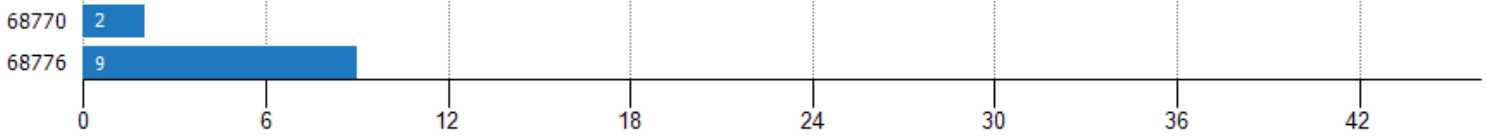
The total number of residential properties sold during the last month by zip.

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









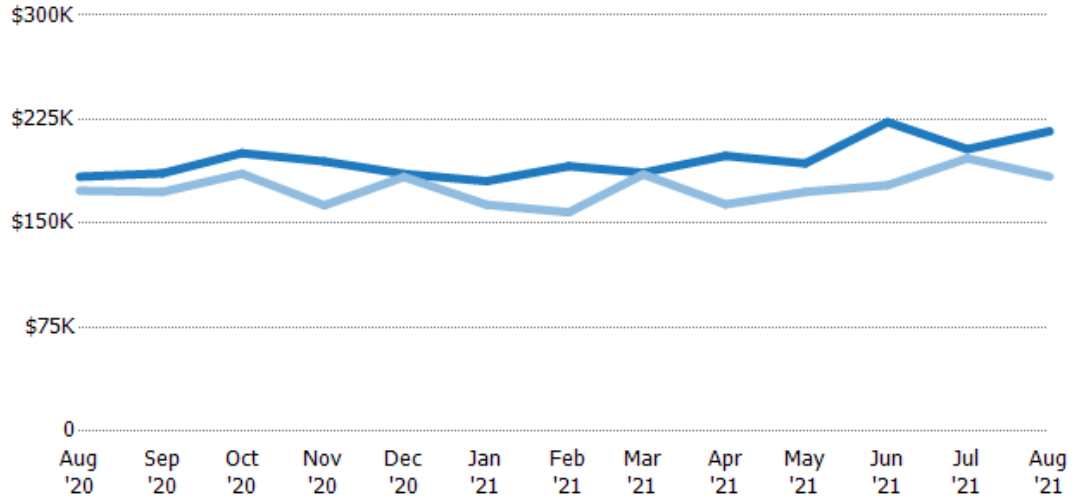
## Average Sales Price

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.
Aug '21	\$216K	17.9%
Aug '20	\$184K	5.8%
Aug '19	\$174K	-4.7%



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$184K	\$186K	\$201K	\$195K	\$186K	\$180K	\$191K	\$186K	\$199K	\$193K	\$223K	\$203K	\$216K
Prior Year	\$174K	\$173K	\$186K	\$163K	\$183K	\$163K	\$158K	\$185K	\$164K	\$173K	\$177K	\$197K	\$184K
Percent Change from Prior Year	6%	8%	8%	19%	1%	10%	21%	1%	21%	12%	26%	3%	18%



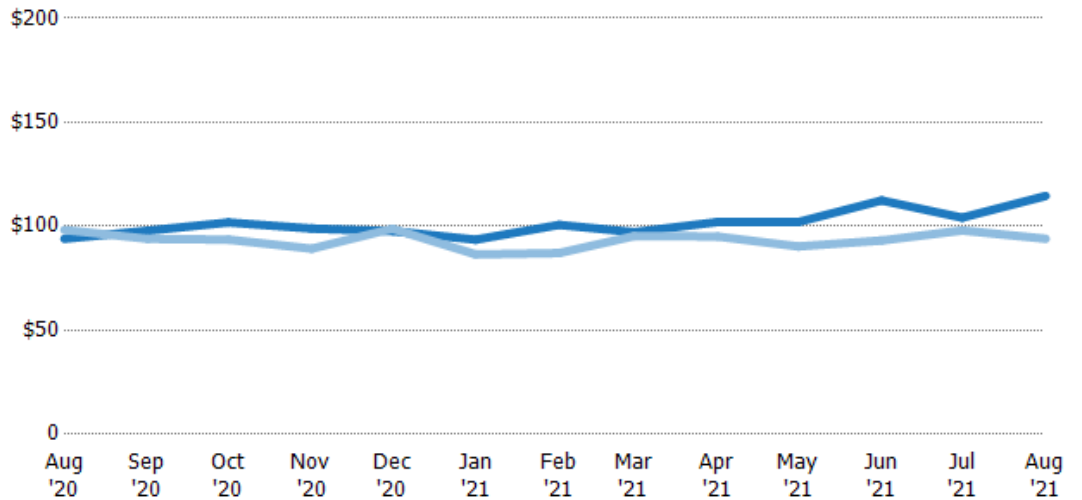
## Average Sales Price per Sq Ft

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.
Aug '21	\$115	21.9%
Aug '20	\$94	-4.3%
Aug '19	\$98.3	-8%



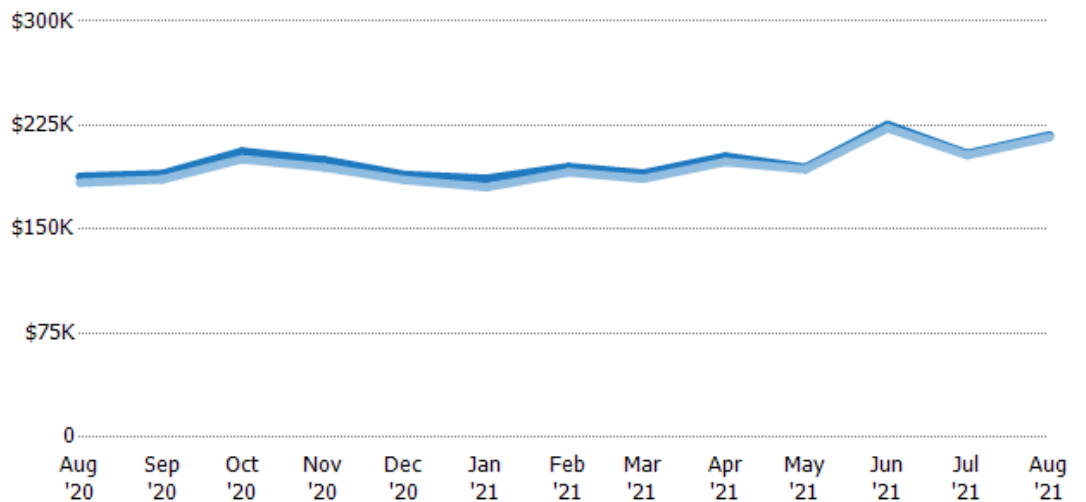
	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Current Year	\$94	\$97.9	\$102	\$98.9	\$97.7	\$93.6	\$101	\$97.2	\$102	\$102	\$112	\$104	\$115
Prior Year	\$98.3	\$94	\$93.6	\$89.2	\$98.8	\$86.5	\$87.1	\$95.3	\$95.1	\$90.3	\$93.2	\$98	\$94
Percent Change from Prior Year	-4%	4%	9%	11%	-1%	8%	16%	2%	7%	13%	21%	6%	22%

## 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



	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21
Avg List Price	\$188K	\$190K	\$206K	\$200K	\$189K	\$186K	\$195K	\$190K	\$202K	\$194K	\$225K	\$204K	\$218K
Avg Sales Price	\$184K	\$186K	\$201K	\$195K	\$186K	\$180K	\$191K	\$186K	\$199K	\$193K	\$223K	\$203K	\$216K
Avg Sales Price as a % of Avg List Price	98%	98%	97%	97%	98%	97%	98%	98%	98%	99%	99%	100%	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:** 09/06/2021

**Scheduled:** Yes

**Report Date Range:** From 8/2020 To: 8/2021

### 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 8/2021 data

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

