



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	Jul 2021	Jul 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	346	323	+7.1%	1,971	1,892	+4.2%
New Listing Volume	\$78,038,832	\$65,064,631	+19.9%	\$422,605,950	\$377,450,406	+12%
Active Listing Count	331	566	-41.5%	N/A	N/A	
Active Listing Volume	\$88,859,230	\$133,797,320	-33.6%	N/A	N/A	
Average Listing Price	\$268,457	\$236,391	+13.6%	\$261,642	\$222,068	+17.8%
Months of Inventory	1	2.3	-57.2%	1.6	3.2	-49.7%
Sales Activity Charts Metrics						
Closed Sales Count	285	310	-8.1%	1,649	1,421	+16%
Closed Sales Volume	\$58,345,009	\$60,783,290	-4%	\$328,777,457	\$250,982,764	+31%
Average Sales Price	\$204,719	\$196,075	+4.4%	\$199,380	\$176,624	+12.9%
Average Sales Price per Sq Ft	\$104	\$98	+6.8%	\$103	\$93	+10.5%



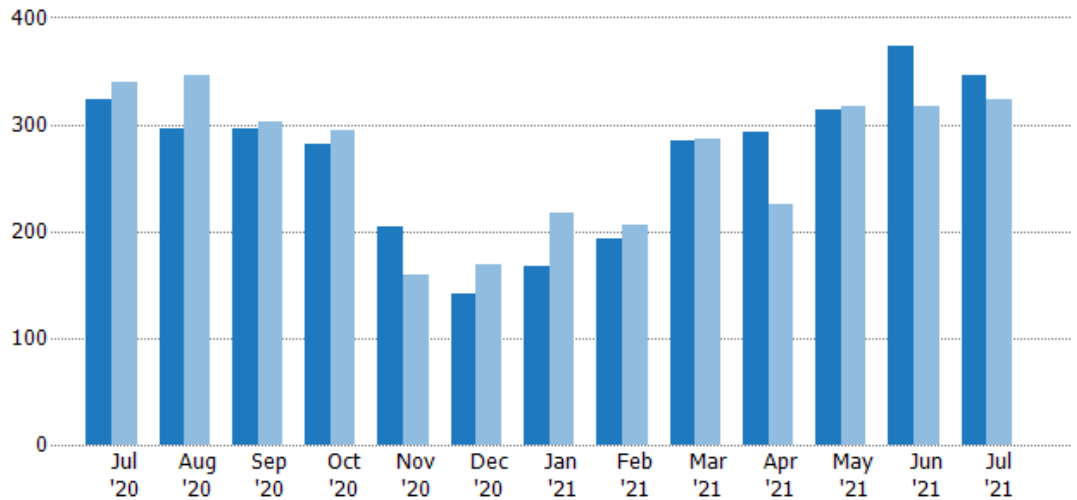
New Listings

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.
Jul '21	346	7.1%
Jul '20	323	-5%
Jul '19	340	-12.4%



Current Year	323	296	296	282	204	142	168	193	285	292	314	373	346
Prior Year	340	346	303	294	159	169	217	206	287	225	317	317	323
Percent Change from Prior Year	-5%	-14%	-2%	-4%	28%	-16%	-23%	-6%	-1%	30%	-1%	18%	7%

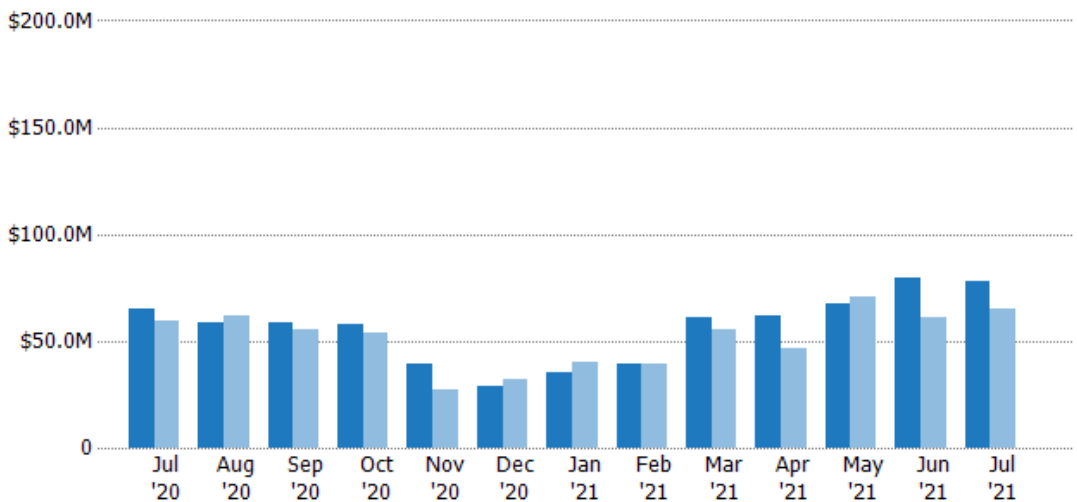
New Listing Volume

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.
Jul '21	\$78M	19.9%
Jul '20	\$65.1M	10.1%
Jul '19	\$59.1M	216.9%



Current Year	\$65.1M	\$58.5M	\$58.4M	\$57.9M	\$39.1M	\$28.5M	\$35.2M	\$39.6M	\$61M	\$62M	\$67.5M	\$79.4M	\$78M
Prior Year	\$59.1M	\$61.7M	\$55.3M	\$53.7M	\$27.5M	\$31.9M	\$39.7M	\$39.4M	\$55.2M	\$46.2M	\$70.6M	\$61.2M	\$65.1M
Percent Change from Prior Year	10%	-5%	6%	8%	42%	-11%	-12%	0%	11%	34%	-4%	30%	20%



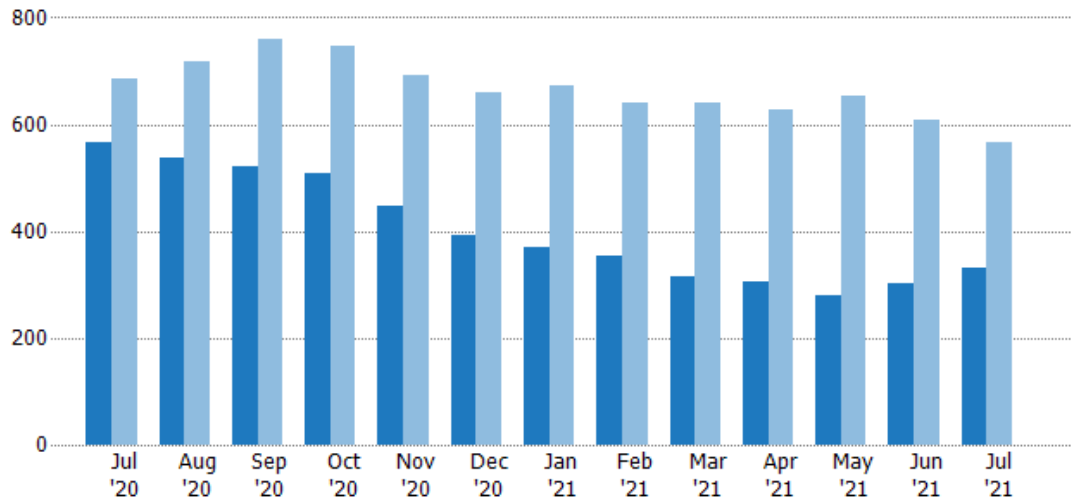
Active Listings

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.
Jul '21	331	-41.5%
Jul '20	566	-17.5%
Jul '19	686	-2.5%



Current Year	566	538	522	509	446	393	370	355	316	306	279	302	331
Prior Year	686	718	759	748	692	659	671	640	640	627	654	607	566
Percent Change from Prior Year	-17%	-25%	-31%	-32%	-36%	-40%	-45%	-45%	-51%	-51%	-57%	-50%	-42%

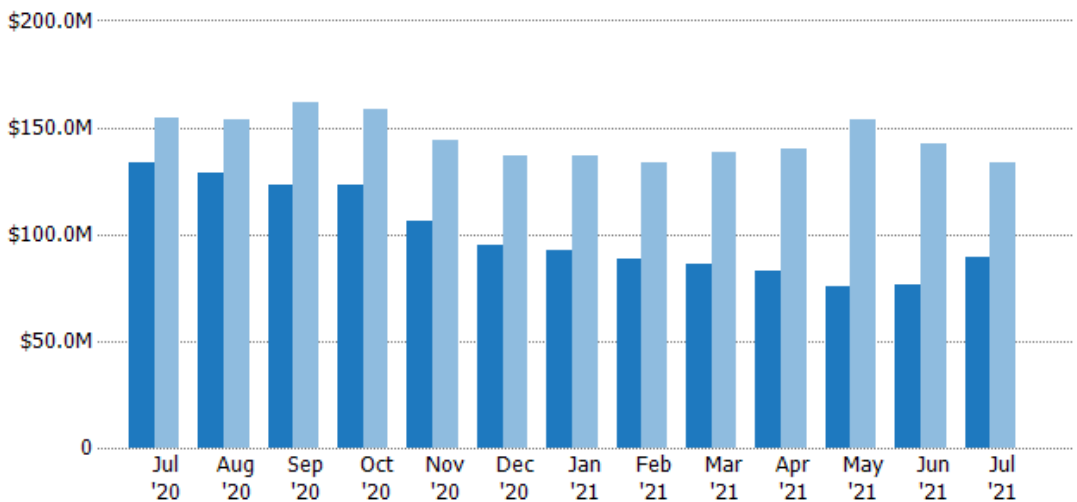
Active Listing Volume

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.
Jul '21	\$88.9M	-33.6%
Jul '20	\$134M	-13.3%
Jul '19	\$154M	-7.3%



Current Year	\$134M	\$129M	\$123M	\$123M	\$106M	\$95M	\$92.8M	\$88.8M	\$86M	\$82.5M	\$75.4M	\$76.7M	\$88.9M
Prior Year	\$154M	\$153M	\$161M	\$158M	\$144M	\$137M	\$137M	\$133M	\$138M	\$140M	\$154M	\$142M	\$134M
Percent Change from Prior Year	-13%	-16%	-24%	-22%	-26%	-31%	-32%	-33%	-38%	-41%	-51%	-46%	-34%



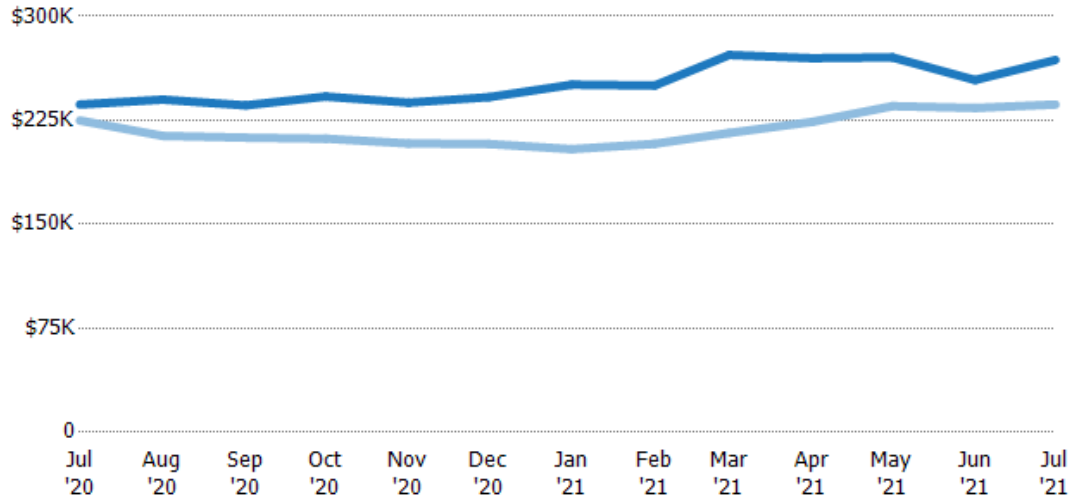
Average Listing Price

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.
Jul '21	\$268K	13.6%
Jul '20	\$236K	5.1%
Jul '19	\$225K	-5%



Current Year	\$236K	\$240K	\$236K	\$242K	\$238K	\$242K	\$251K	\$250K	\$272K	\$270K	\$270K	\$254K	\$268K
Prior Year	\$225K	\$214K	\$213K	\$212K	\$208K	\$208K	\$204K	\$208K	\$216K	\$224K	\$235K	\$234K	\$236K
Percent Change from Prior Year	5%	12%	11%	14%	14%	16%	23%	20%	26%	21%	15%	9%	14%

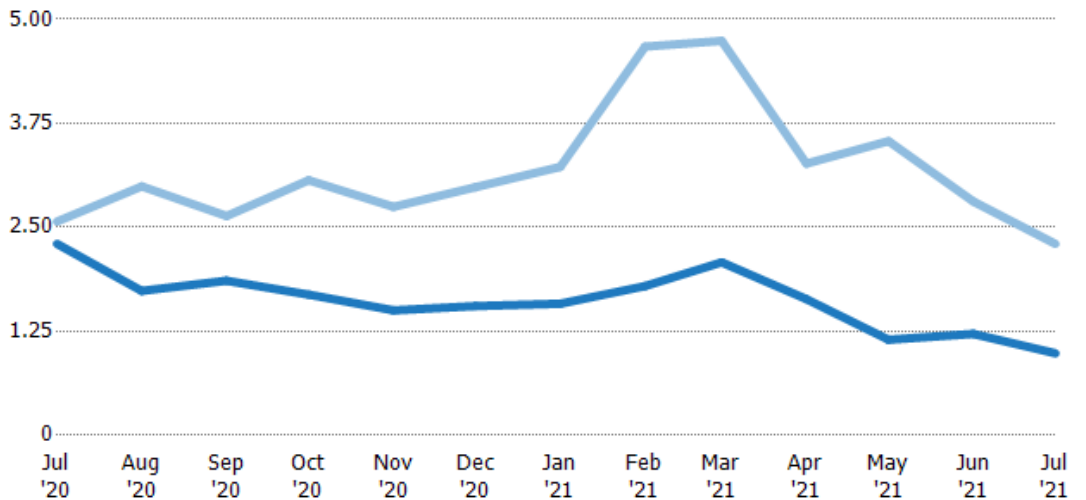
Months of Inventory

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.
Jul '21	0	-57.2%
Jul '20	2.3	-10.4%
Jul '19	2.57	-6.7%



Current Year	2.3	1.74	1.86	1.69	1.5	1.55	1.58	1.79	2.08	1.64	1.15	1.22	0
Prior Year	2.57	2.99	2.64	3.07	2.75	2.98	3.23	4.67	4.74	3.27	3.54	2.81	2.3
Percent Change from Prior Year	-10%	-42%	-30%	-45%	-45%	-48%	-51%	-62%	-56%	-50%	-68%	-57%	-57%



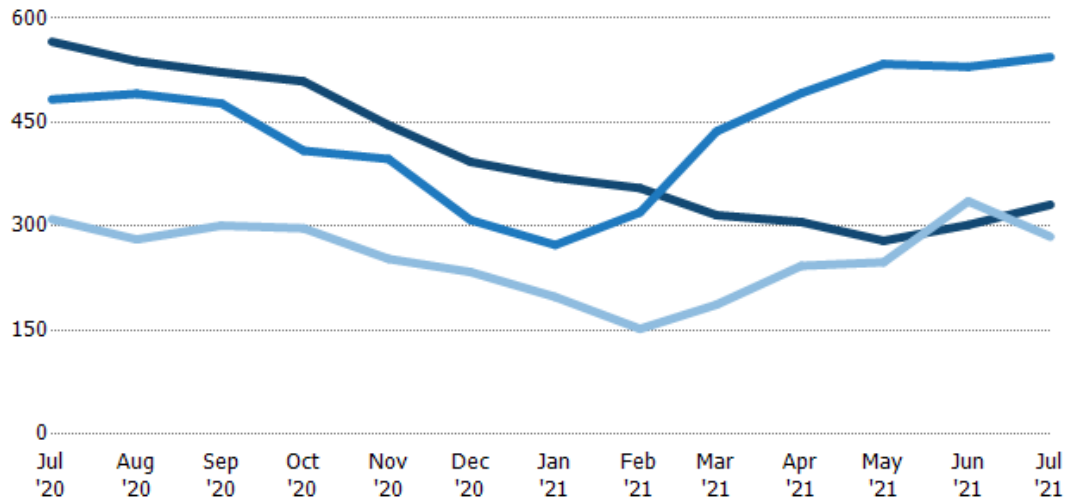


Active/Pending/Sold Units

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



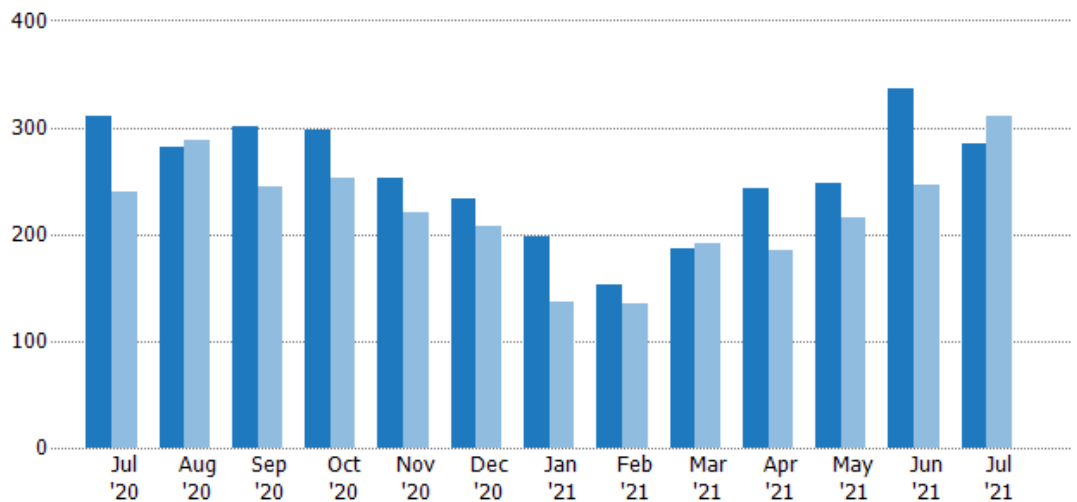
Active	566	538	522	509	446	393	370	355	316	306	279	302	331
Pending	483	491	477	409	397	309	273	320	437	492	534	530	544
Sold	310	281	301	297	253	234	198	152	187	243	248	336	285

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	310	281	301	297	253	234	198	152	187	243	248	336	285
Prior Year	240	288	244	252	221	208	137	135	192	185	216	246	310
Percent Change from Prior Year	29%	-2%	23%	18%	14%	13%	45%	13%	-3%	31%	15%	37%	-8%





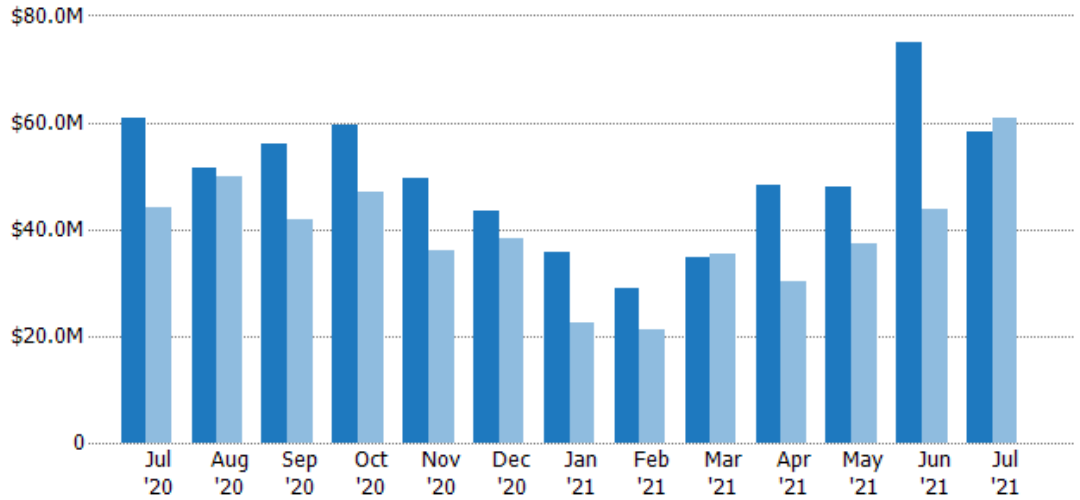
Closed Sales Volume

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.
Jul '21	\$58.3M	-4%
Jul '20	\$60.8M	38.2%
Jul '19	\$44M	-5.9%



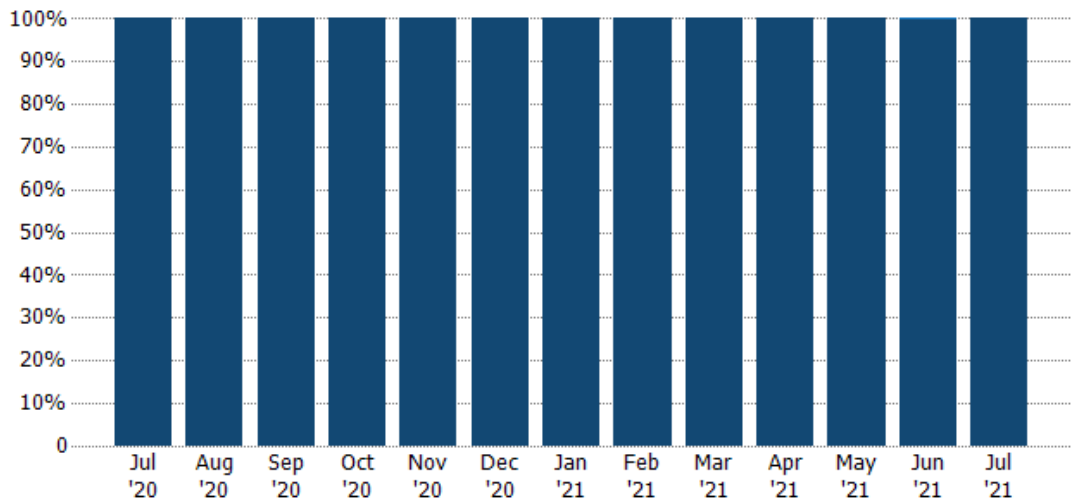
Current Year	\$60.8M	\$51.6M	\$56M	\$59.6M	\$49.4M	\$43.4M	\$35.7M	\$29.1M	\$34.7M	\$48.2M	\$47.9M	\$74.8M	\$58.3M
Prior Year	\$44M	\$50M	\$41.8M	\$46.8M	\$36M	\$38.2M	\$22.4M	\$21.3M	\$35.3M	\$30.3M	\$37.3M	\$43.6M	\$60.8M
Percent Change from Prior Year	38%	3%	34%	27%	37%	14%	60%	36%	-2%	59%	28%	72%	-4%

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



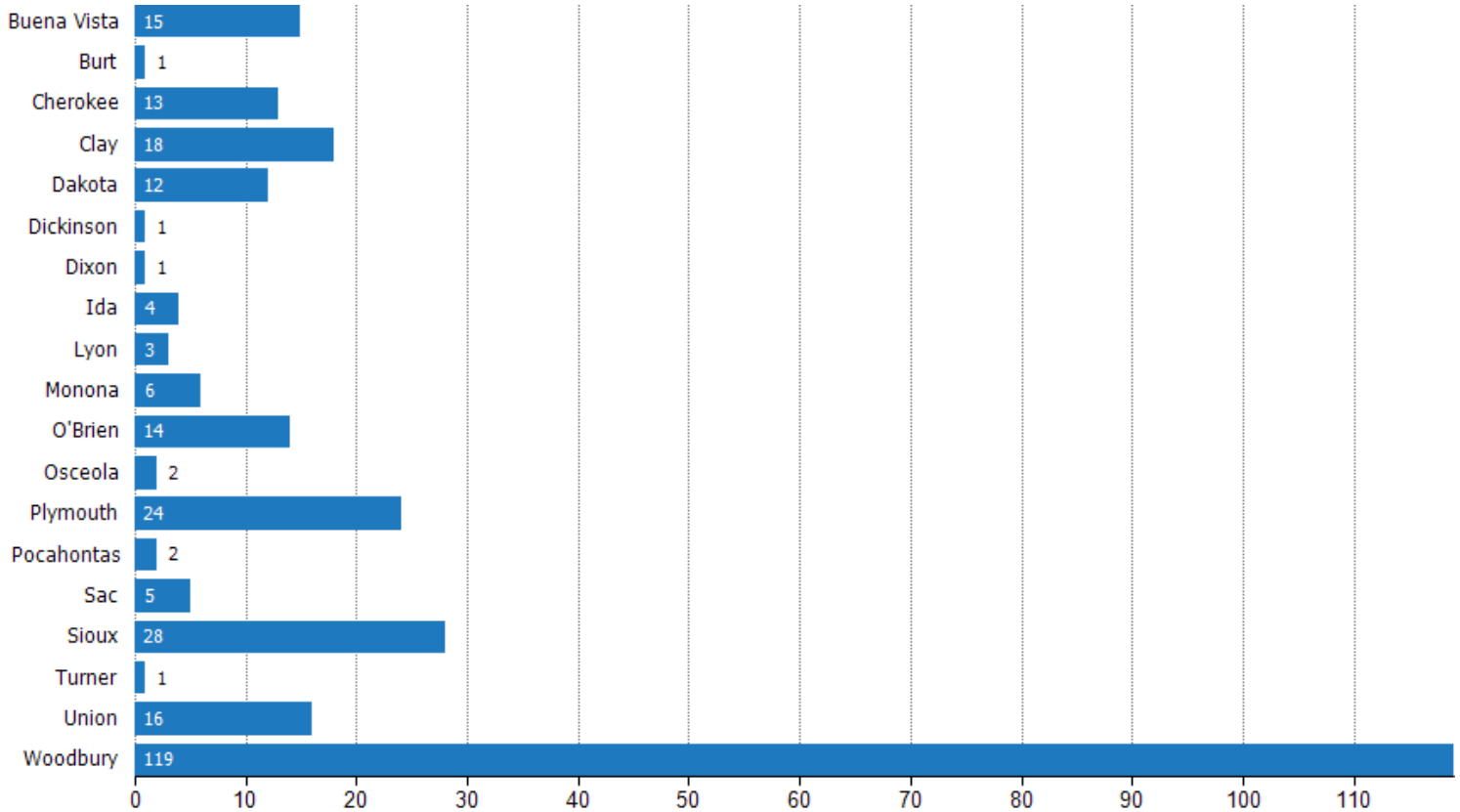
Condo/Townhouse	-	-	-	-	-	-	-	-	-	-	-	0%	-
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%



Closed Sales (By County)

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

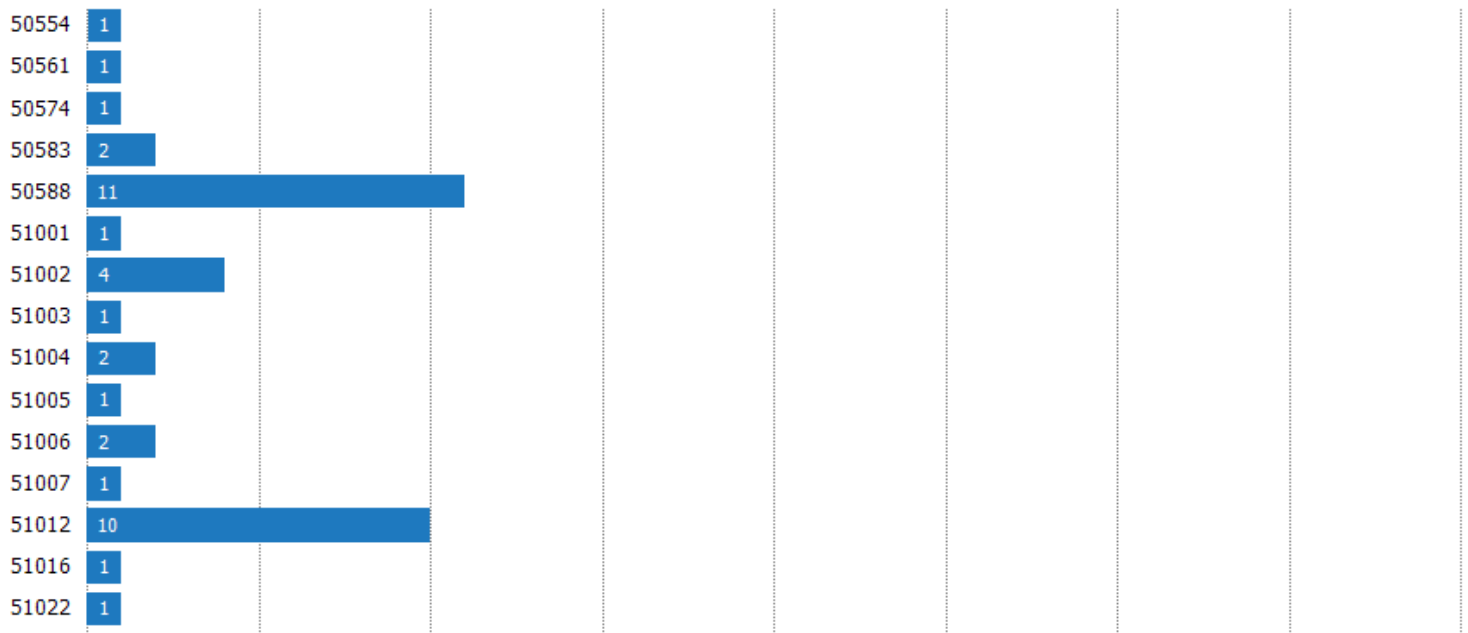
Filters Used: Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Multifamily/Multiplex, Other Residential, Single Family

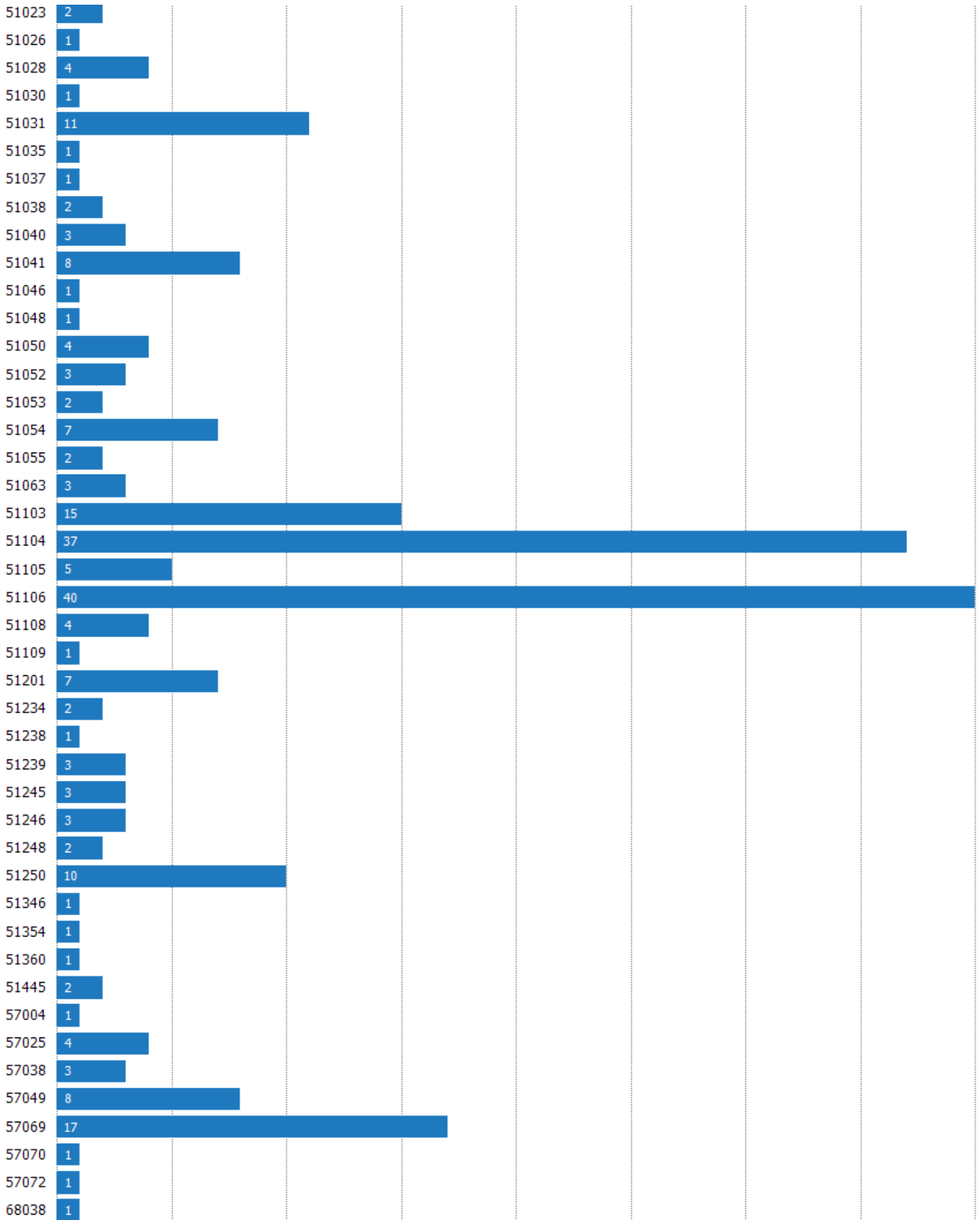


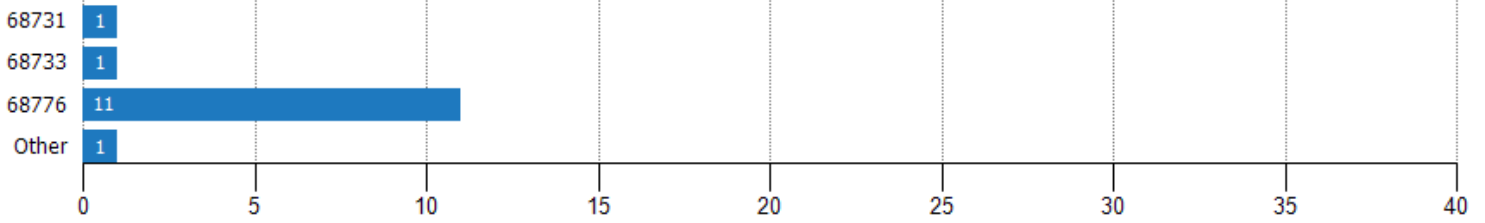
Closed Sales (By Zip)

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







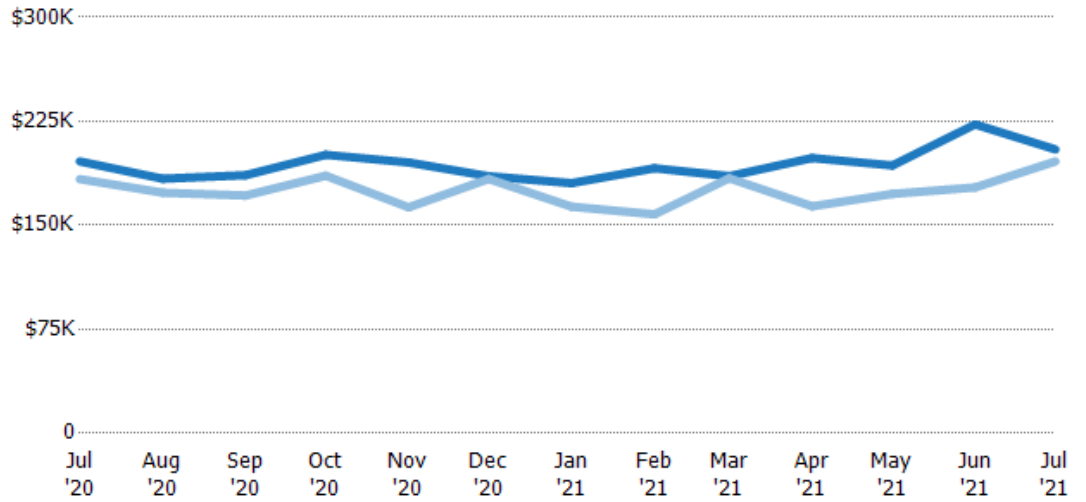
Average Sales Price

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.
Jul '21	\$205K	4.4%
Jul '20	\$196K	7%
Jul '19	\$183K	-14.4%



Current Year	\$196K	\$184K	\$186K	\$201K	\$195K	\$185K	\$180K	\$191K	\$185K	\$199K	\$193K	\$223K	\$205K
Prior Year	\$183K	\$174K	\$171K	\$186K	\$163K	\$183K	\$163K	\$158K	\$184K	\$164K	\$173K	\$177K	\$196K
Percent Change from Prior Year	7%	6%	9%	8%	20%	1%	10%	21%	1%	21%	12%	26%	4%





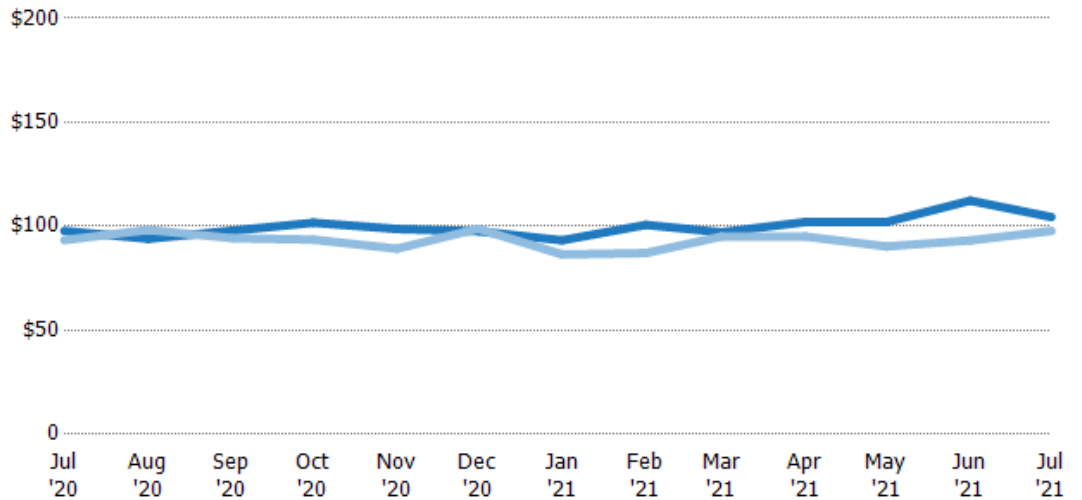
Average Sales Price per Sq Ft

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.
Jul '21	\$104	6.8%
Jul '20	\$97.7	4.7%
Jul '19	\$93.4	-5.5%



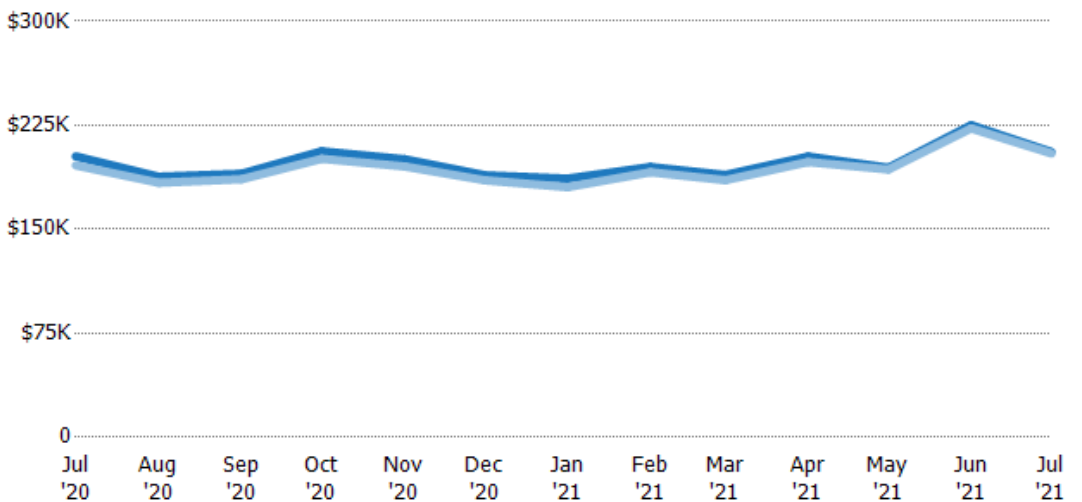
	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21
Current Year	\$97.7	\$94	\$97.9	\$102	\$98.7	\$97.6	\$93.3	\$101	\$97.1	\$102	\$102	\$112	\$104
Prior Year	\$93.4	\$98.3	\$94.3	\$93.6	\$89.2	\$98.8	\$86.5	\$87.1	\$95.1	\$95.1	\$90.3	\$93.2	\$97.7
Percent Change from Prior Year	5%	-4%	4%	9%	11%	-1%	8%	16%	2%	7%	13%	21%	7%

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



	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21
Avg List Price	\$203K	\$188K	\$190K	\$206K	\$200K	\$189K	\$187K	\$195K	\$189K	\$202K	\$194K	\$225K	\$206K
Avg Sales Price	\$196K	\$184K	\$186K	\$201K	\$195K	\$185K	\$180K	\$191K	\$185K	\$199K	\$193K	\$223K	\$205K
Avg Sales Price as a % of Avg List Price	97%	98%	98%	97%	97%	98%	97%	98%	98%	98%	99%	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: 08/06/2021
Scheduled: Yes
Report Date Range: From 7/2020 To: 7/2021

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 7/2021 data

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

