



## 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	Sep 2021	Sep 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	311	298	+4.4%	2,605	2,516	+3.5%
New Listing Volume	\$64,394,037	\$58,874,452	+9.4%	\$548,402,485	\$506,354,611	+8.3%
Active Listing Count	335	531	-36.9%	N/A	N/A	
Active Listing Volume	\$79,022,133	\$125,067,946	-36.8%	N/A	N/A	
Average Listing Price	\$235,887	\$235,533	+0.2%	\$253,976	\$225,667	+12.5%
Months of Inventory	1.1	1.9	-39.9%	1.5	2.9	-46.9%
<b>Sales Activity Charts Metrics</b>						
Closed Sales Count	276	303	-8.9%	2,239	2,015	+11.1%
Closed Sales Volume	\$52,124,337	\$56,489,011	-7.7%	\$447,725,604	\$365,828,363	+22.4%
Average Sales Price	\$188,856	\$186,432	+1.3%	\$199,967	\$181,553	+10.1%
Average Sales Price per Sq Ft	\$106	\$98	+8.3%	\$105	\$94	+11.1%



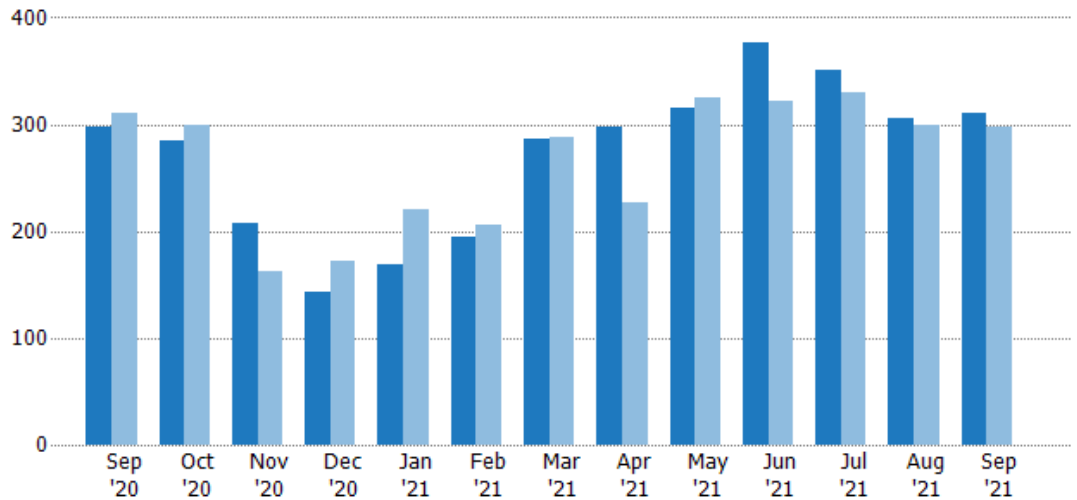
## New Listings

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.
Sep '21	311	4.4%
Sep '20	298	-3.9%
Sep '19	310	-6.8%



Current Year	298	285	207	143	169	194	286	298	315	377	350	305	311
Prior Year	310	299	162	172	220	206	288	227	325	322	330	300	298
Percent Change from Prior Year	-4%	-5%	28%	-17%	-23%	-6%	-1%	31%	-3%	17%	6%	2%	4%

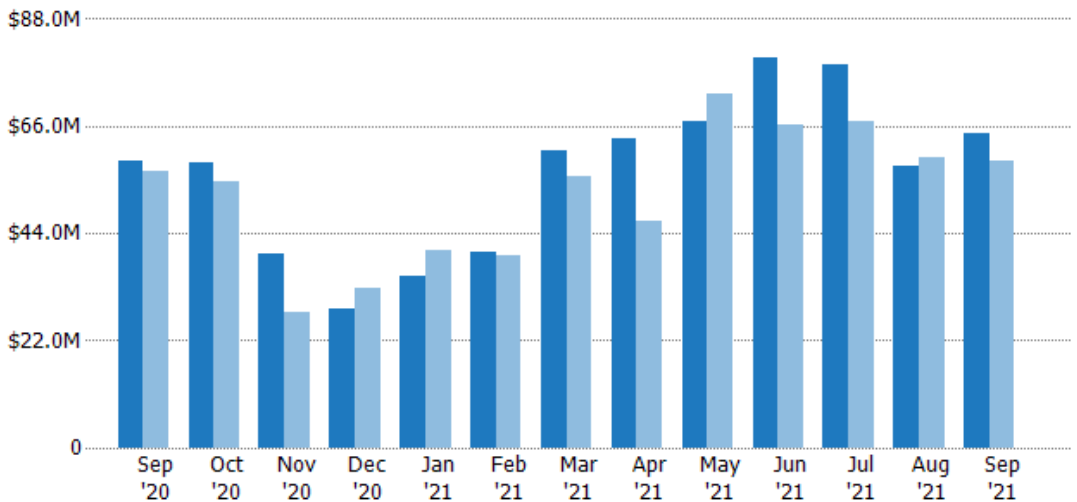
## New Listing Volume

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.
Sep '21	\$64.4M	9.4%
Sep '20	\$58.9M	3.6%
Sep '19	\$56.8M	-14.8%



Current Year	\$58.9M	\$58.4M	\$39.8M	\$28.6M	\$35.4M	\$40.2M	\$61.1M	\$63.6M	\$67M	\$80.1M	\$78.8M	\$57.9M	\$64.4M
Prior Year	\$56.8M	\$54.6M	\$28M	\$32.6M	\$40.4M	\$39.5M	\$55.6M	\$46.5M	\$72.5M	\$66.4M	\$66.8M	\$59.7M	\$58.9M
Percent Change from Prior Year	4%	7%	42%	-12%	-12%	2%	10%	37%	-8%	21%	18%	-3%	9%



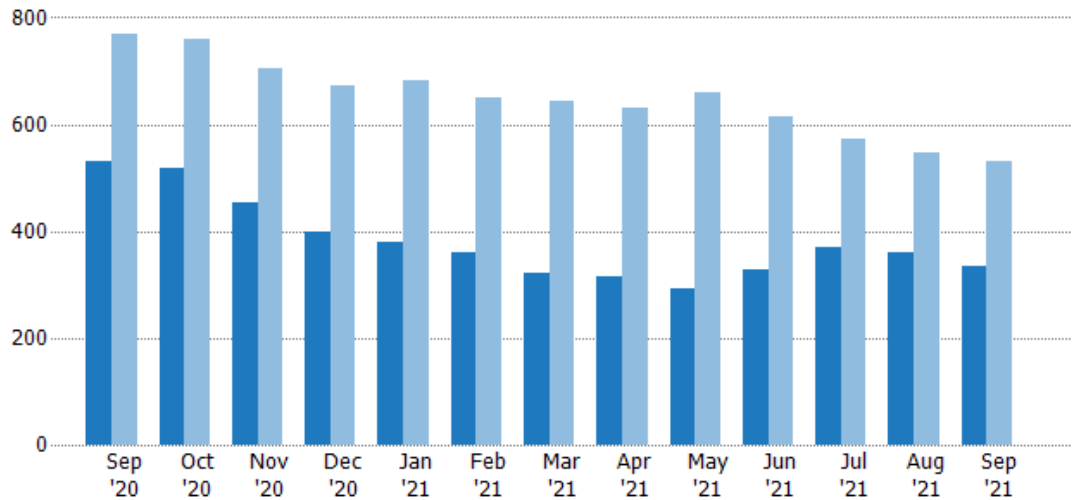
## Active Listings

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.
Sep '21	335	-36.9%
Sep '20	531	-31%
Sep '19	770	-8.6%



Current Year	531	518	453	399	379	359	322	316	294	328	369	359	335
Prior Year	770	759	705	671	682	650	645	632	661	613	573	548	531
Percent Change from Prior Year	-31%	-32%	-36%	-41%	-44%	-45%	-50%	-50%	-56%	-46%	-36%	-34%	-37%

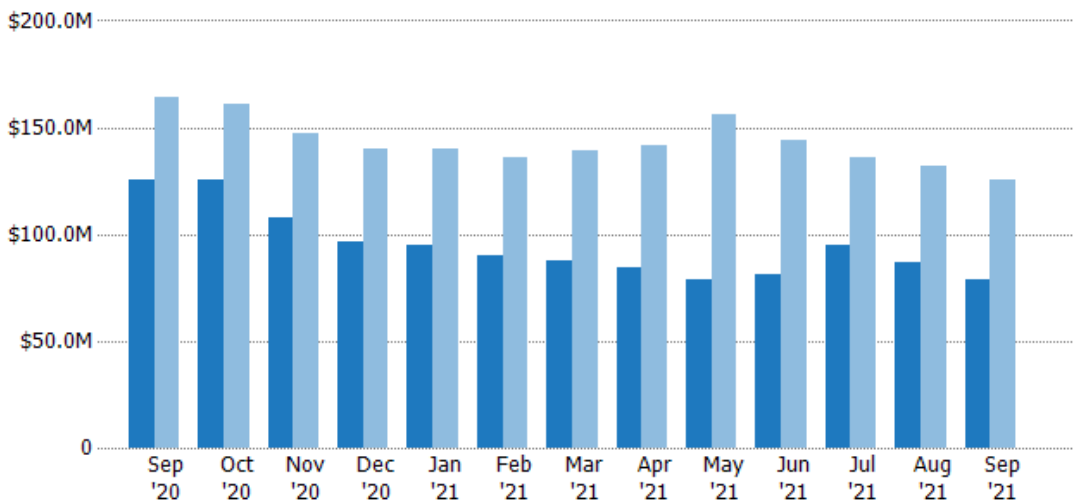
## Active Listing Volume

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.
Sep '21	\$79M	-36.8%
Sep '20	\$125M	-23.8%
Sep '19	\$164M	-12.4%



Current Year	\$125M	\$125M	\$108M	\$96.5M	\$94.9M	\$90.3M	\$87.3M	\$84.4M	\$78.4M	\$80.9M	\$95M	\$87.1M	\$79M
Prior Year	\$164M	\$161M	\$147M	\$140M	\$140M	\$136M	\$139M	\$142M	\$156M	\$144M	\$136M	\$132M	\$125M
Percent Change from Prior Year	-24%	-22%	-27%	-31%	-32%	-33%	-37%	-40%	-50%	-44%	-30%	-34%	-37%

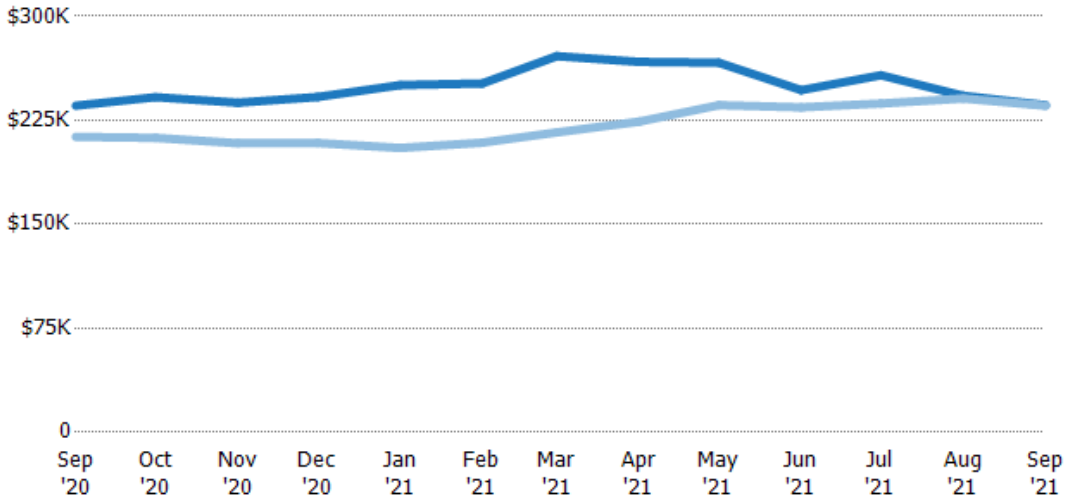


## Average Listing Price

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



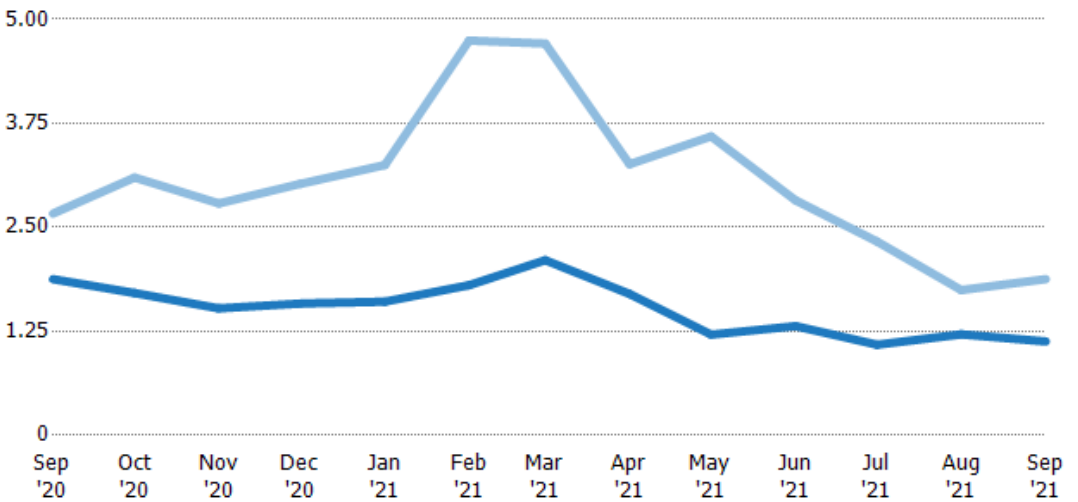
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$236K	\$242K	\$238K	\$242K	\$250K	\$252K	\$271K	\$267K	\$267K	\$247K	\$258K	\$243K	\$236K
Prior Year	\$213K	\$212K	\$208K	\$209K	\$205K	\$209K	\$216K	\$224K	\$236K	\$234K	\$237K	\$241K	\$236K
Percent Change from Prior Year	11%	14%	14%	16%	22%	20%	25%	19%	13%	5%	9%	1%	0%

## 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



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	1.88	1.71	1.53	1.58	1.61	1.8	2.1	1.7	1.21	1.31	1.09	1.21	1.13
Prior Year	2.66	3.1	2.79	3.02	3.25	4.74	4.71	3.26	3.59	2.82	2.33	1.75	1.88
Percent Change from Prior Year	-30%	-45%	-45%	-48%	-51%	-62%	-55%	-48%	-66%	-54%	-53%	-31%	-40%



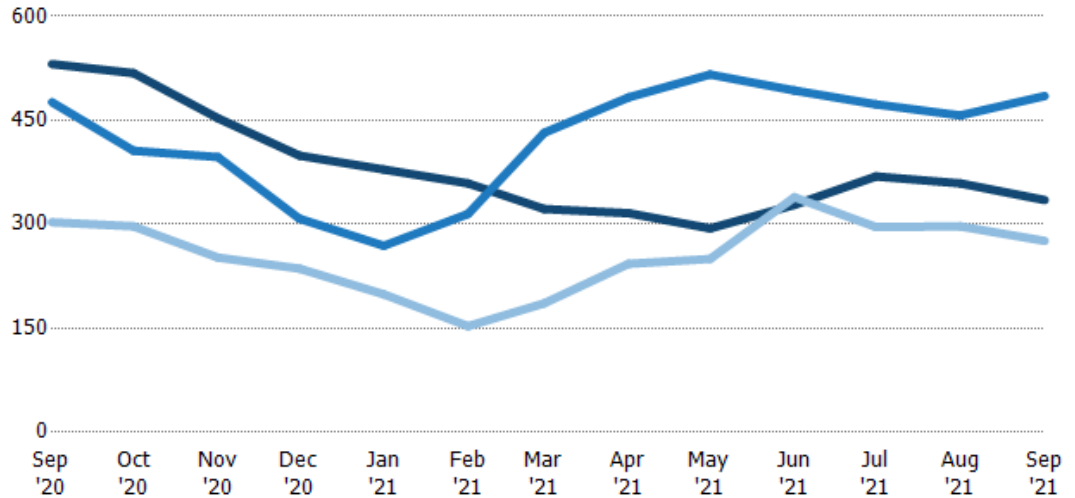


## Active/Pending/Sold Units

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



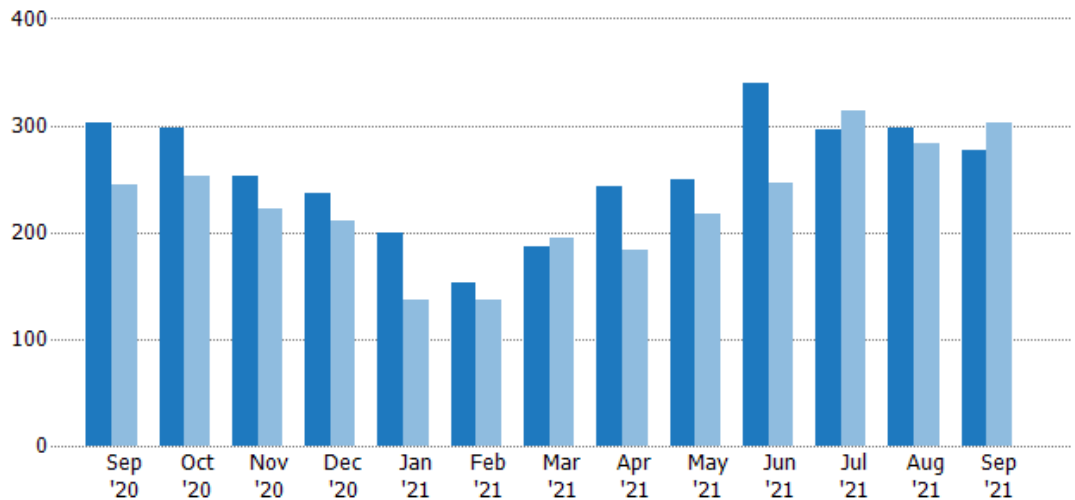
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Active	531	518	453	399	379	359	322	316	294	328	369	359	335
Pending	476	406	397	308	269	315	432	483	516	493	473	457	485
Sold	303	297	252	236	199	153	186	243	250	339	296	297	276

## 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



Month/Year	Count	% Chg.
Sep '21	276	-8.9%
Sep '20	303	23.7%
Sep '19	245	-11%

	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	303	297	252	236	199	153	186	243	250	339	296	297	276
Prior Year	245	253	222	210	137	137	194	184	217	246	314	283	303
Percent Change from Prior Year	24%	17%	14%	12%	45%	12%	-4%	32%	15%	38%	-6%	5%	-9%





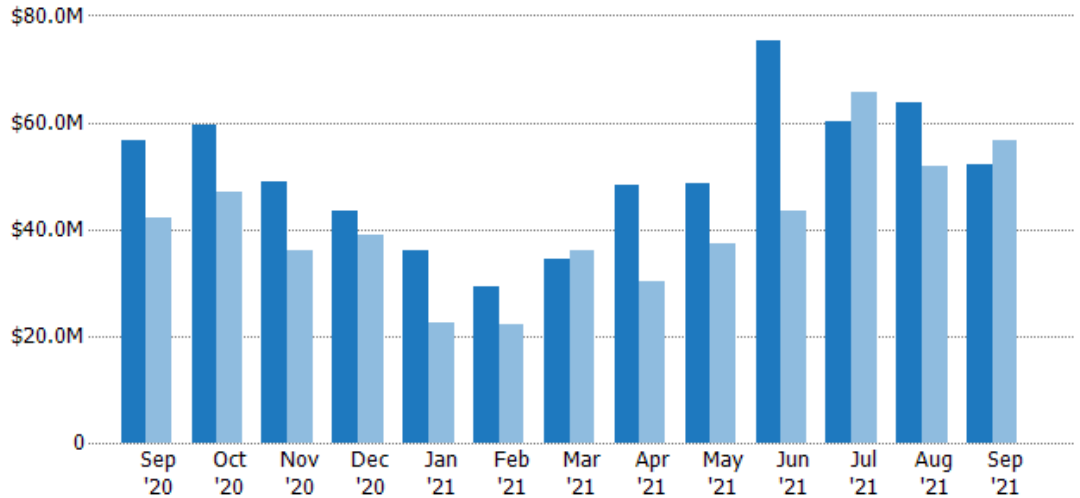
## Closed Sales Volume

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.
Sep '21	\$52.1M	-7.7%
Sep '20	\$56.5M	34%
Sep '19	\$42.2M	-15.1%



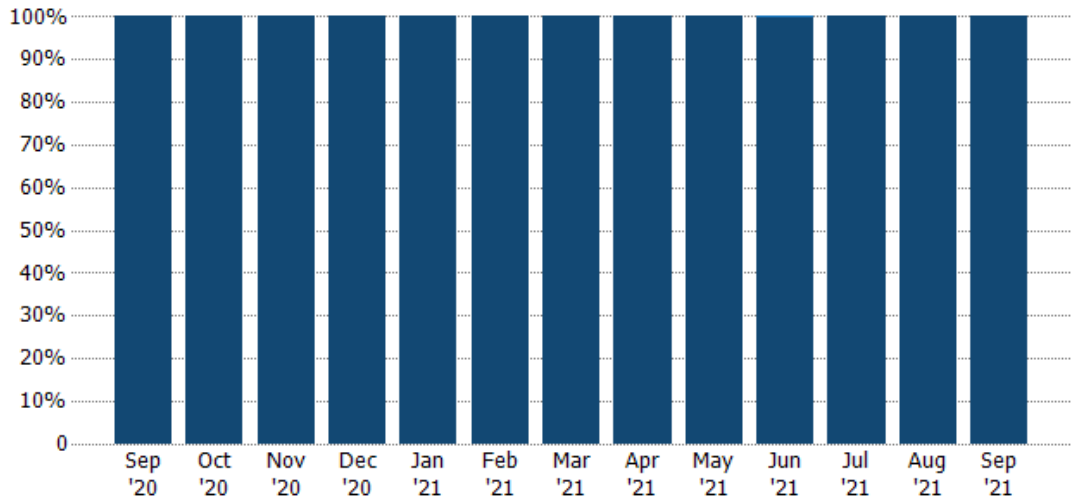
Current Year	\$56.5M	\$59.6M	\$48.7M	\$43.6M	\$35.9M	\$29.2M	\$34.5M	\$48.2M	\$48.7M	\$75.3M	\$60.3M	\$63.6M	\$52.1M
Prior Year	\$42.2M	\$47.1M	\$36.1M	\$38.9M	\$22.4M	\$22.1M	\$36.1M	\$30.1M	\$37.4M	\$43.6M	\$65.7M	\$51.9M	\$56.5M
Percent Change from Prior Year	34%	26%	35%	12%	60%	32%	-5%	60%	30%	73%	-8%	22%	-8%

## 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



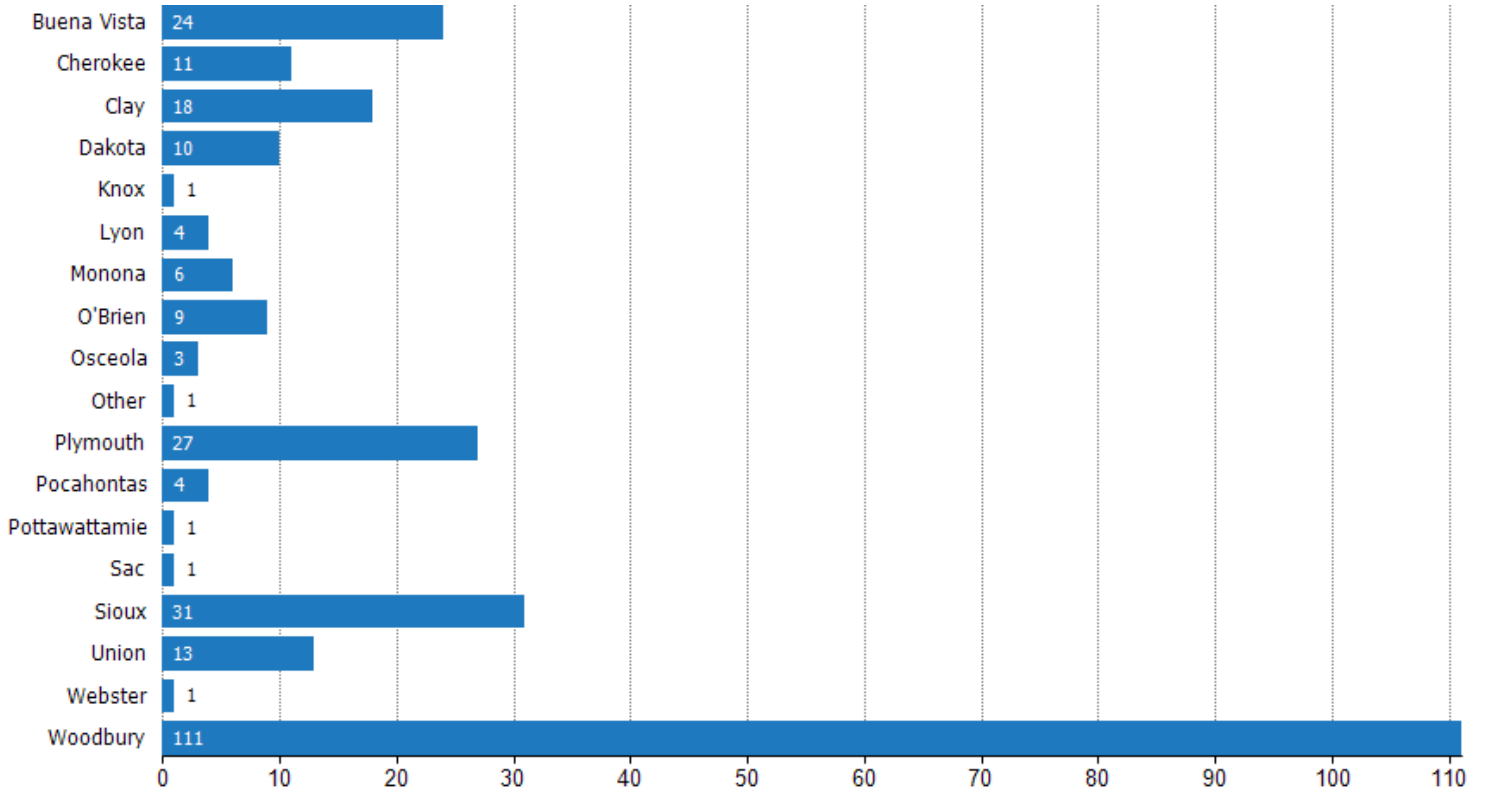
Condo/Townhouse	-	-	-	-	-	-	-	-	-	0%	-	-	-
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%



## Closed Sales (By County)

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

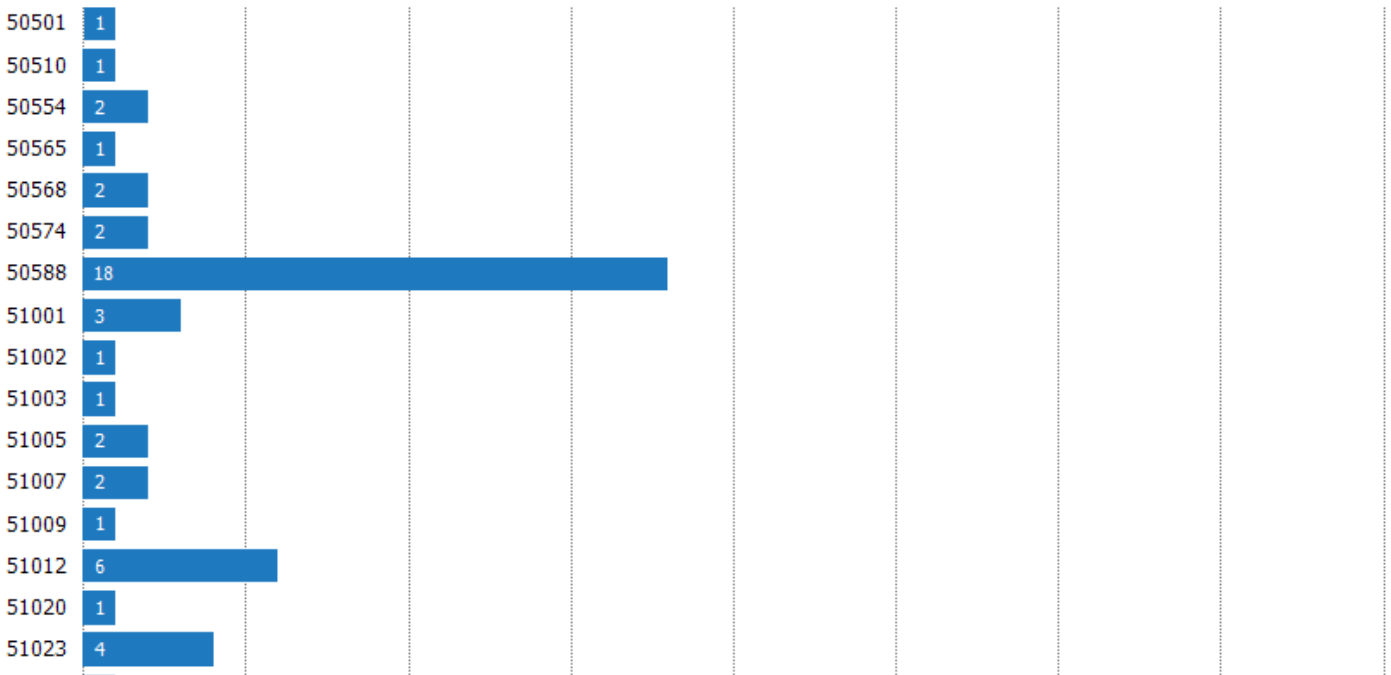
Filters Used: Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Multifamily/Multiplex, Other Residential, Single Family

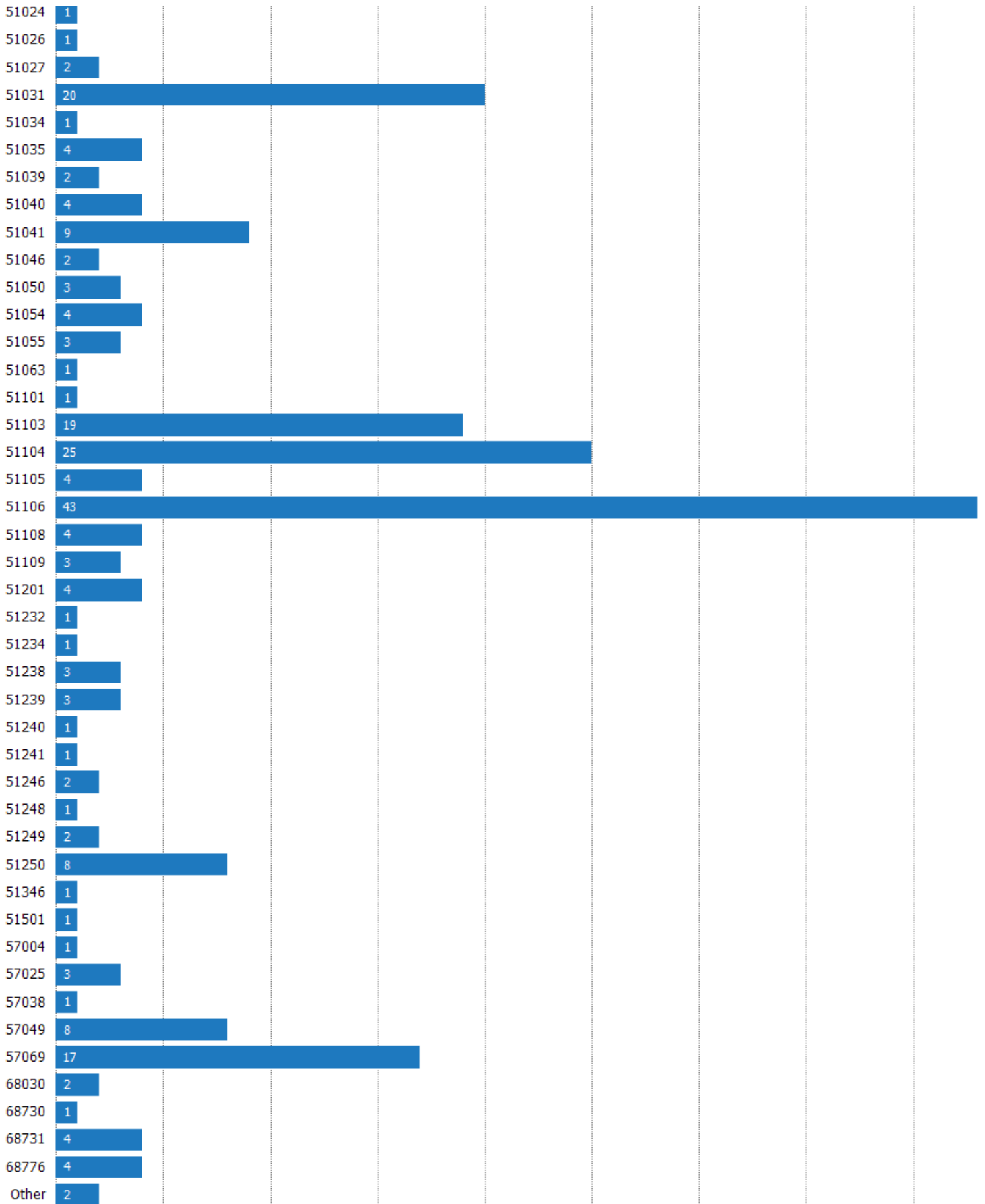


## Closed Sales (By Zip)

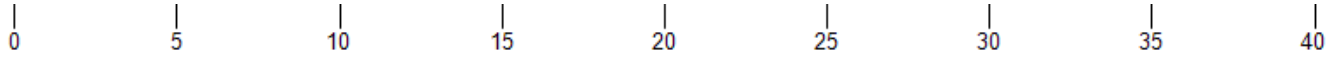
The total number of residential properties sold during the last month by zip.

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









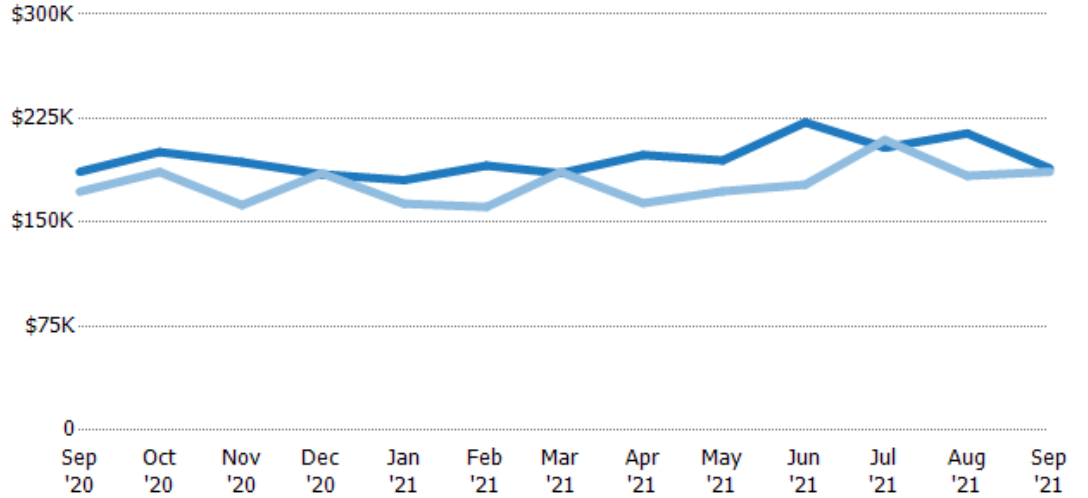
## Average Sales Price

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.
Sep '21	\$189K	1.3%
Sep '20	\$186K	8.3%
Sep '19	\$172K	-4.6%



Current Year	\$186K	\$201K	\$193K	\$185K	\$180K	\$191K	\$185K	\$199K	\$195K	\$222K	\$204K	\$214K	\$189K
Prior Year	\$172K	\$186K	\$162K	\$185K	\$163K	\$161K	\$186K	\$164K	\$172K	\$177K	\$209K	\$183K	\$186K
Percent Change from Prior Year	8%	8%	19%	0%	10%	19%	-1%	21%	13%	25%	-3%	17%	1%



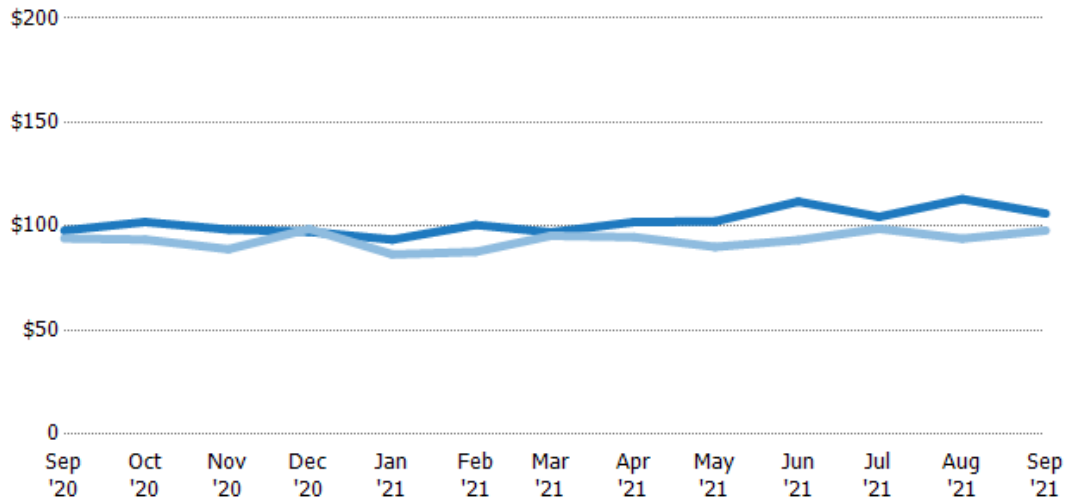
## Average Sales Price per Sq Ft

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.
Sep '21	\$106	8.3%
Sep '20	\$98	4%
Sep '19	\$94.2	-5.4%



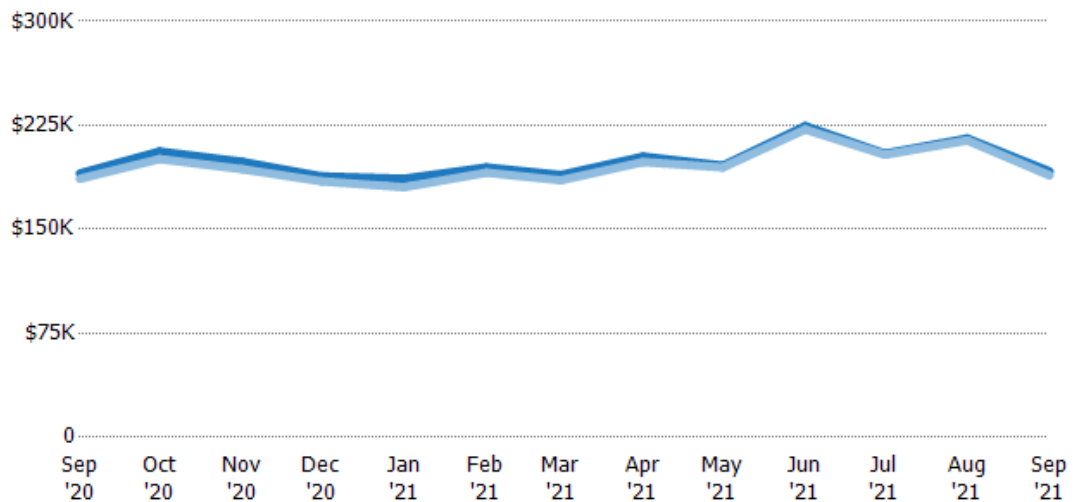
	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Current Year	\$98	\$102	\$98.4	\$97.4	\$93.6	\$101	\$97.1	\$102	\$102	\$112	\$105	\$113	\$106
Prior Year	\$94.2	\$93.6	\$89	\$98.7	\$86.5	\$87.7	\$95.4	\$94.8	\$90.1	\$93.4	\$98.8	\$94.1	\$98
Percent Change from Prior Year	4%	9%	11%	-1%	8%	15%	2%	8%	14%	20%	6%	20%	8%

## 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



	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21
Avg List Price	\$190K	\$206K	\$199K	\$188K	\$186K	\$195K	\$189K	\$202K	\$196K	\$224K	\$205K	\$215K	\$192K
Avg Sales Price	\$186K	\$201K	\$193K	\$185K	\$180K	\$191K	\$185K	\$199K	\$195K	\$222K	\$204K	\$214K	\$189K
Avg Sales Price as a % of Avg List Price	98%	97%	97%	98%	97%	98%	98%	98%	99%	99%	100%	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:** 10/07/2021  
**Scheduled:** Yes  
**Report Date Range:** From 9/2020 To: 9/2021

### 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 9/2021 data

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

