



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	Oct 2021	Oct 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	302	281	+7.5%	2,879	2,755	+4.5%
New Listing Volume	\$69,790,179	\$57,613,374	+21.1%	\$609,559,064	\$550,522,405	+10.7%
Active Listing Count	353	510	-30.8%	N/A	N/A	
Active Listing Volume	\$87,638,000	\$123,373,498	-29%	N/A	N/A	
Average Listing Price	\$248,266	\$241,909	+2.6%	\$251,809	\$226,682	+11.1%
Months of Inventory	1.3	1.7	-25.9%	1.5	2.7	-46%
Sales Activity Charts Metrics						
Closed Sales Count	283	294	-3.7%	2,526	2,294	+10.1%
Closed Sales Volume	\$61,165,906	\$58,957,162	+3.7%	\$509,493,260	\$417,228,025	+22.1%
Average Sales Price	\$216,134	\$200,535	+7.8%	\$201,700	\$181,878	+10.9%
Average Sales Price per Sq Ft	\$111	\$102	+9.1%	\$105	\$95	+11%



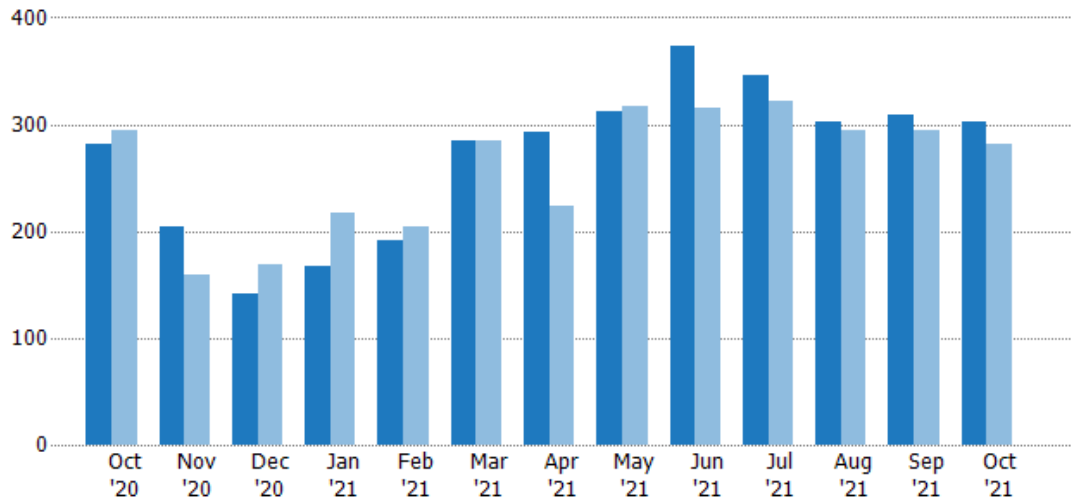
New Listings

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.
Oct '21	302	7.5%
Oct '20	281	-4.7%
Oct '19	295	-4.7%



Current Year	281	204	142	167	192	284	292	312	373	346	302	309	302
Prior Year	295	159	169	217	205	285	223	317	316	322	294	295	281
Percent Change from Prior Year	-5%	28%	-16%	-23%	-6%	0%	31%	-2%	18%	7%	3%	5%	7%

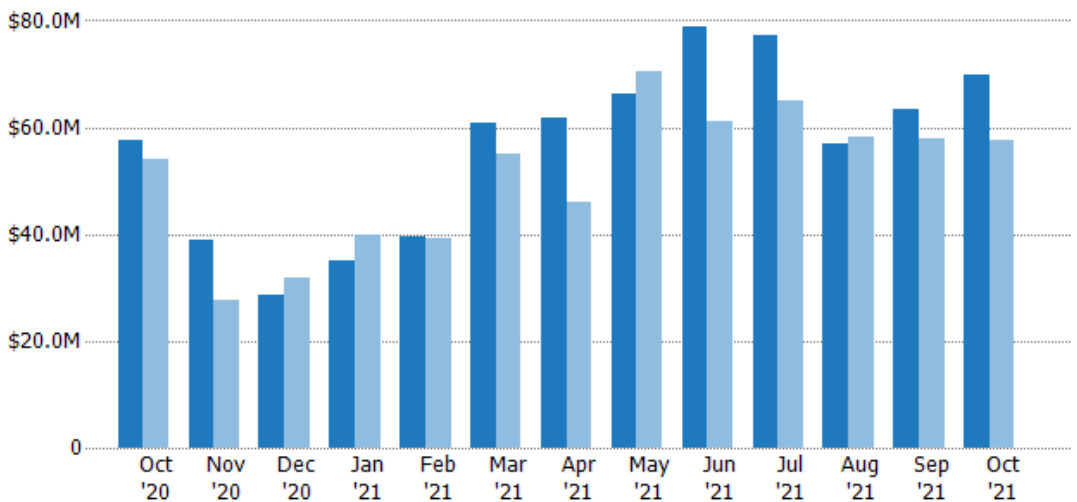
New Listing Volume

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.
Oct '21	\$69.8M	21.1%
Oct '20	\$57.6M	6.7%
Oct '19	\$54M	-3%



Current Year	\$57.6M	\$39.1M	\$28.5M	\$35M	\$39.5M	\$60.8M	\$61.7M	\$66.4M	\$78.8M	\$77.4M	\$56.9M	\$63.2M	\$69.8M
Prior Year	\$54M	\$27.5M	\$31.9M	\$39.7M	\$39.4M	\$54.9M	\$45.9M	\$70.6M	\$61.2M	\$64.9M	\$58.3M	\$58.1M	\$57.6M
Percent Change from Prior Year	7%	42%	-11%	-12%	0%	11%	35%	-6%	29%	19%	-2%	9%	21%



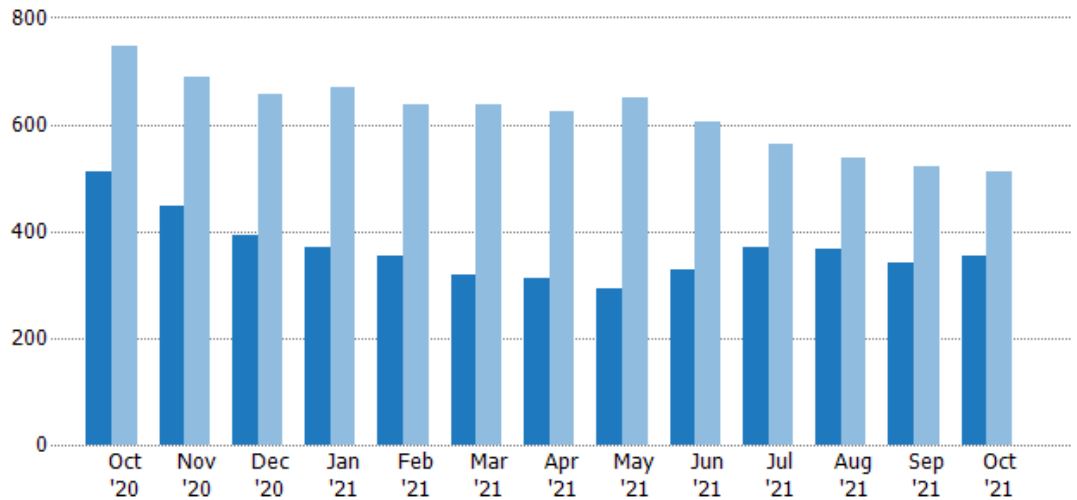
Active Listings

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.
Oct '21	353	-30.8%
Oct '20	510	-31.6%
Oct '19	746	-4.3%



Current Year	510	446	393	370	354	318	311	291	327	369	366	342	353
Prior Year	746	690	658	670	637	637	623	651	605	564	537	521	510
Percent Change from Prior Year	-32%	-35%	-40%	-45%	-44%	-50%	-50%	-55%	-46%	-35%	-32%	-34%	-31%

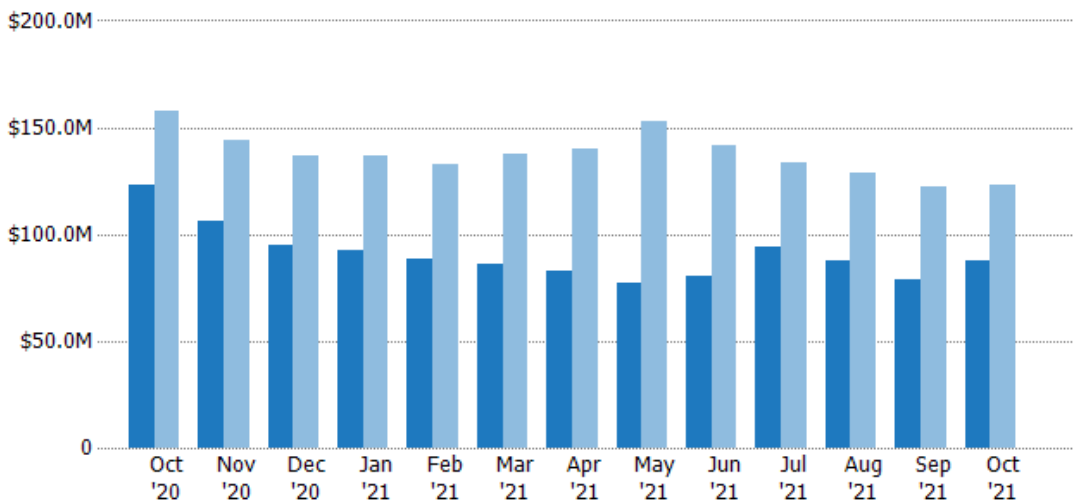
Active Listing Volume

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.
Oct '21	\$87.6M	-29%
Oct '20	\$123M	-21.9%
Oct '19	\$158M	-4.7%



Current Year	\$123M	\$106M	\$94.9M	\$92.7M	\$88.6M	\$86.1M	\$82.9M	\$77.4M	\$80.5M	\$94.2M	\$87.4M	\$78.9M	\$87.6M
Prior Year	\$158M	\$144M	\$137M	\$137M	\$133M	\$138M	\$140M	\$153M	\$141M	\$133M	\$129M	\$122M	\$123M
Percent Change from Prior Year	-22%	-26%	-31%	-32%	-33%	-37%	-41%	-50%	-43%	-29%	-32%	-36%	-29%



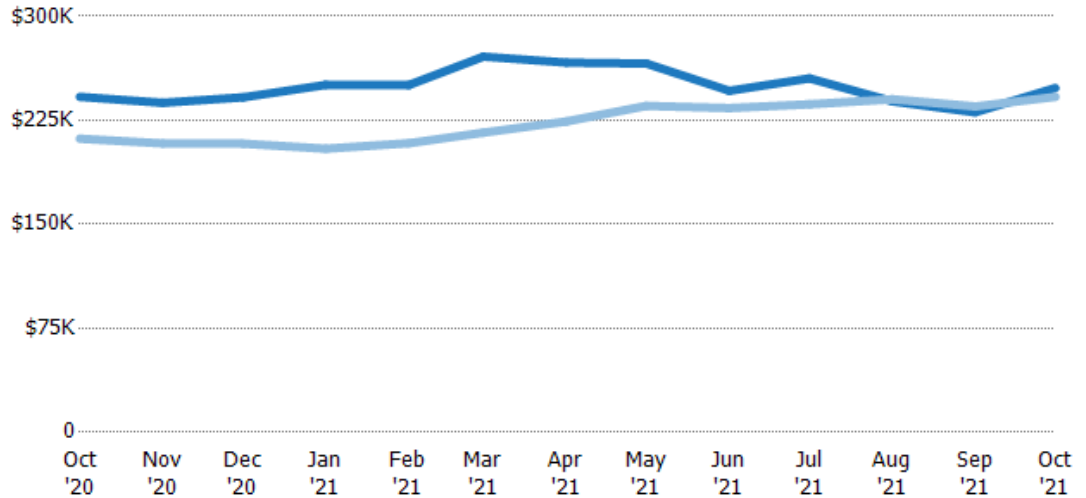
Average Listing Price

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.
Oct '21	\$248K	2.6%
Oct '20	\$242K	14.3%
Oct '19	\$212K	-0.4%



Current Year	\$242K	\$238K	\$242K	\$251K	\$250K	\$271K	\$267K	\$266K	\$246K	\$255K	\$239K	\$231K	\$248K
Prior Year	\$212K	\$208K	\$208K	\$205K	\$208K	\$216K	\$224K	\$235K	\$234K	\$236K	\$240K	\$235K	\$242K
Percent Change from Prior Year	14%	14%	16%	23%	20%	25%	19%	13%	5%	8%	-1%	-2%	3%

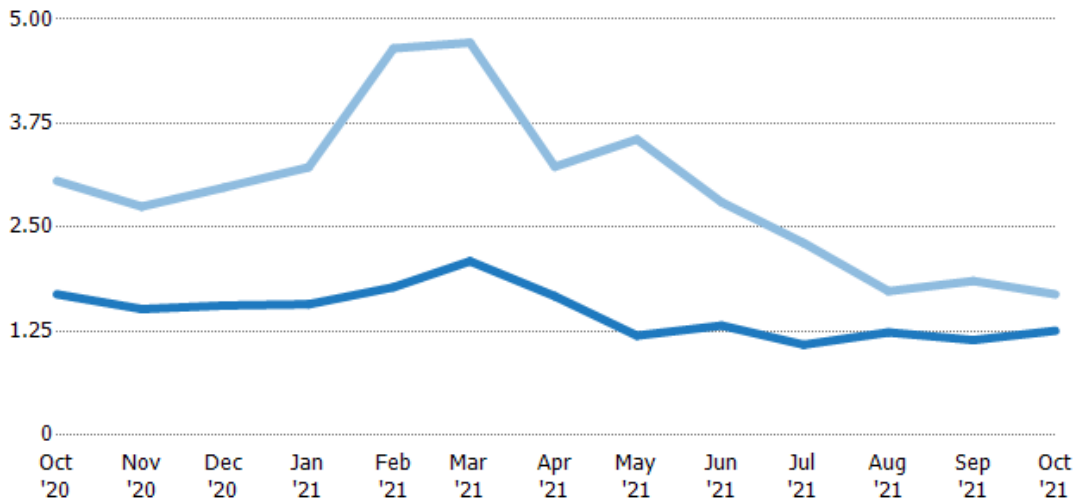
Months of Inventory

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.
Oct '21	1.26	-25.9%
Oct '20	1.69	-44.6%
Oct '19	3.06	8.6%



Current Year	1.69	1.52	1.56	1.57	1.78	2.09	1.67	1.2	1.32	1.09	1.24	1.14	1.26
Prior Year	3.06	2.75	2.98	3.22	4.65	4.72	3.23	3.56	2.8	2.31	1.73	1.85	1.69
Percent Change from Prior Year	-45%	-45%	-48%	-51%	-62%	-56%	-48%	-66%	-53%	-53%	-29%	-38%	-26%



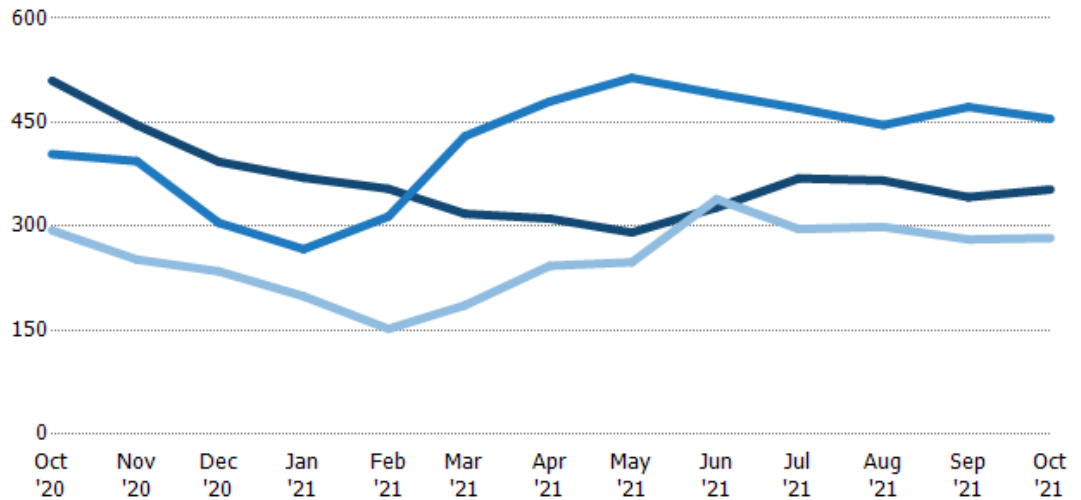


Active/Pending/Sold Units

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



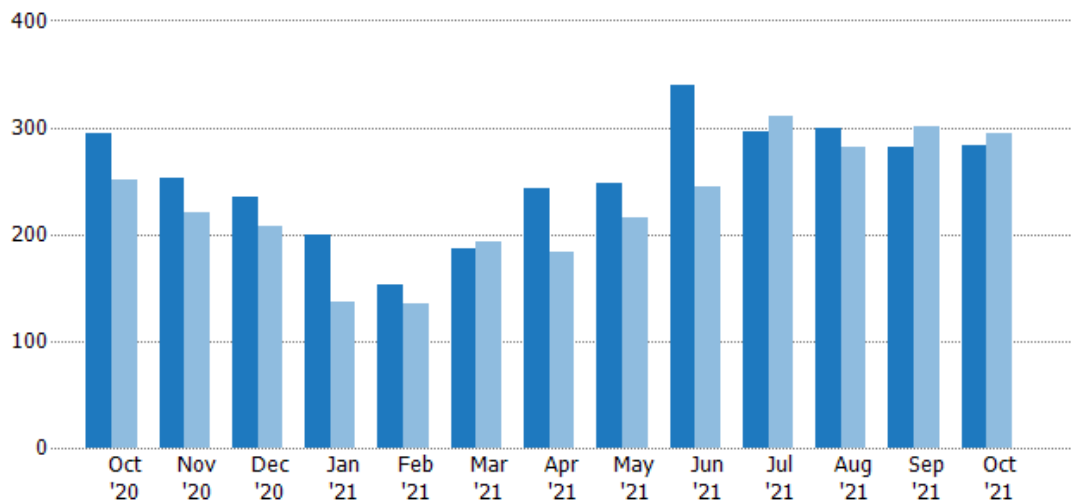
Active	510	446	393	370	354	318	311	291	327	369	366	342	353
Pending	404	394	305	267	314	430	480	514	491	470	446	472	455
Sold	294	252	235	199	152	186	243	248	339	296	299	281	283

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.
Oct '21	283	-3.7%
Oct '20	294	17.1%
Oct '19	251	-6%

Current Year	294	252	235	199	152	186	243	248	339	296	299	281	283
Prior Year	251	221	208	137	135	193	183	216	244	310	281	301	294
Percent Change from Prior Year	17%	14%	13%	45%	13%	-4%	33%	15%	39%	-5%	6%	-7%	-4%





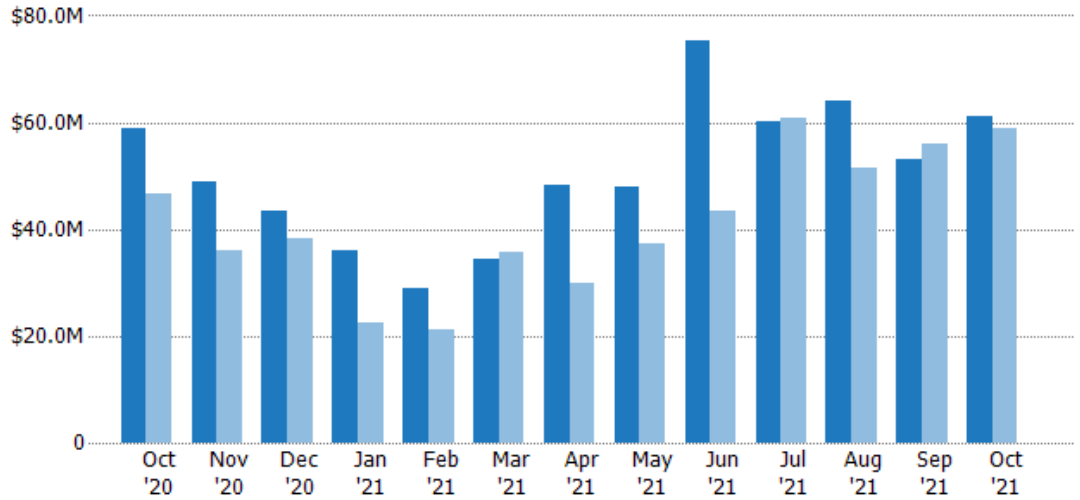
Closed Sales Volume

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.
Oct '21	\$61.2M	3.7%
Oct '20	\$59M	26.1%
Oct '19	\$46.8M	-22.3%



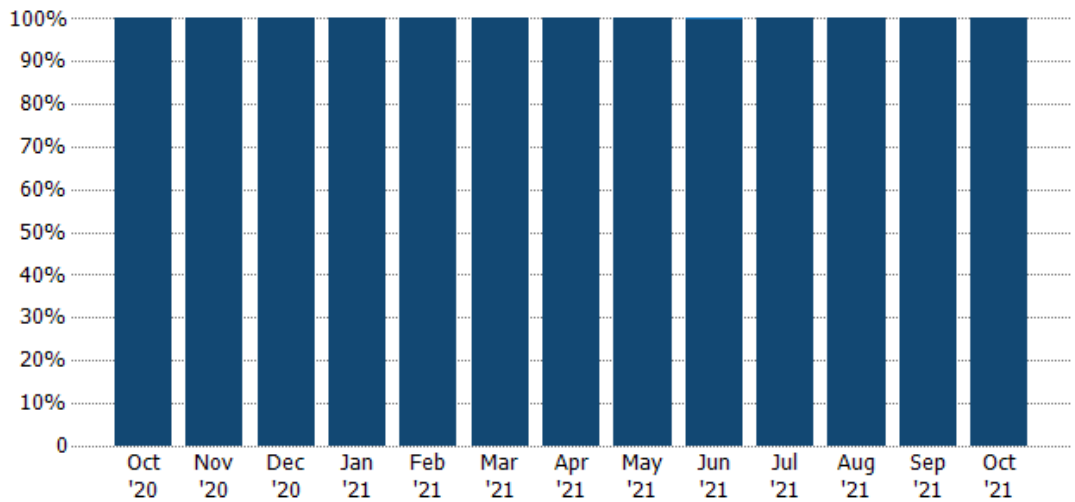
Current Year	\$59M	\$48.7M	\$43.5M	\$35.9M	\$29.1M	\$34.5M	\$48.2M	\$47.9M	\$75.3M	\$60.3M	\$64M	\$53.2M	\$61.2M
Prior Year	\$46.8M	\$36M	\$38.2M	\$22.4M	\$21.3M	\$35.8M	\$29.8M	\$37.3M	\$43.3M	\$60.9M	\$51.6M	\$56.1M	\$59M
Percent Change from Prior Year	26%	35%	14%	60%	36%	-4%	62%	29%	74%	-1%	24%	-5%	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%

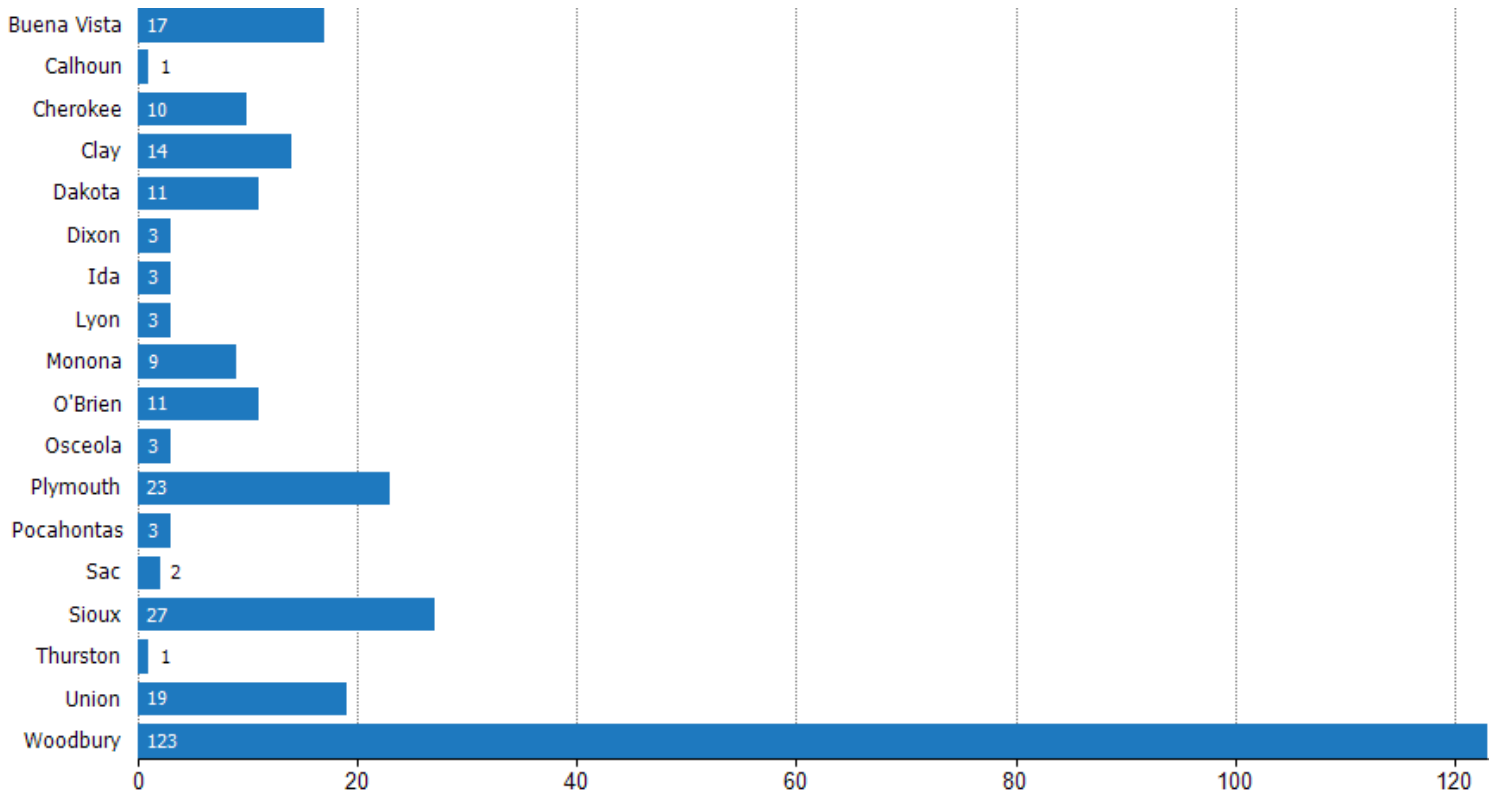




Closed Sales (By County)

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

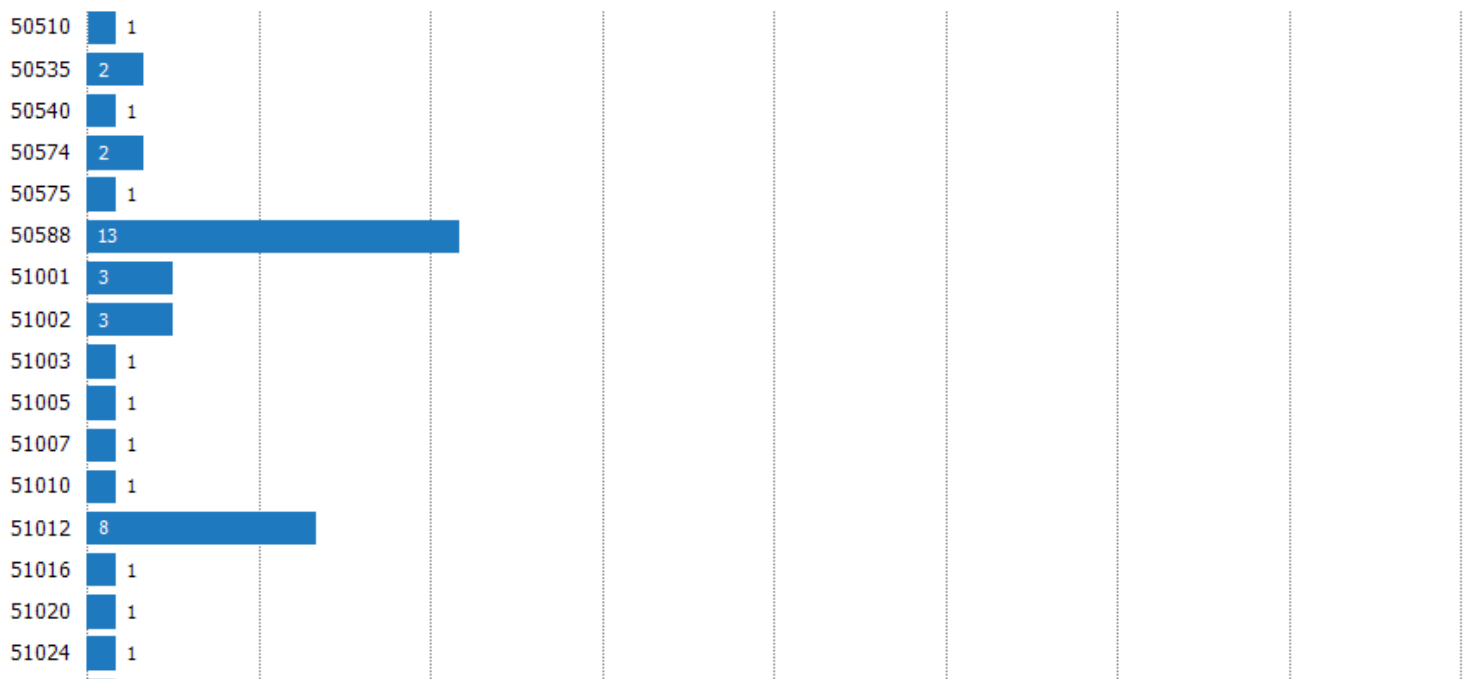
Filters Used: Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Multifamily/Multiplex, Other Residential, Single Family



Closed Sales (By Zip)

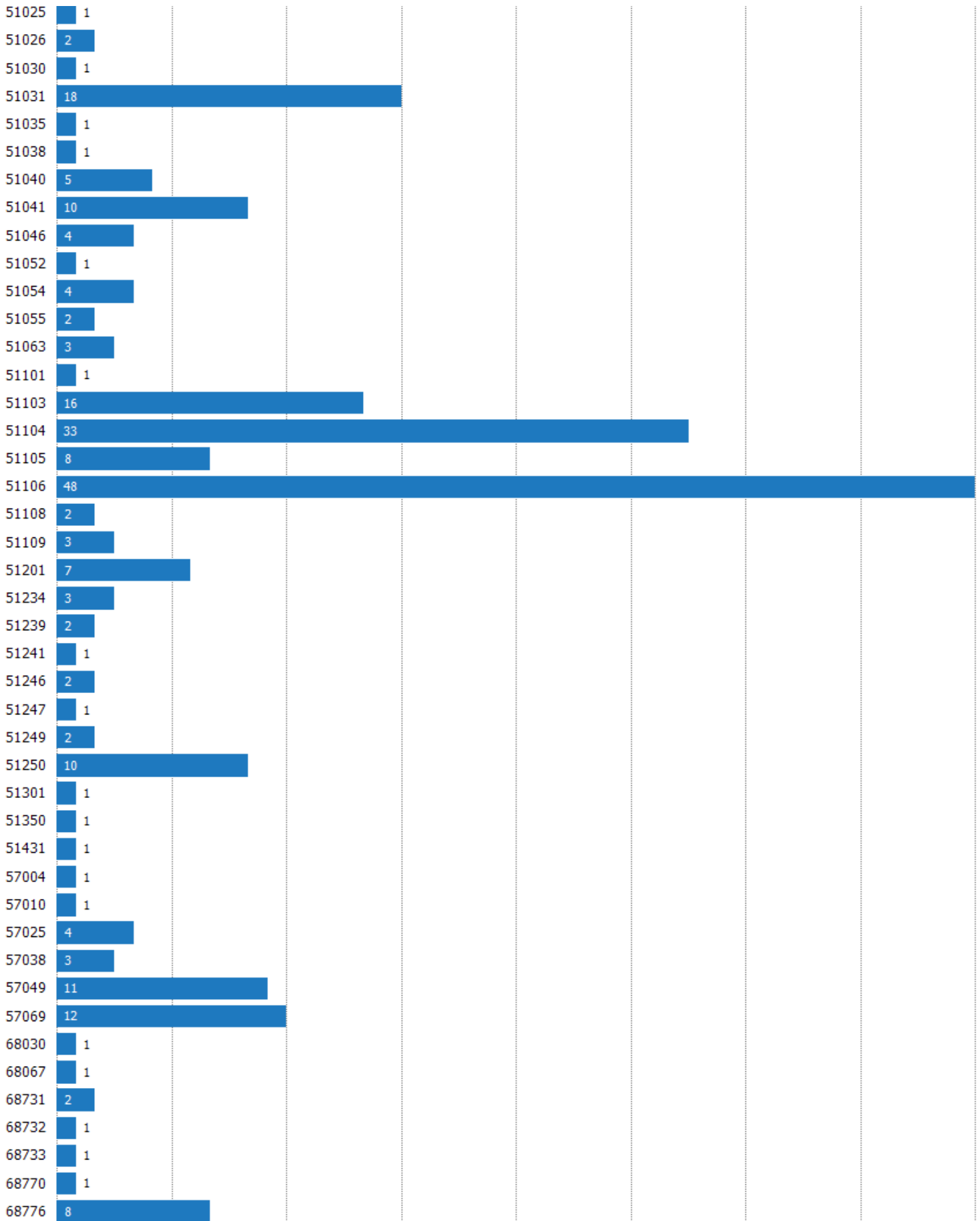
The total number of residential properties sold during the last month by zip.

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





Market Data Report





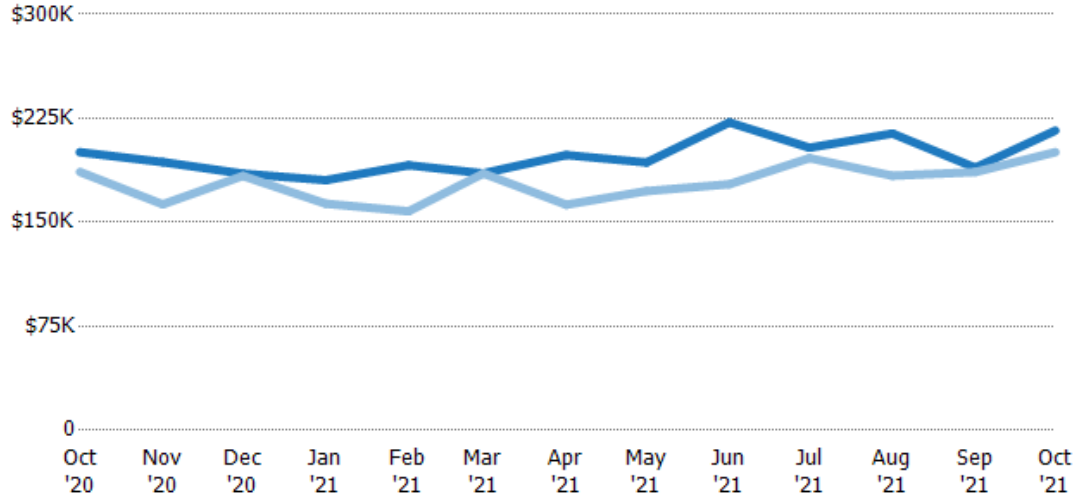
Average Sales Price

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.
Oct '21	\$216K	7.8%
Oct '20	\$201K	7.6%
Oct '19	\$186K	-17.4%



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$201K	\$193K	\$185K	\$180K	\$191K	\$185K	\$199K	\$193K	\$222K	\$204K	\$214K	\$189K	\$216K
Prior Year	\$186K	\$163K	\$183K	\$163K	\$158K	\$185K	\$163K	\$172K	\$177K	\$196K	\$184K	\$186K	\$201K
Percent Change from Prior Year	8%	19%	1%	10%	21%	0%	22%	12%	25%	4%	17%	2%	8%



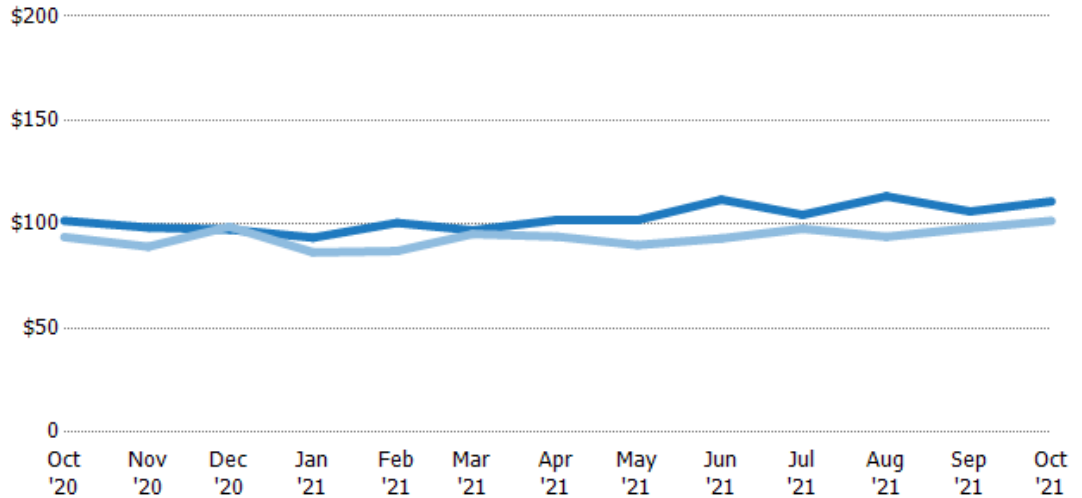


Average Sales Price per Sq Ft

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



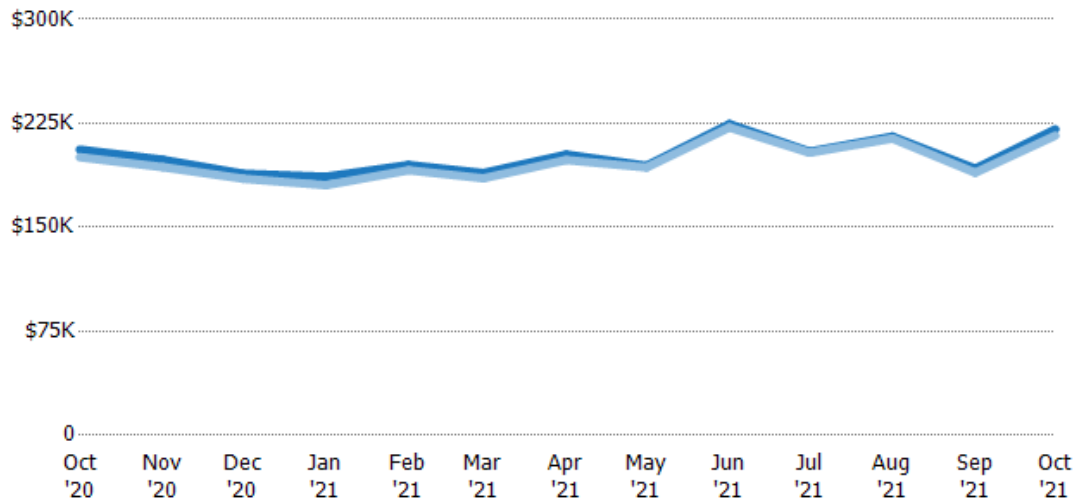
	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Current Year	\$102	\$98.4	\$97.4	\$93.6	\$101	\$97.1	\$102	\$102	\$112	\$105	\$113	\$106	\$111
Prior Year	\$93.8	\$89.2	\$98.8	\$86.5	\$87.1	\$95.3	\$94.1	\$90	\$93.2	\$97.8	\$94	\$98.1	\$102
Percent Change from Prior Year	8%	10%	-1%	8%	16%	2%	8%	13%	20%	7%	21%	8%	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



	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21
Avg List Price	\$206K	\$199K	\$189K	\$186K	\$195K	\$189K	\$202K	\$194K	\$224K	\$205K	\$215K	\$192K	\$221K
Avg Sales Price	\$201K	\$193K	\$185K	\$180K	\$191K	\$185K	\$199K	\$193K	\$222K	\$204K	\$214K	\$189K	\$216K
Avg Sales Price as a % of Avg List Price	97%	97%	98%	97%	98%	98%	98%	99%	99%	100%	99%	98%	98%





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: 11/06/2021

Scheduled: Yes

Report Date Range: From 10/2020 To: 10/2021

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 10/2021 data

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

