



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	Nov 2021	Nov 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	202	207	-2.4%	3,095	2,970	+4.2%
New Listing Volume	\$41,850,673	\$39,227,967	+6.7%	\$655,625,084	\$591,397,572	+10.9%
Active Listing Count	312	449	-30.5%	N/A	N/A	
Active Listing Volume	\$80,222,407	\$106,078,920	-24.4%	N/A	N/A	
Average Listing Price	\$257,123	\$236,256	+8.8%	\$251,963	\$226,784	+11.1%
Months of Inventory	1.1	1.5	-30%	1.5	2.7	-45.9%
Sales Activity Charts Metrics						
Closed Sales Count	256	252	+1.6%	2,805	2,547	+10.1%
Closed Sales Volume	\$54,078,754	\$48,456,477	+11.6%	\$568,494,744	\$466,299,307	+21.9%
Average Sales Price	\$211,245	\$192,288	+9.9%	\$202,672	\$183,078	+10.7%
Average Sales Price per Sq Ft	\$114	\$99	+15.1%	\$106	\$95	+11.4%



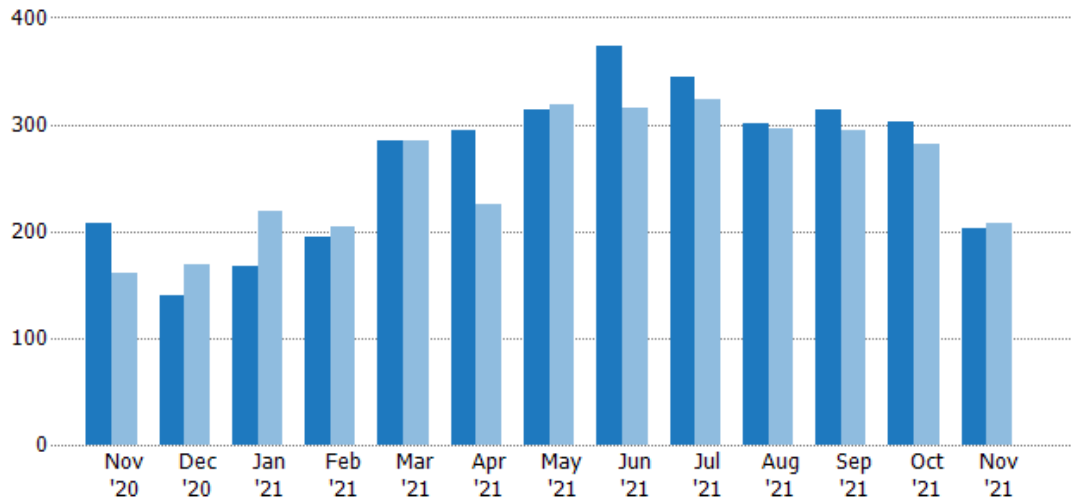
New Listings

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.
Nov '21	202	-2.4%
Nov '20	207	28.6%
Nov '19	161	28%



Current Year	207	140	168	195	285	295	314	374	345	301	313	303	202
Prior Year	161	169	218	205	285	225	318	316	324	296	295	281	207
Percent Change from Prior Year	29%	-17%	-23%	-5%	0%	31%	-1%	18%	6%	2%	6%	8%	-2%

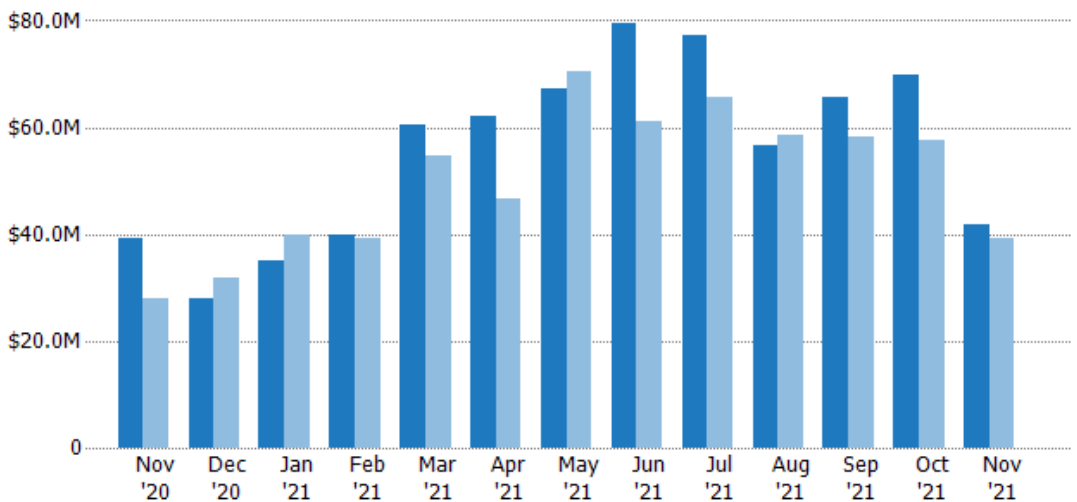
New Listing Volume

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.
Nov '21	\$41.9M	6.7%
Nov '20	\$39.2M	40.6%
Nov '19	\$27.9M	26.3%



Current Year	\$39.2M	\$27.9M	\$35.2M	\$39.9M	\$60.6M	\$62.3M	\$67.1M	\$79.3M	\$77.3M	\$56.7M	\$65.6M	\$69.8M	\$41.9M
Prior Year	\$27.9M	\$31.9M	\$39.7M	\$39.3M	\$54.8M	\$46.5M	\$70.6M	\$61.1M	\$65.6M	\$58.6M	\$58.3M	\$57.6M	\$39.2M
Percent Change from Prior Year	41%	-13%	-12%	2%	11%	34%	-5%	30%	18%	-3%	13%	21%	7%





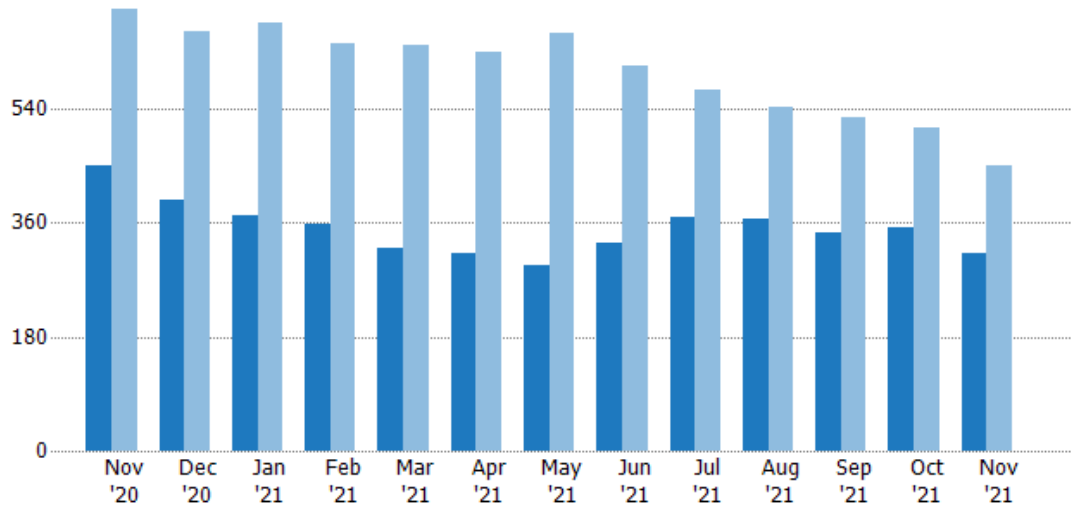
Active Listings

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.
Nov '21	312	-30.5%
Nov '20	449	-35.5%
Nov '19	696	-0.4%



Current Year	449	395	371	357	319	313	293	329	369	366	345	352	312
Prior Year	696	663	675	642	641	630	658	607	569	542	525	509	449
Percent Change from Prior Year	-35%	-40%	-45%	-44%	-50%	-50%	-55%	-46%	-35%	-32%	-34%	-31%	-31%

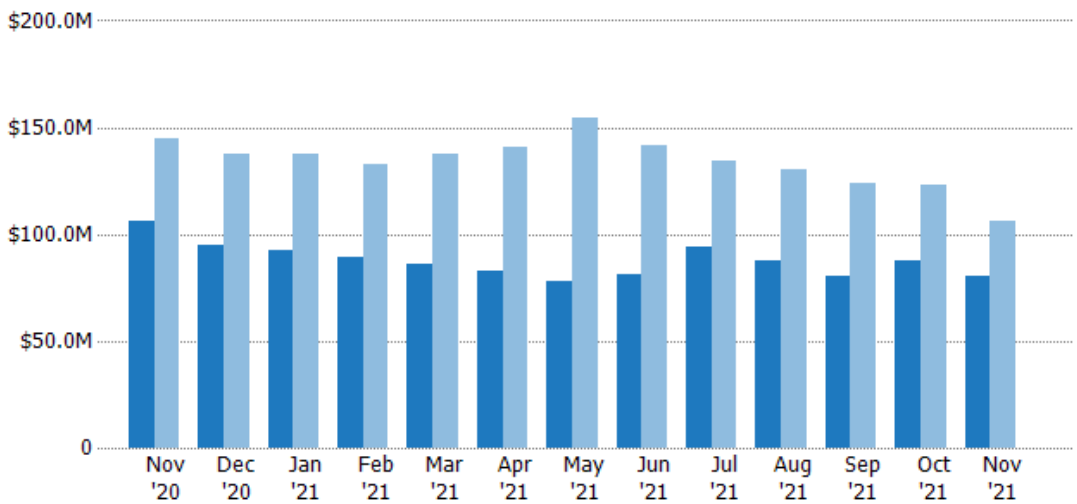
Active Listing Volume

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.
Nov '21	\$80.2M	-24.4%
Nov '20	\$106M	-26.7%
Nov '19	\$145M	-0.9%



Current Year	\$106M	\$94.9M	\$92.6M	\$88.9M	\$86.1M	\$83.1M	\$77.6M	\$80.8M	\$94.3M	\$87.3M	\$80M	\$87.9M	\$80.2M
Prior Year	\$145M	\$138M	\$138M	\$133M	\$138M	\$141M	\$154M	\$141M	\$134M	\$130M	\$123M	\$123M	\$106M
Percent Change from Prior Year	-27%	-31%	-33%	-33%	-38%	-41%	-50%	-43%	-30%	-33%	-35%	-29%	-24%





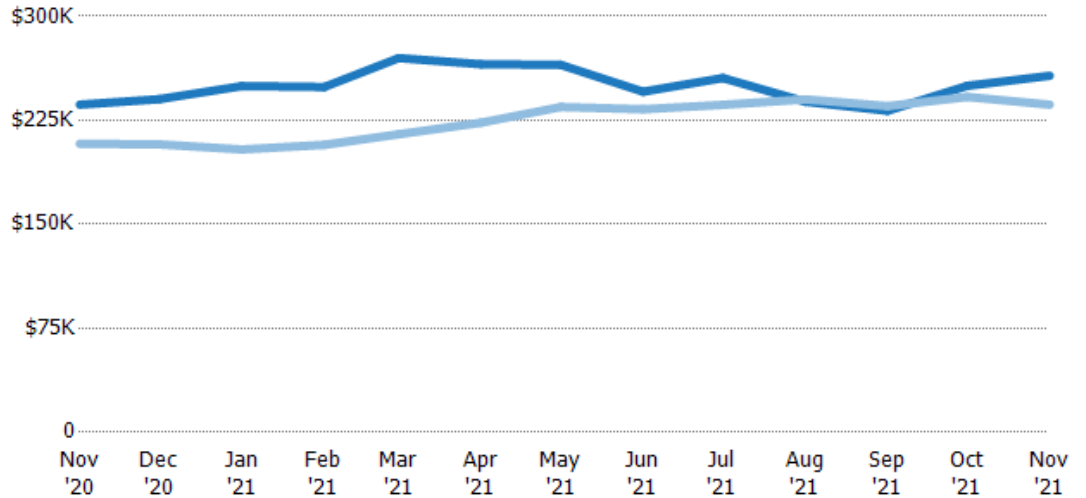
Average Listing Price

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.
Nov '21	\$257K	8.8%
Nov '20	\$236K	13.6%
Nov '19	\$208K	-0.5%



Current Year	\$236K	\$240K	\$250K	\$249K	\$270K	\$265K	\$265K	\$246K	\$255K	\$238K	\$232K	\$250K	\$257K
Prior Year	\$208K	\$208K	\$204K	\$207K	\$215K	\$223K	\$235K	\$233K	\$236K	\$240K	\$235K	\$242K	\$236K
Percent Change from Prior Year	14%	16%	22%	20%	26%	19%	13%	5%	8%	-1%	-1%	3%	9%

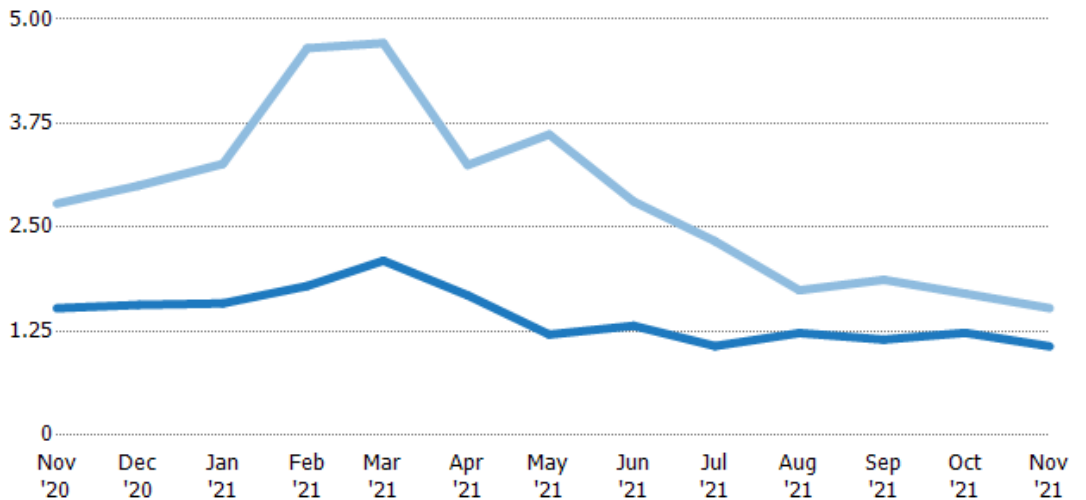
Months of Inventory

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.
Nov '21	1.07	-30%
Nov '20	1.53	-45.1%
Nov '19	2.78	7.8%



Current Year	1.53	1.57	1.59	1.79	2.1	1.68	1.21	1.32	1.07	1.23	1.15	1.23	1.07
Prior Year	2.78	3	3.26	4.65	4.71	3.25	3.62	2.81	2.33	1.74	1.87	1.7	1.53
Percent Change from Prior Year	-45%	-48%	-51%	-61%	-55%	-48%	-67%	-53%	-54%	-30%	-38%	-28%	-30%



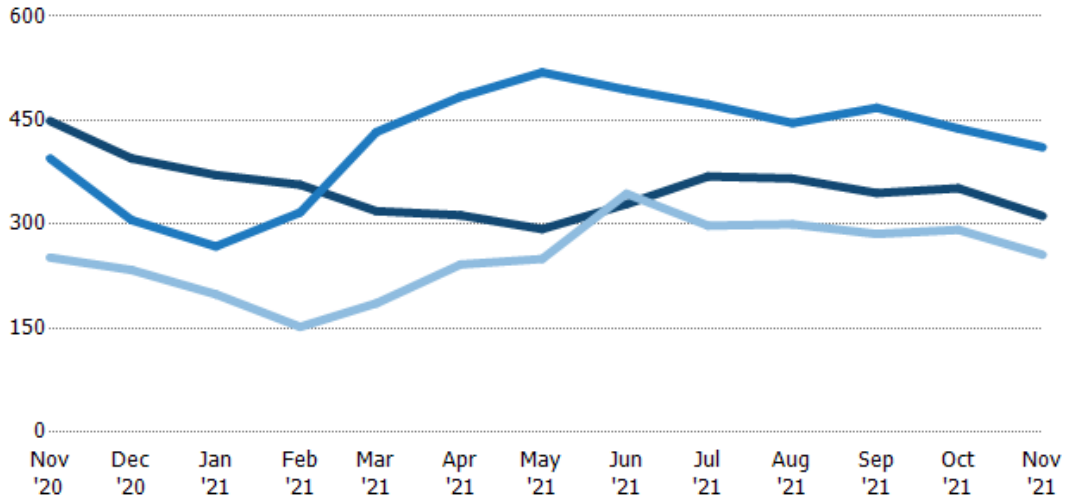


Active/Pending/Sold Units

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



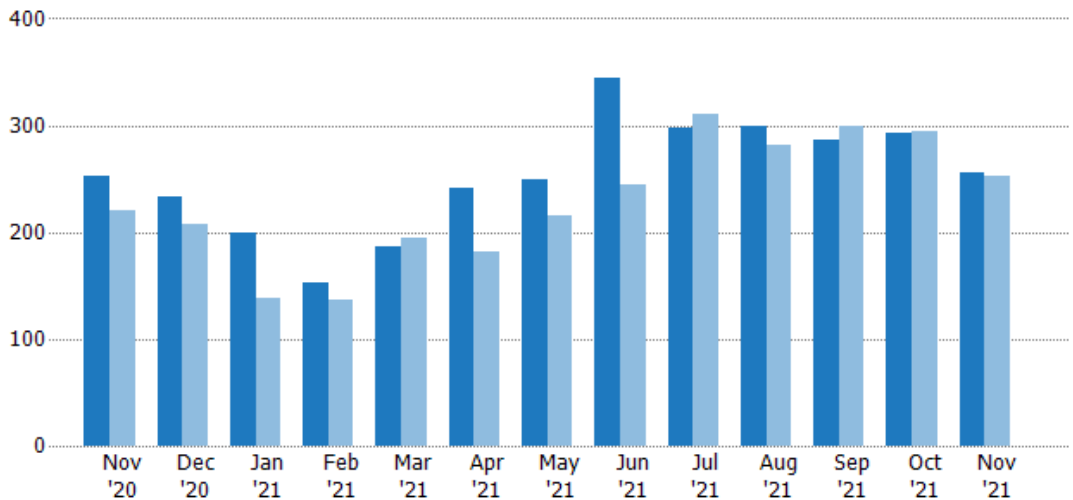
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Active	449	395	371	357	319	313	293	329	369	366	345	352	312
Pending	395	306	268	317	433	484	519	494	473	446	468	438	411
Sold	252	234	199	152	186	242	250	344	298	300	286	292	256

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.
Nov '21	256	1.6%
Nov '20	252	14%
Nov '19	221	14.9%

	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	252	234	199	152	186	242	250	344	298	300	286	292	256
Prior Year	221	207	138	136	194	182	216	244	311	281	299	294	252
Percent Change from Prior Year	14%	13%	44%	12%	-4%	33%	16%	41%	-4%	7%	-4%	-1%	2%



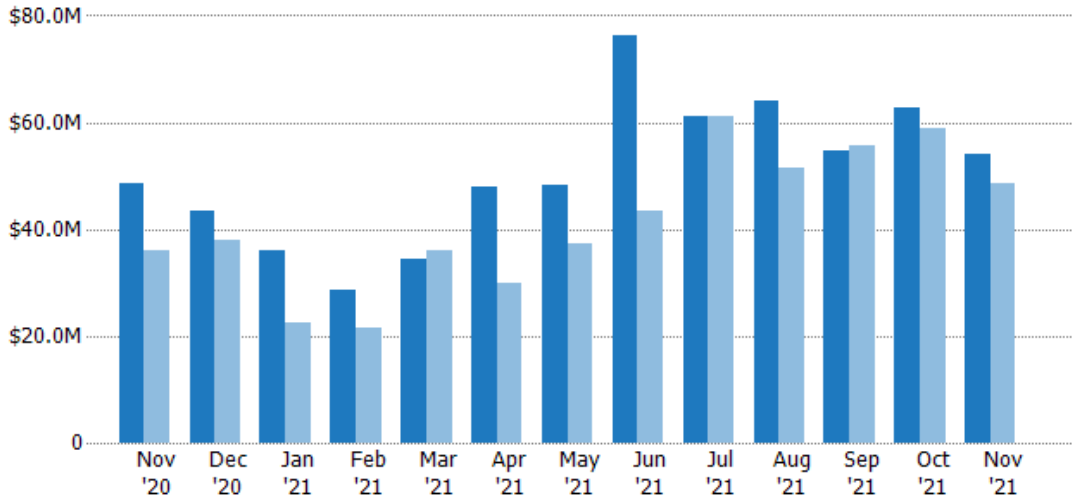


Closed Sales Volume

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.
Nov '21	\$54.1M	11.6%
Nov '20	\$48.5M	35.1%
Nov '19	\$35.9M	20.3%

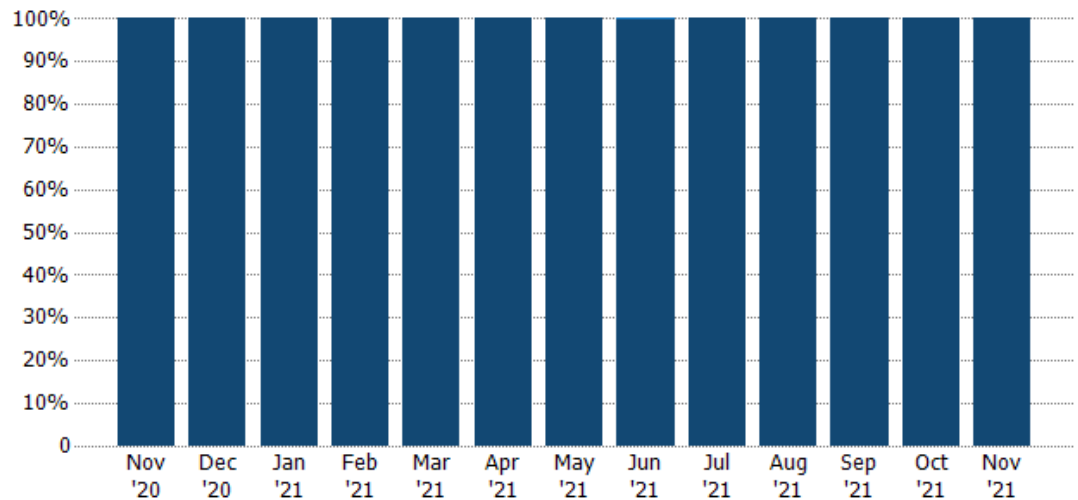
Current Year	\$48.5M	\$43.3M	\$35.9M	\$28.7M	\$34.5M	\$48.1M	\$48.2M	\$76.3M	\$61.1M	\$64.1M	\$54.8M	\$62.7M	\$54.1M
Prior Year	\$35.9M	\$38.1M	\$22.5M	\$21.5M	\$35.9M	\$29.8M	\$37.3M	\$43.4M	\$61.1M	\$51.5M	\$55.7M	\$59M	\$48.5M
Percent Change from Prior Year	35%	14%	59%	33%	-4%	61%	29%	76%	0%	24%	-2%	6%	12%

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%

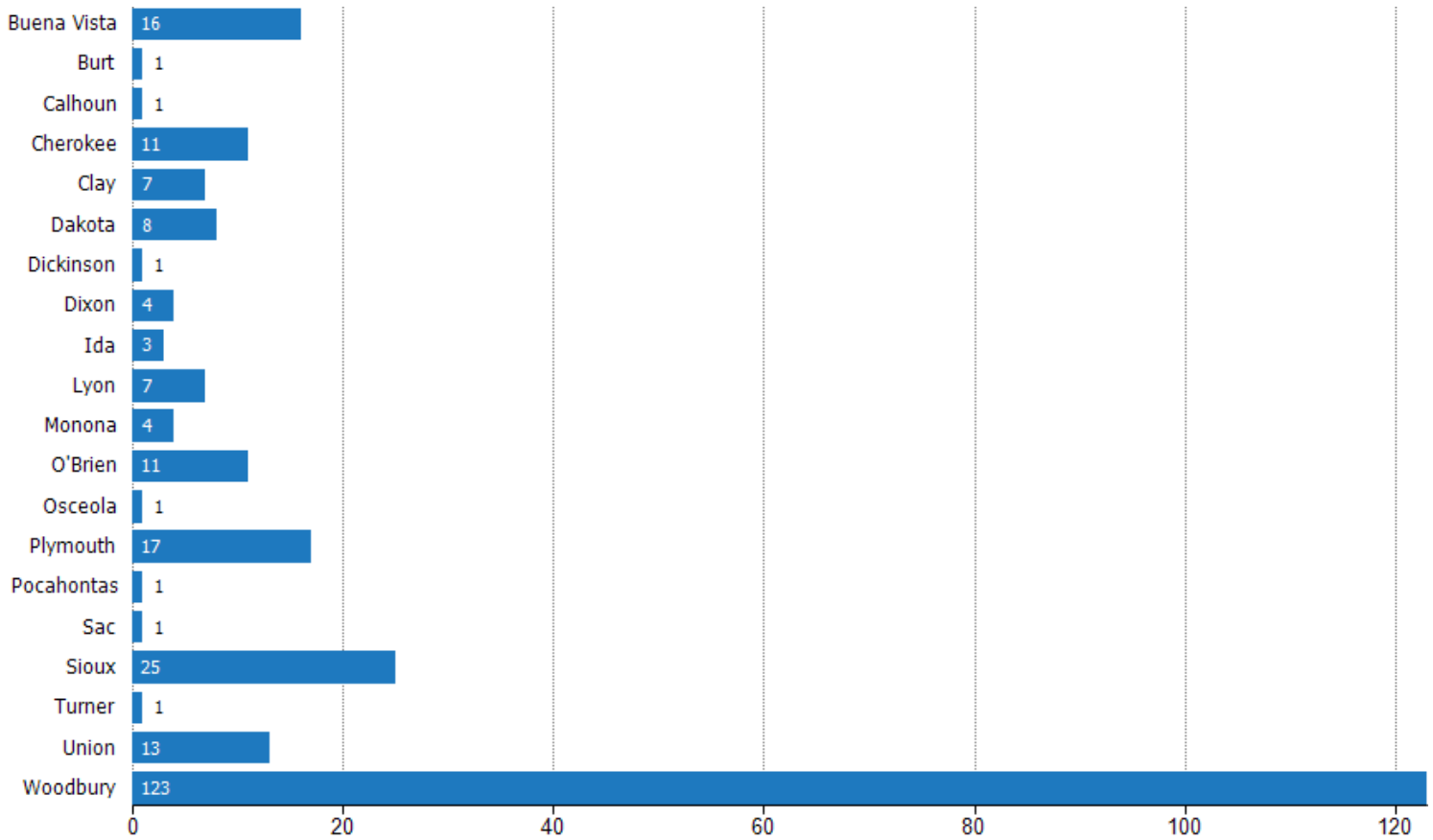




Closed Sales (By County)

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

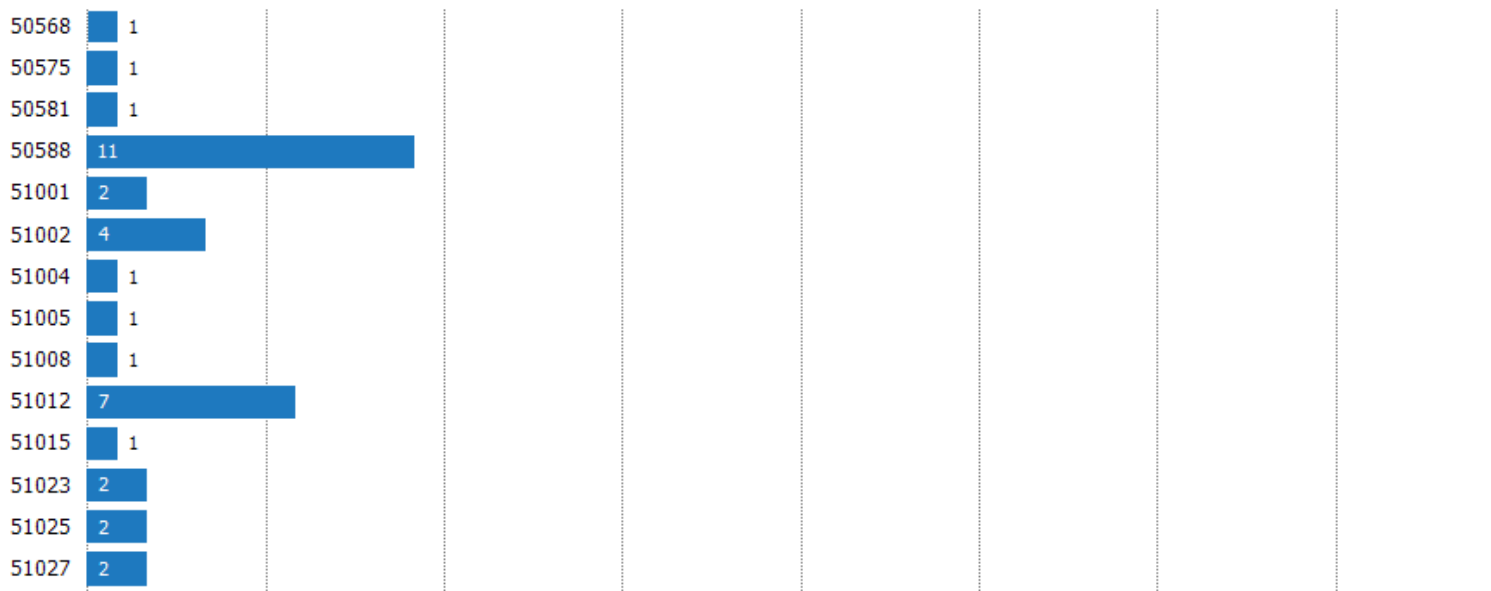
Filters Used: Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Multifamily/Multiplex, Other Residential, Single Family

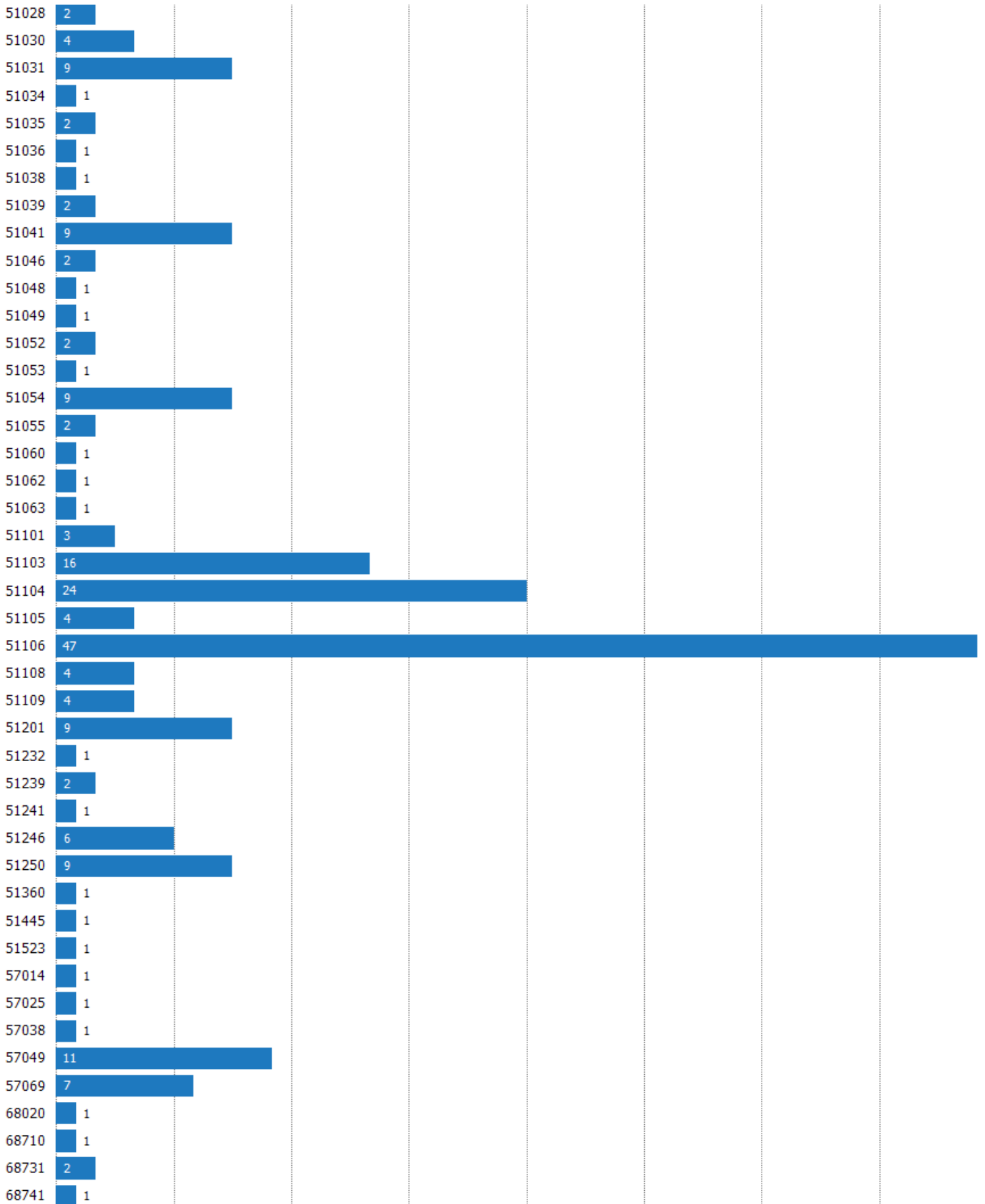


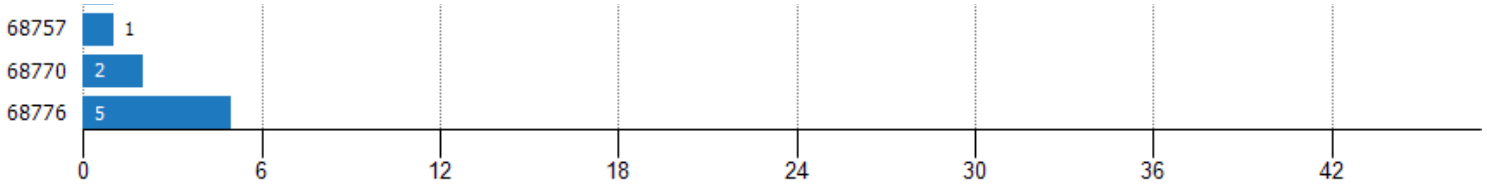
Closed Sales (By Zip)

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





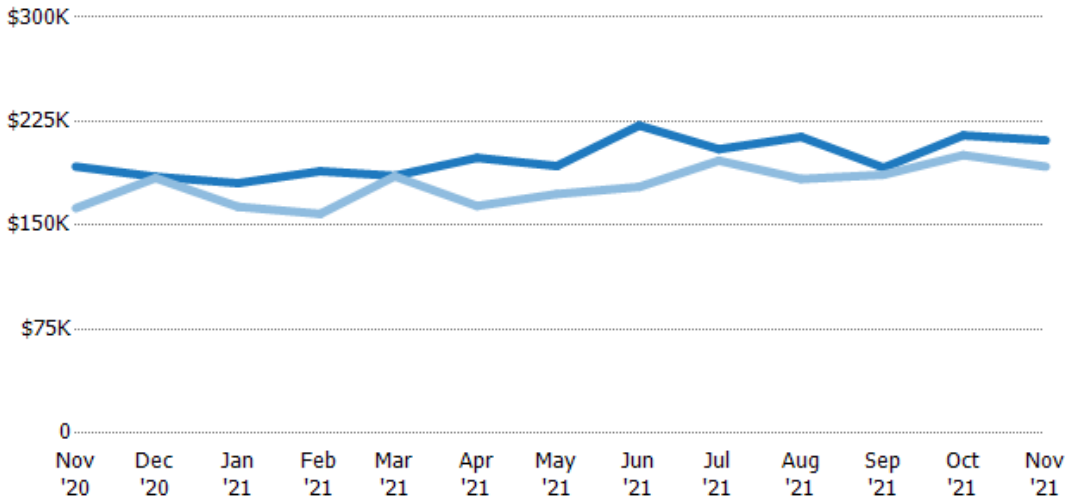


Average Sales Price

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.
Nov '21	\$211K	9.9%
Nov '20	\$192K	18.4%
Nov '19	\$162K	4.7%

	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$192K	\$185K	\$180K	\$189K	\$186K	\$199K	\$193K	\$222K	\$205K	\$214K	\$192K	\$215K	\$211K
Prior Year	\$162K	\$184K	\$163K	\$158K	\$185K	\$164K	\$172K	\$178K	\$197K	\$183K	\$186K	\$201K	\$192K
Percent Change from Prior Year	18%	1%	10%	19%	0%	21%	12%	25%	4%	17%	3%	7%	10%





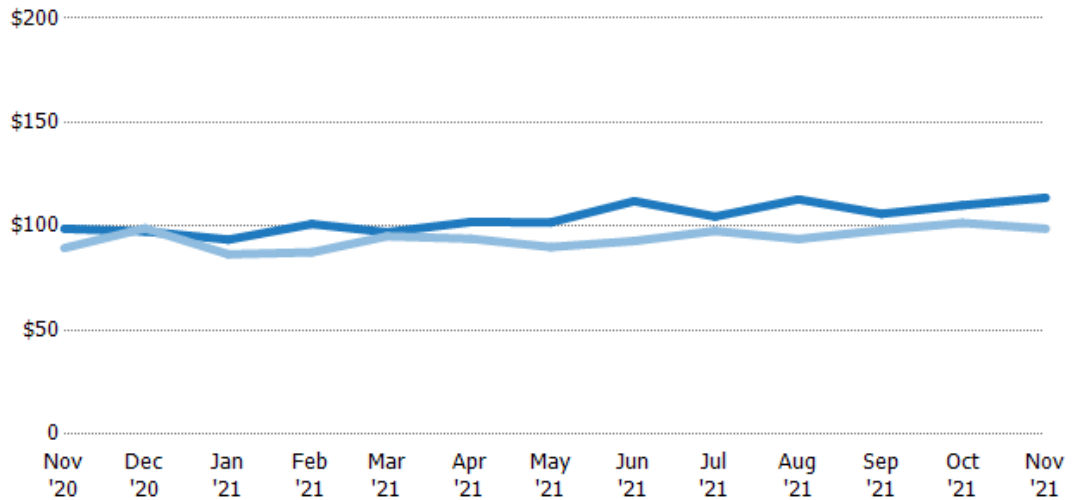
Average Sales Price per Sq Ft

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.
Nov '21	\$114	15.1%
Nov '20	\$98.8	10.3%
Nov '19	\$89.5	-4.8%



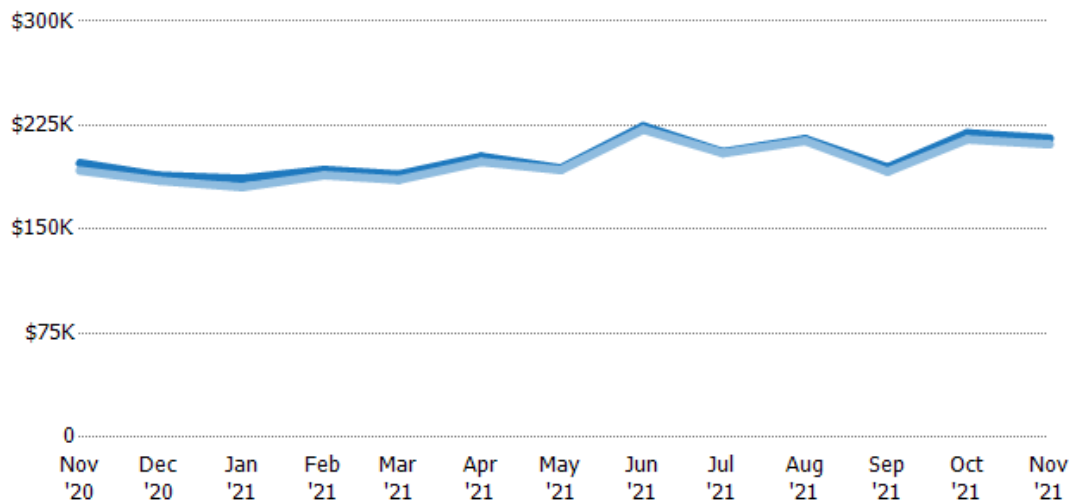
	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Current Year	\$98.8	\$97.5	\$93.6	\$101	\$97.2	\$102	\$102	\$112	\$105	\$113	\$106	\$110	\$114
Prior Year	\$89.5	\$99	\$86.5	\$87.5	\$95.2	\$94	\$90	\$92.9	\$97.7	\$93.8	\$98.1	\$102	\$98.8
Percent Change from Prior Year	10%	-2%	8%	16%	2%	9%	13%	21%	7%	20%	8%	8%	15%

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



	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21
Avg List Price	\$198K	\$189K	\$186K	\$193K	\$189K	\$202K	\$194K	\$224K	\$206K	\$215K	\$195K	\$219K	\$216K
Avg Sales Price	\$192K	\$185K	\$180K	\$189K	\$186K	\$199K	\$193K	\$222K	\$205K	\$214K	\$192K	\$215K	\$211K
Avg Sales Price as a % of Avg List Price	97%	98%	97%	98%	98%	98%	99%	99%	100%	99%	98%	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: 12/07/2021

Scheduled: Yes

Report Date Range: From 11/2020 To: 11/2021

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 11/2021 data

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

