



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	Mar 2022	Mar 2021	+ / -	YTD 2022	YTD 2021	+ / -
Listing Activity Charts Metrics						
New Listing Count	248	286	-13.3%	592	652	-9.2%
New Listing Volume	\$57,896,800	\$60,528,777	-4.3%	\$140,754,709	\$136,742,021	+2.9%
Active Listing Count	207	322	-35.7%	N/A	N/A	
Active Listing Volume	\$67,397,907	\$86,474,025	-22.1%	N/A	N/A	
Average Listing Price	\$325,594	\$268,553	+21.2%	\$315,564	\$254,504	+24%
Months of Inventory	1.5	2.1	-31.1%	1.2	2.3	-45%
Sales Activity Charts Metrics						
Closed Sales Count	167	187	-10.7%	487	532	-8.5%
Closed Sales Volume	\$32,766,762	\$34,782,715	-5.8%	\$96,404,142	\$98,482,176	-2.1%
Average Sales Price	\$196,208	\$186,004	+5.5%	\$197,955	\$185,117	+6.9%
Average Sales Price per Sq Ft	\$111	\$97	+13.7%	\$112	\$97	+15.9%





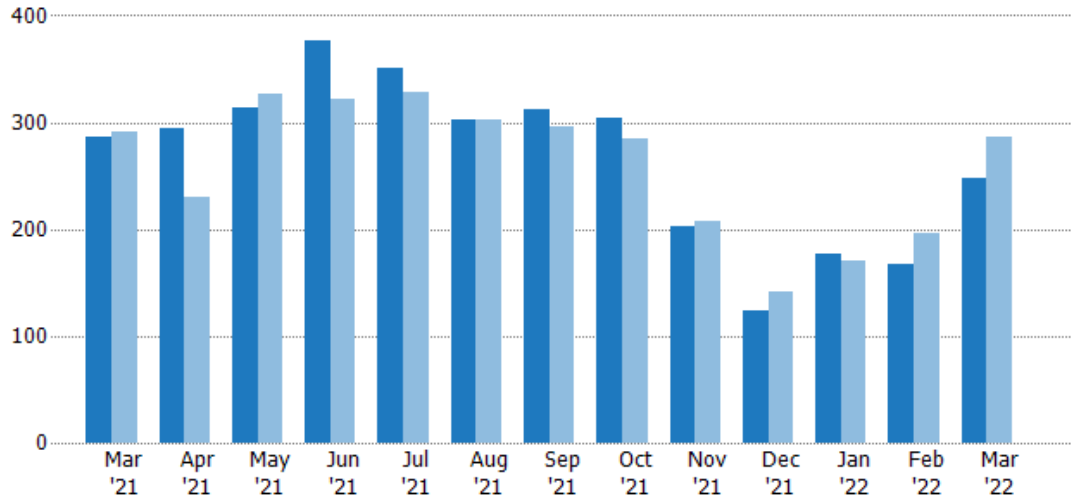
New Listings

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.
Mar '22	248	-13.3%
Mar '21	286	-1.7%
Mar '20	291	-16.5%



Current Year	286	295	314	376	350	302	312	304	202	123	177	167	248
Prior Year	291	230	327	321	328	302	296	285	207	141	170	196	286
Percent Change from Prior Year	-2%	28%	-4%	17%	7%	0%	5%	7%	-2%	-13%	4%	-15%	-13%

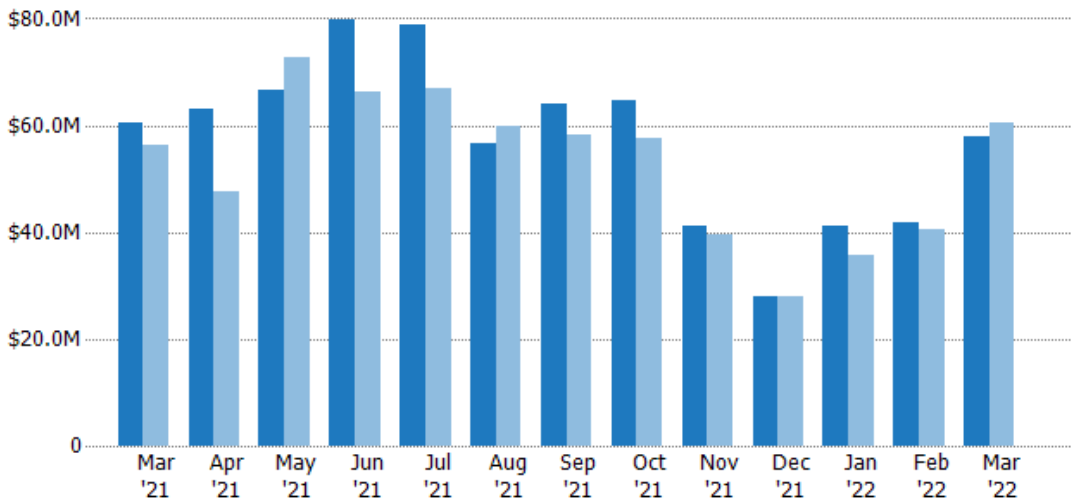
New Listing Volume

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.
Mar '22	\$57.9M	-4.3%
Mar '21	\$60.5M	7.5%
Mar '20	\$56.3M	-14%



Current Year	\$60.5M	\$62.9M	\$66.7M	\$79.8M	\$78.7M	\$56.8M	\$63.9M	\$64.6M	\$41.3M	\$28.1M	\$41.2M	\$41.7M	\$57.9M
Prior Year	\$56.3M	\$47.5M	\$72.8M	\$66.3M	\$66.9M	\$59.9M	\$58.3M	\$57.7M	\$39.5M	\$28M	\$35.6M	\$40.6M	\$60.5M
Percent Change from Prior Year	8%	32%	-8%	20%	18%	-5%	10%	12%	5%	0%	16%	3%	-4%





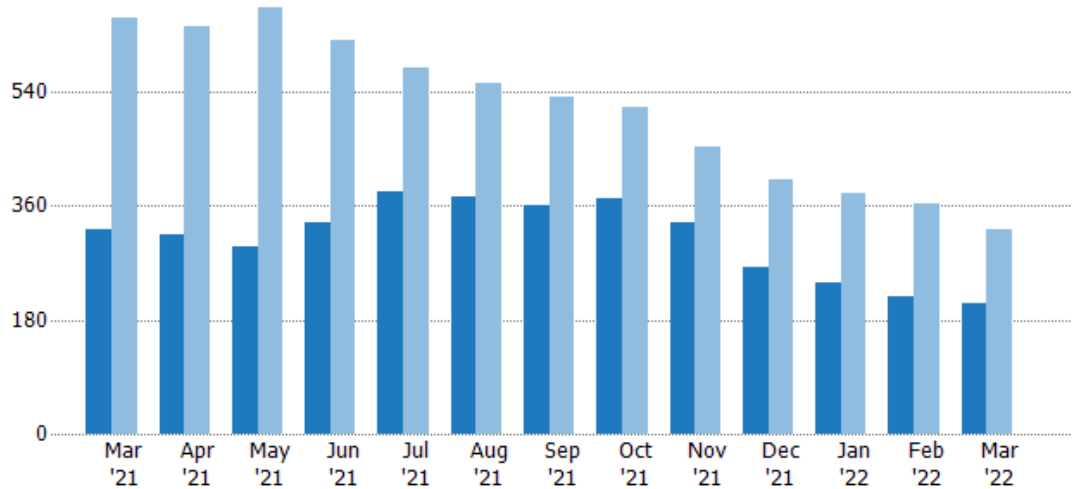
Active Listings

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.
Mar '22	207	-35.7%
Mar '21	322	-50.9%
Mar '20	656	-4.7%



Current Year	322	315	296	333	381	375	361	371	334	264	239	216	207
Prior Year	656	644	672	620	578	554	533	516	453	401	380	362	322
Percent Change from Prior Year	-51%	-51%	-56%	-46%	-34%	-32%	-32%	-28%	-26%	-34%	-37%	-40%	-36%

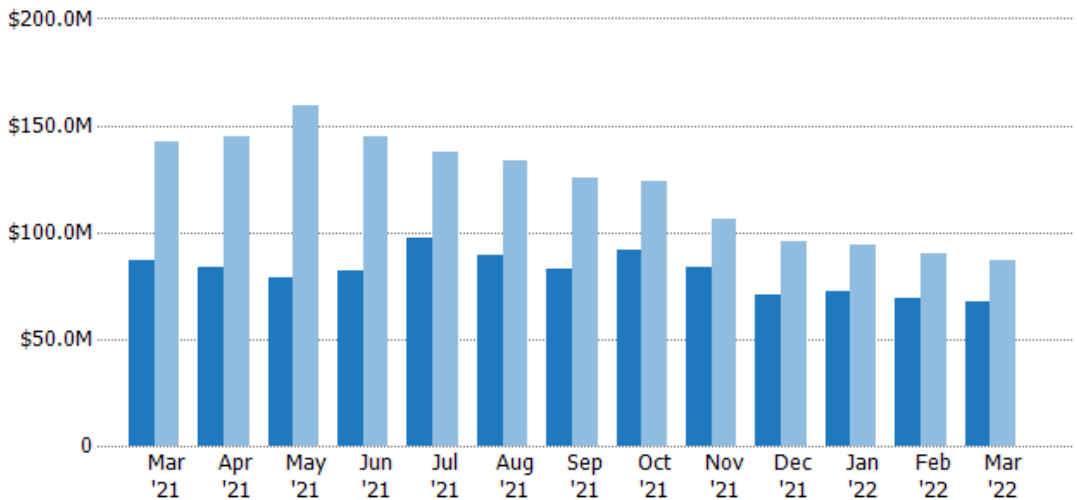
Active Listing Volume

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.
Mar '22	\$67.4M	-22.1%
Mar '21	\$86.5M	-39.1%
Mar '20	\$142M	-4.8%



Current Year	\$86.5M	\$83.5M	\$78.8M	\$81.9M	\$97M	\$89.4M	\$82.9M	\$91.3M	\$83.7M	\$71M	\$72.6M	\$68.9M	\$67.4M
Prior Year	\$142M	\$145M	\$159M	\$145M	\$137M	\$133M	\$125M	\$124M	\$106M	\$95.9M	\$94.3M	\$90M	\$86.5M
Percent Change from Prior Year	-39%	-42%	-50%	-44%	-29%	-33%	-34%	-26%	-21%	-26%	-23%	-23%	-22%





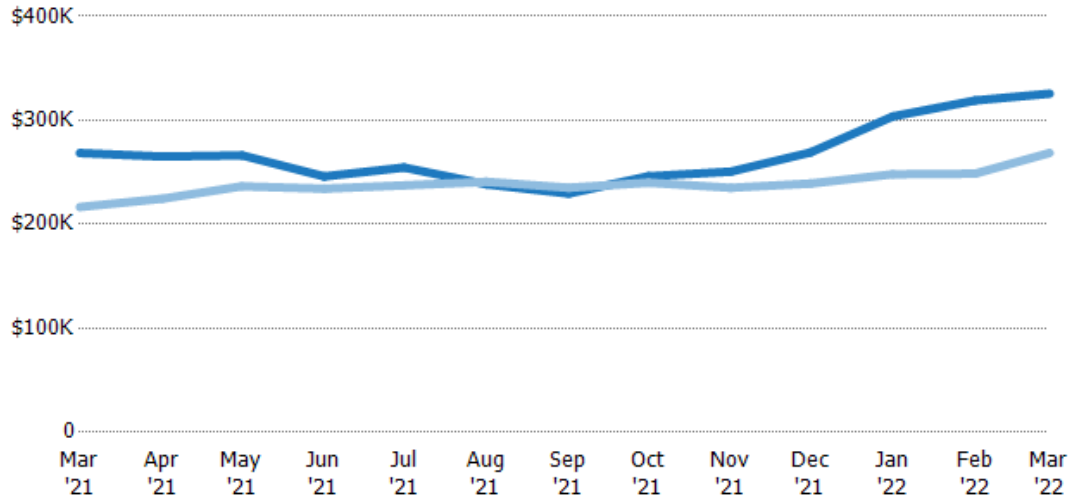
Average Listing Price

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.
Mar '22	\$326K	21.2%
Mar '21	\$269K	24%
Mar '20	\$217K	0%



Current Year	\$269K	\$265K	\$266K	\$246K	\$255K	\$238K	\$230K	\$246K	\$251K	\$269K	\$304K	\$319K	\$326K
Prior Year	\$217K	\$225K	\$237K	\$234K	\$237K	\$241K	\$235K	\$240K	\$235K	\$239K	\$248K	\$249K	\$269K
Percent Change from Prior Year	24%	18%	13%	5%	7%	-1%	-2%	3%	7%	13%	22%	28%	21%

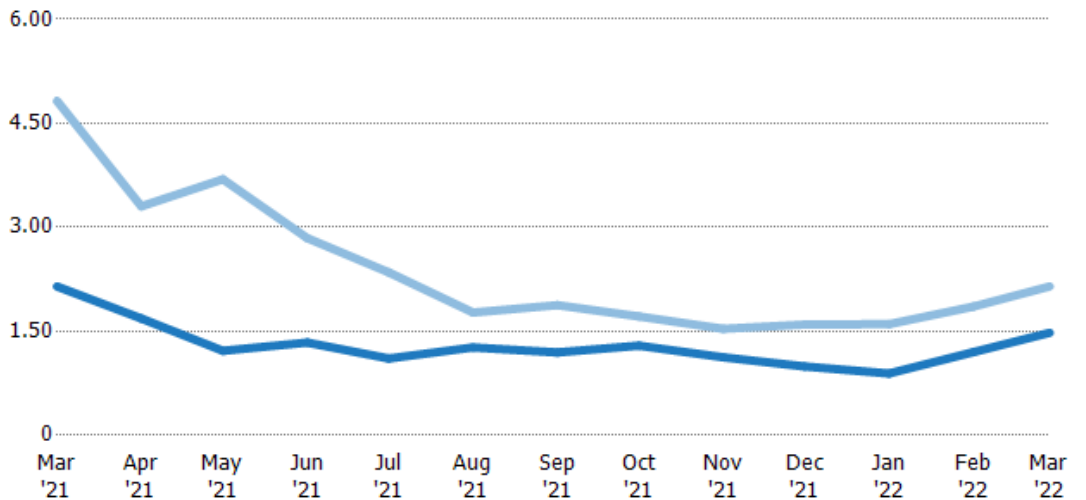
Months of Inventory

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.
Mar '22	1.48	-31.1%
Mar '21	2.15	-55.5%
Mar '20	4.82	5.3%



Current Year	2.15	1.68	1.22	1.34	1.11	1.27	1.2	1.29	1.12	0	0	1.2	1.48
Prior Year	4.82	3.3	3.69	2.84	2.35	1.77	1.88	1.71	1.54	1.6	1.6	1.86	2.15
Percent Change from Prior Year	-55%	-49%	-67%	-53%	-53%	-28%	-36%	-25%	-27%	-38%	-44%	-35%	-31%



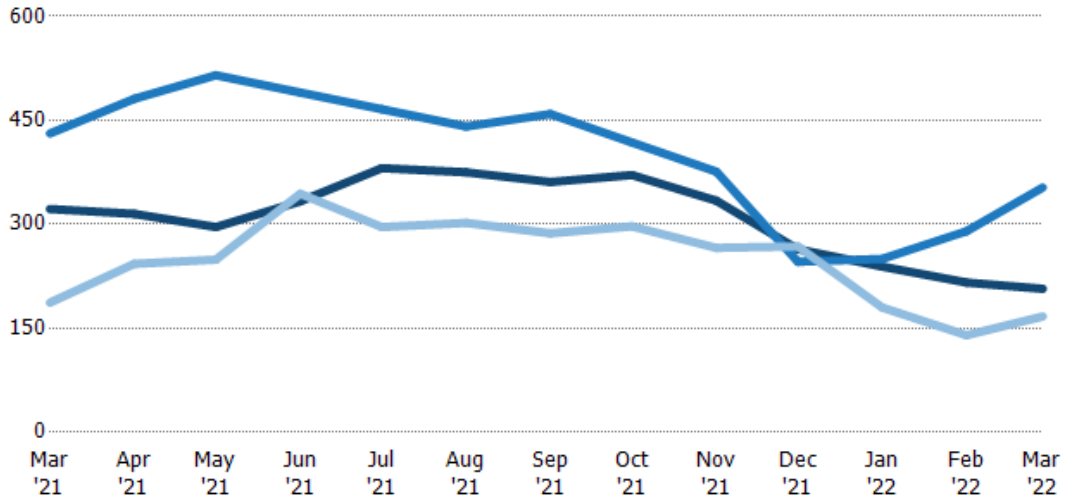


Active/Pending/Sold Units

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



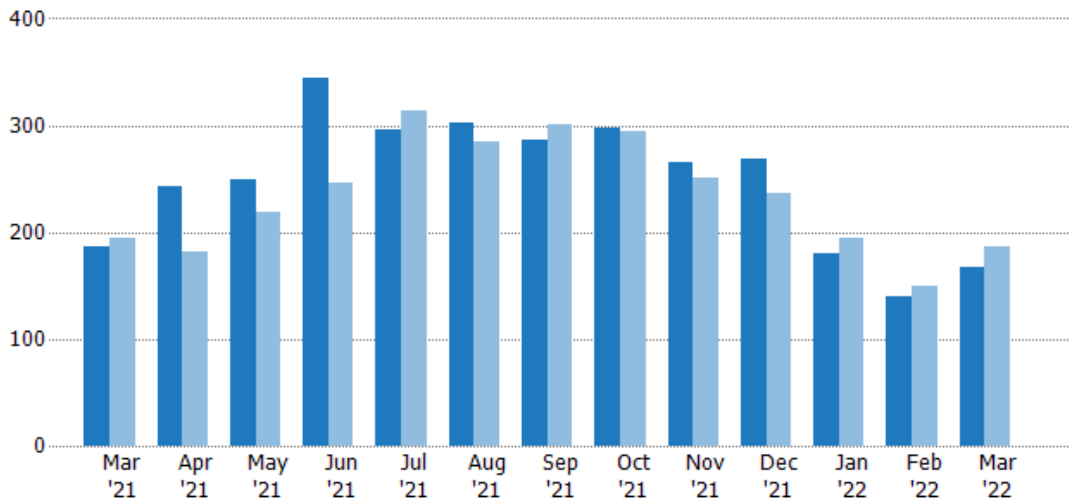
Active	322	315	296	333	381	375	361	371	334	264	239	216	207
Pending	431	481	515	490	466	441	459	418	376	246	250	290	353
Sold	187	243	249	344	296	302	287	297	266	268	180	140	167

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	187	243	249	344	296	302	287	297	266	268	180	140	167
Prior Year	195	182	218	246	313	284	301	295	251	237	195	150	187
Percent Change from Prior Year	-4%	34%	14%	40%	-5%	6%	-5%	1%	6%	13%	-8%	-7%	-11%





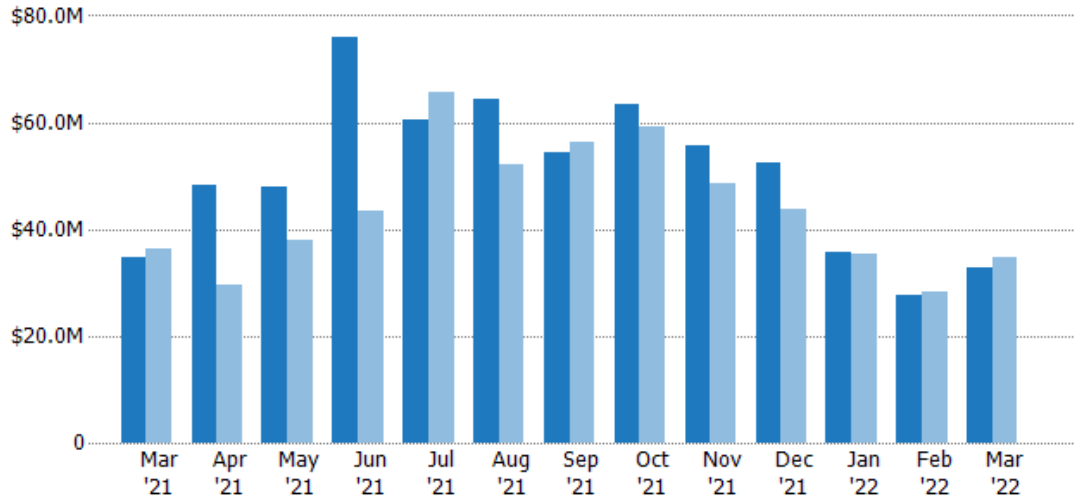
Closed Sales Volume

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.
Mar '22	\$32.8M	-5.8%
Mar '21	\$34.8M	-4.3%
Mar '20	\$36.3M	-24.9%



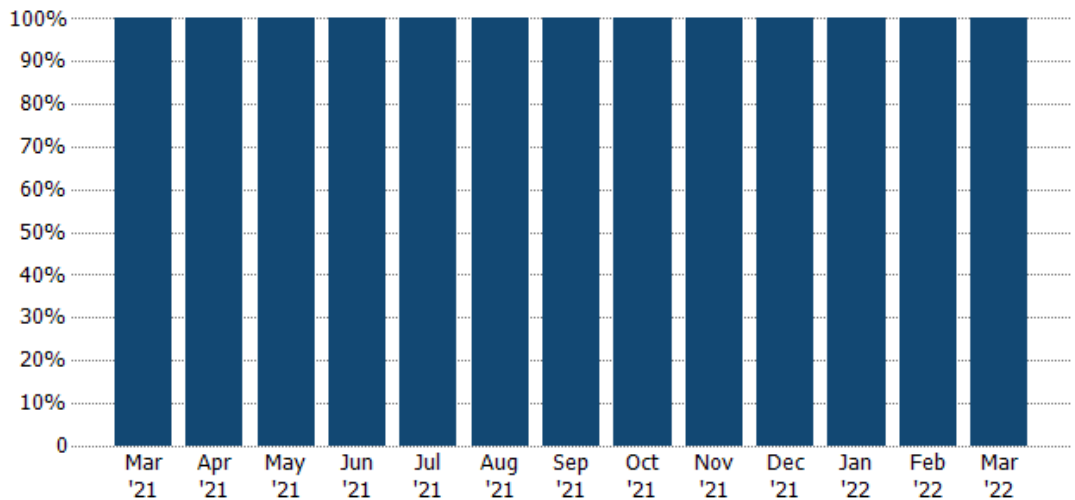
Current Year	\$34.8M	\$48.2M	\$48.1M	\$76.1M	\$60.5M	\$64.4M	\$54.3M	\$63.3M	\$55.5M	\$52.4M	\$35.8M	\$27.8M	\$32.8M
Prior Year	\$36.3M	\$29.7M	\$37.8M	\$43.6M	\$65.5M	\$52.2M	\$56.2M	\$59.3M	\$48.7M	\$43.7M	\$35.3M	\$28.4M	\$34.8M
Percent Change from Prior Year	-4%	62%	27%	75%	-8%	23%	-3%	7%	14%	20%	1%	-2%	-6%

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



Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
-------------------------	------	------	------	------	------	------	------	------	------	------	------	------	------

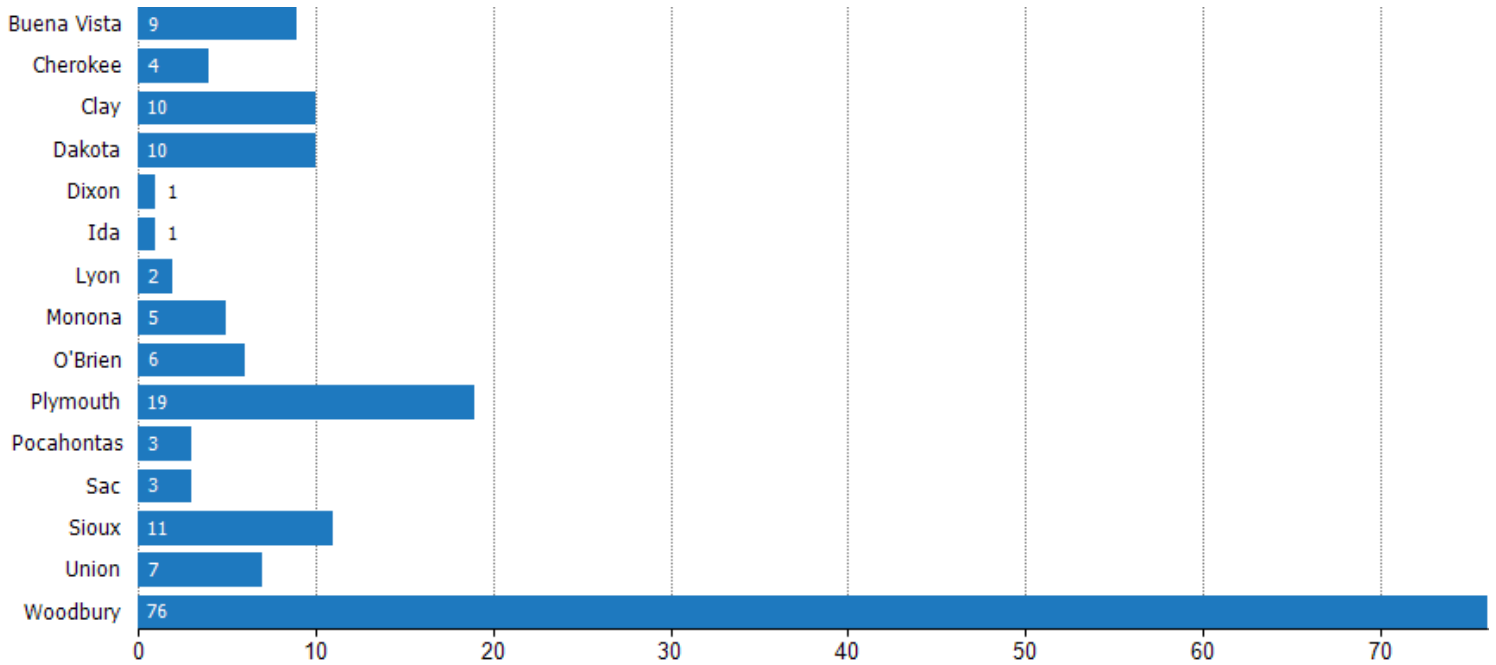




Closed Sales (By County)

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

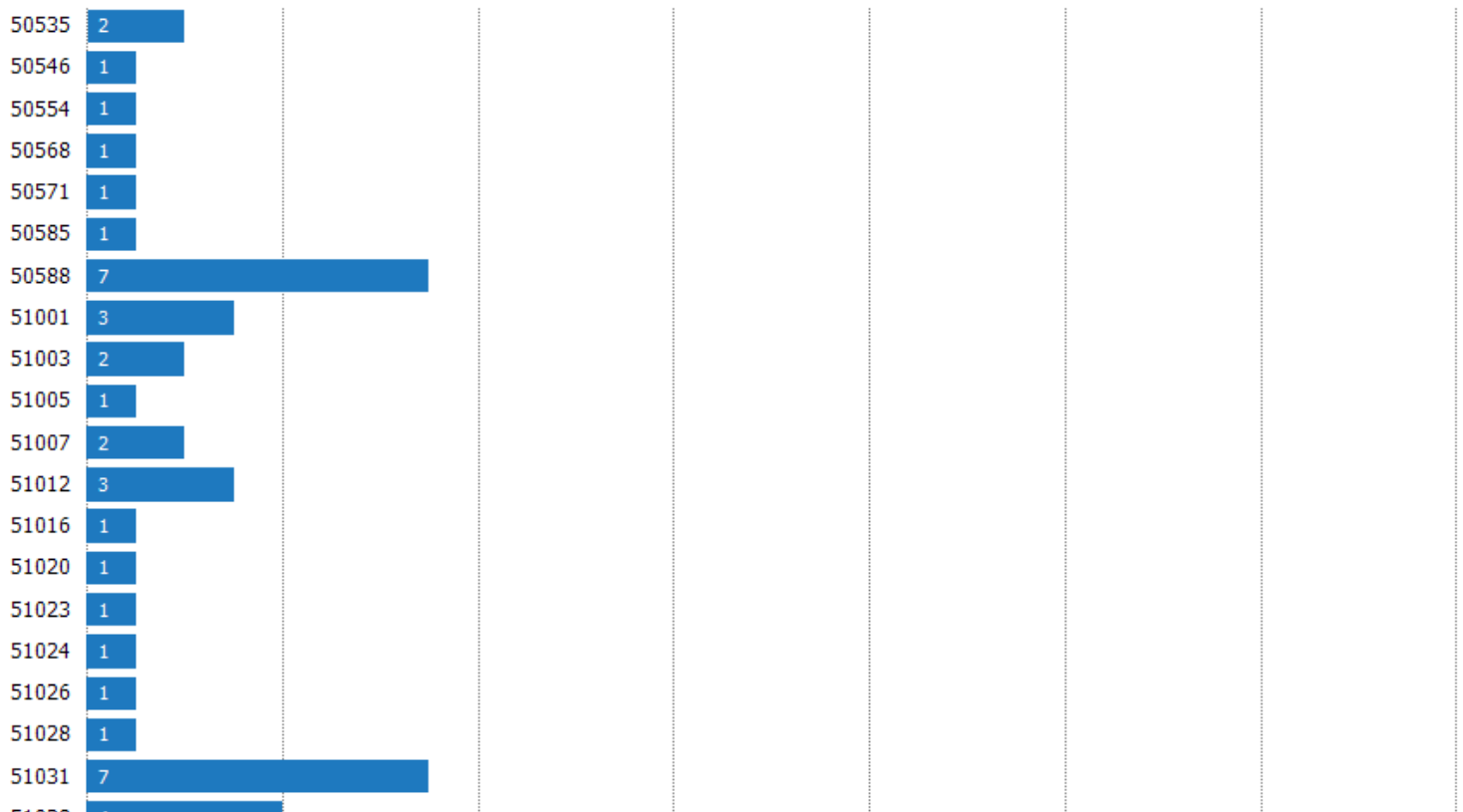
Filters Used: Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Multifamily/Multiplex, Other Residential, Single Family

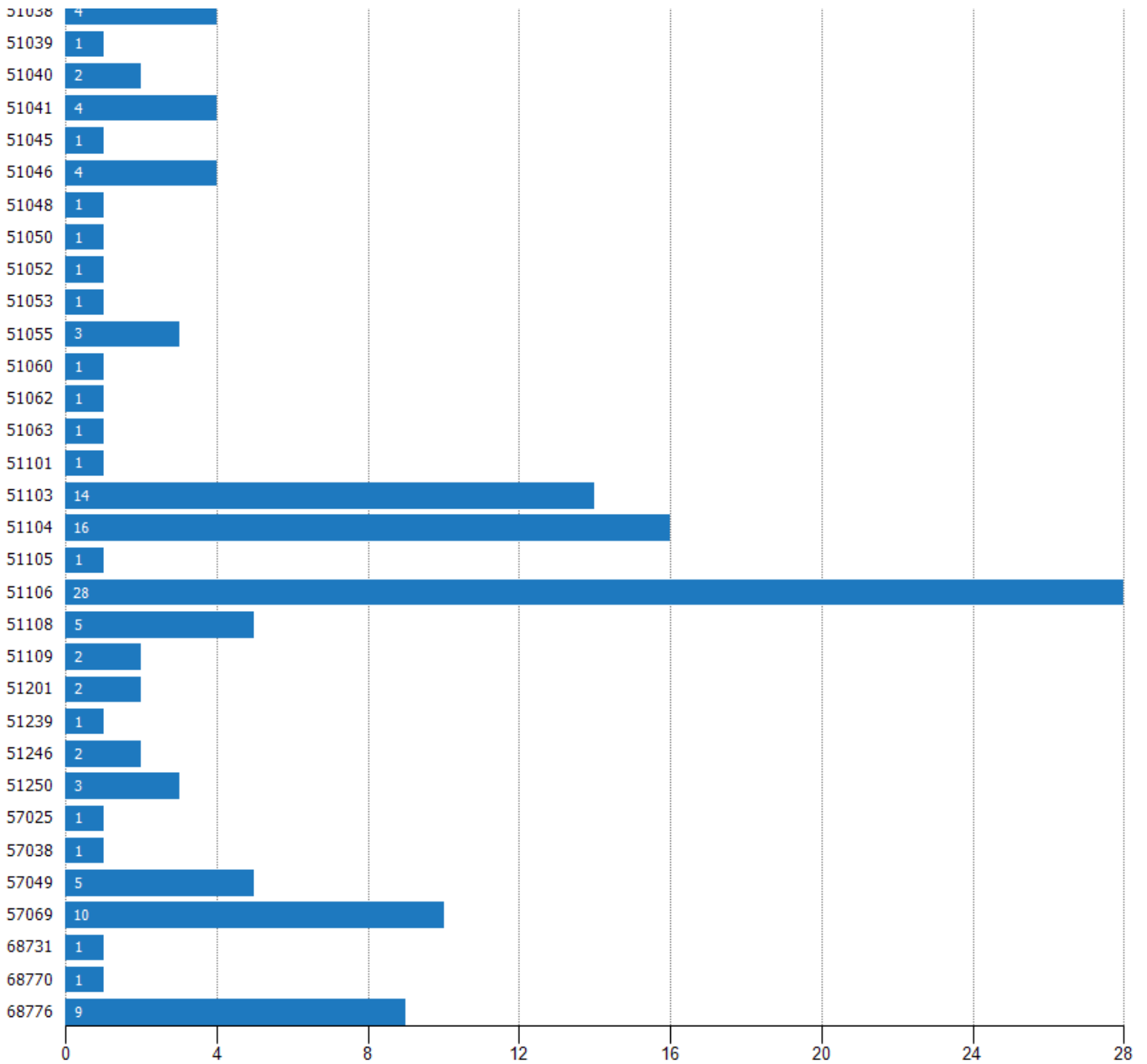


Closed Sales (By Zip)

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







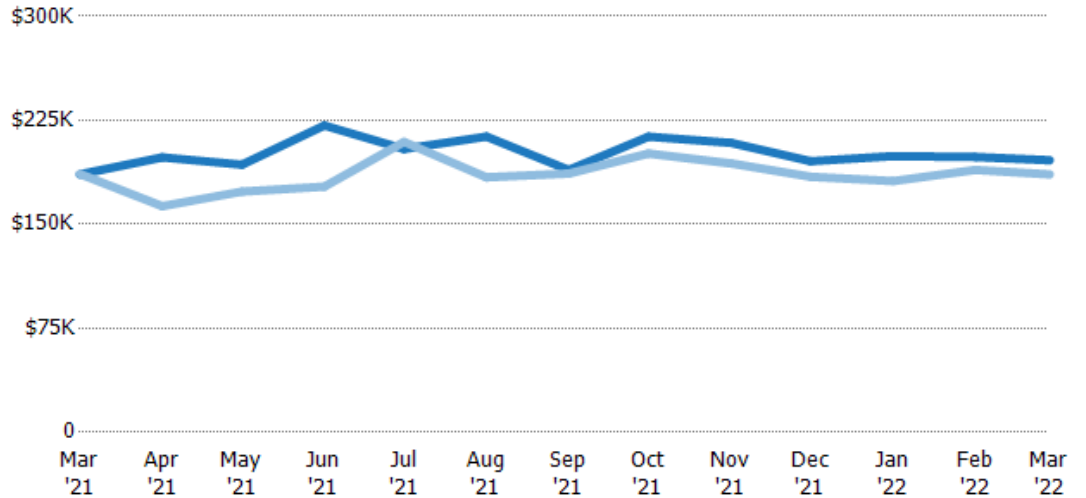
Average Sales Price

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.
Mar '22	\$196K	5.5%
Mar '21	\$186K	-0.2%
Mar '20	\$186K	-13.3%



Current Year	\$186K	\$198K	\$193K	\$221K	\$204K	\$213K	\$189K	\$213K	\$209K	\$195K	\$199K	\$199K	\$196K
Prior Year	\$186K	\$163K	\$174K	\$177K	\$209K	\$184K	\$187K	\$201K	\$194K	\$184K	\$181K	\$189K	\$186K
Percent Change from Prior Year	0%	22%	11%	25%	-2%	16%	1%	6%	8%	6%	10%	5%	5%

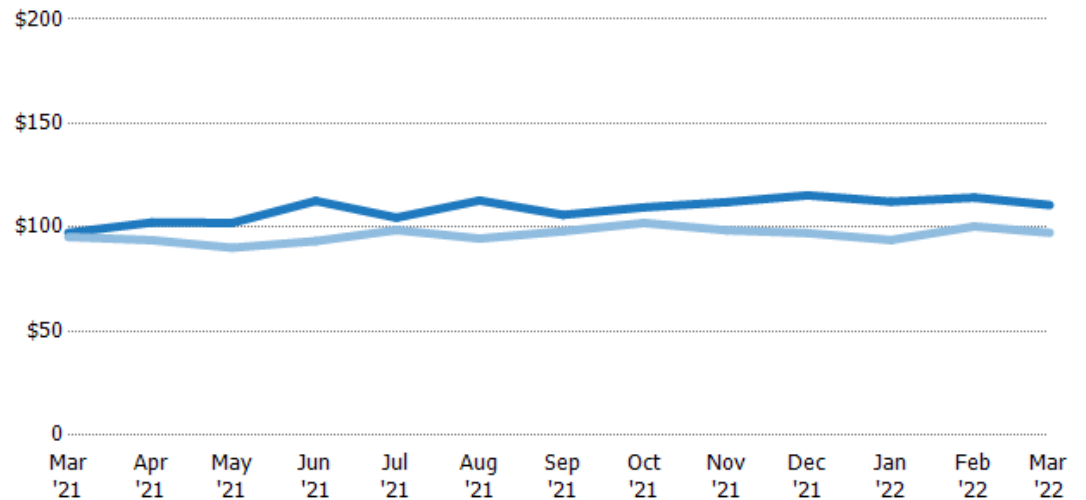
Average Sales Price per Sq Ft

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.
Mar '22	\$111	13.7%
Mar '21	\$97.4	2.2%
Mar '20	\$95.3	-6.8%



Current Year	\$97.4	\$102	\$102	\$113	\$105	\$113	\$106	\$110	\$112	\$115	\$112	\$114	\$111
Prior Year	\$95.3	\$93.8	\$90.2	\$93.4	\$98.6	\$94.6	\$98.1	\$102	\$98.5	\$97.2	\$93.9	\$100	\$97.4
Percent Change from Prior Year	2%	9%	13%	21%	6%	19%	8%	7%	14%	19%	20%	14%	14%



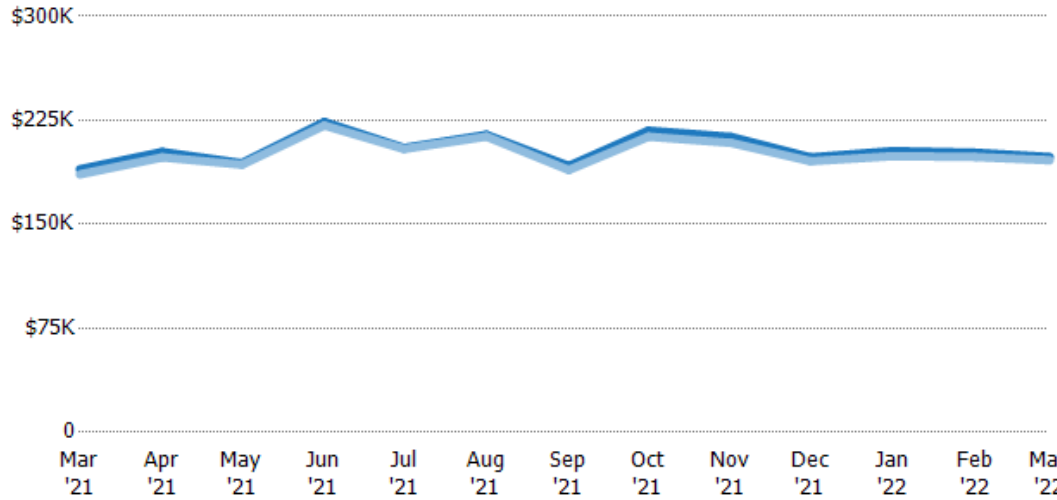


Average Sales Price vs Average Listing Price

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



	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21	Jan '22	Feb '22	Mar '22
Avg List Price	\$190K	\$202K	\$194K	\$224K	\$205K	\$215K	\$192K	\$218K	\$213K	\$198K	\$203K	\$202K	\$199K
Avg Sales Price	\$186K	\$198K	\$193K	\$221K	\$204K	\$213K	\$189K	\$213K	\$209K	\$195K	\$199K	\$199K	\$196K
Avg Sales Price as a % of Avg List Price	98%	98%	99%	99%	100%	99%	98%	98%	98%	99%	98%	98%	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 March 2022

Run Date: 04/07/2022

Scheduled: No

Report Date Range: From 3/2021 To: 3/2022

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 3/2022 data

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

