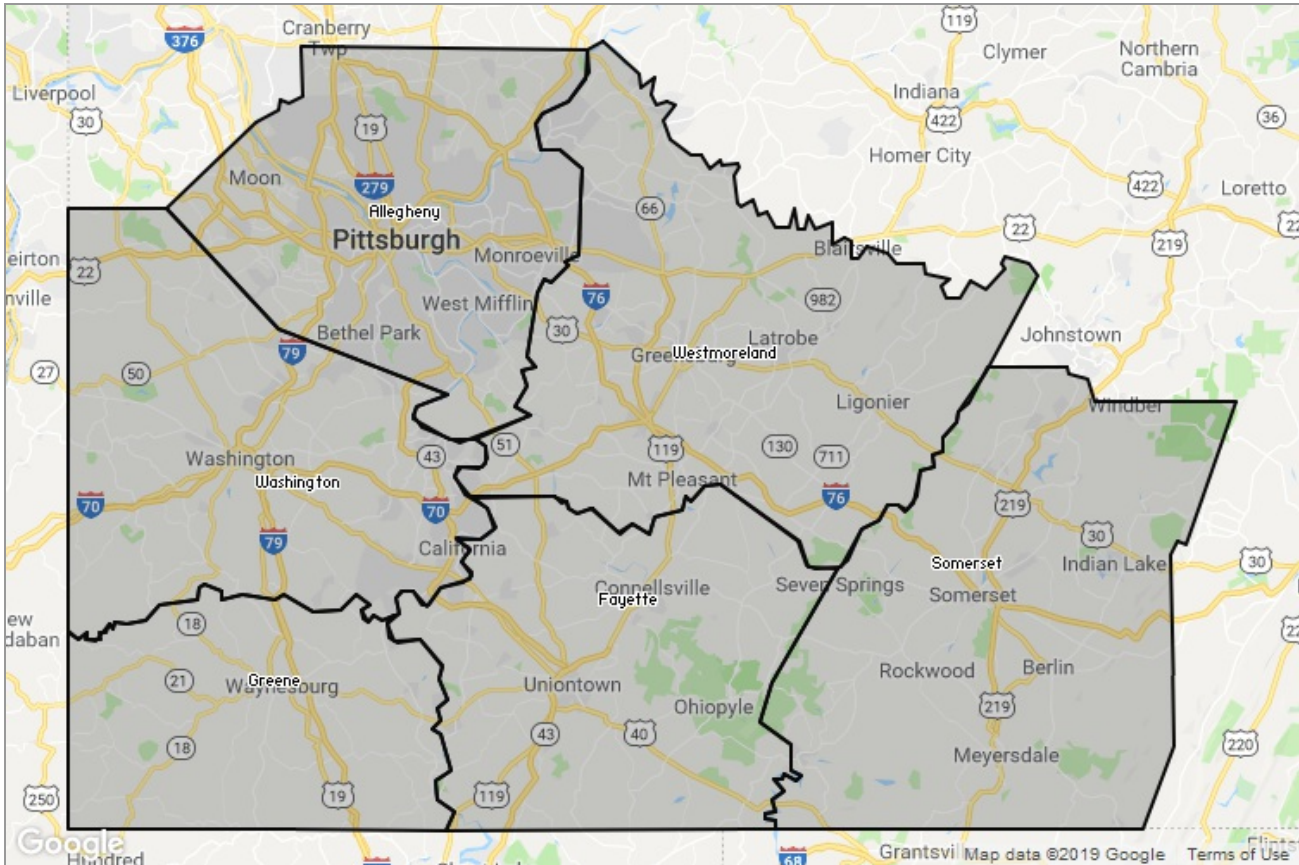




MARKET DATA REPORT

4th Quarter Report, October - December, 2018



Report Characteristics

Report Name:

4th Quarter Report, October - December, 2018

Report Date Range:

10/2018 – 12/2018

Filters Used:

Property Type

Avg/Med: Both

Run Date: 01/14/2019

Scheduled: No

Presented by

Fayette Board of REALTORS®

(724) 437-1740

Other: www.fayetteboard.com

315 A Morgantown St
Uniontown, PA 15401



Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

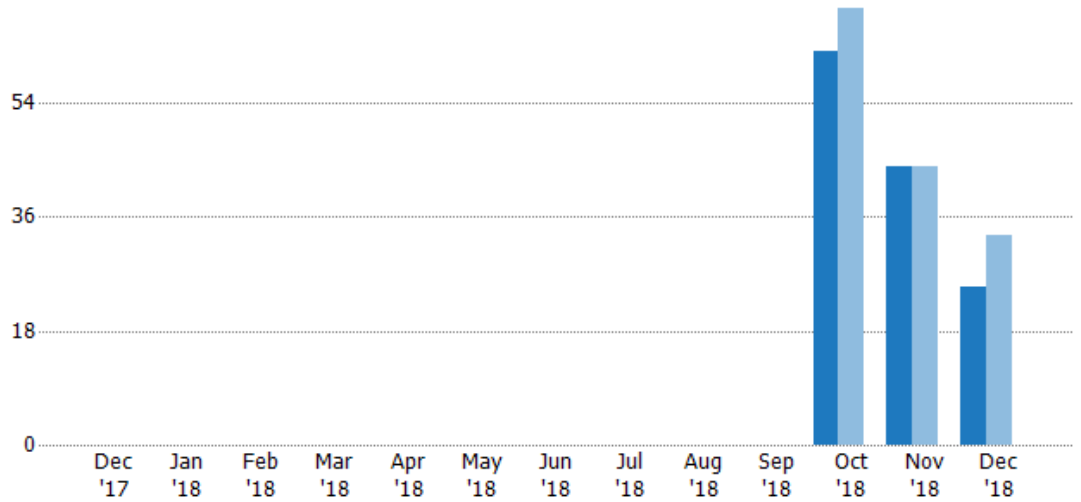
Key Metrics	Dec 2018	Dec 2017	+ / -	YTD 2018	YTD 2017	+ / -
Listing Activity Charts Metrics						
New Listing Count	25	33	-24.2%	131	146	-10.3%
New Listing Volume	\$2,215,900	\$3,693,850	-40%	\$16,517,500	\$17,241,265	-4.2%
Active Listing Count	224	276	-18.8%	N/A	N/A	
Active Listing Volume	\$35,418,969	\$37,644,471	-5.9%	N/A	N/A	
Average Listing Price	\$158,120	\$136,393	+15.9%	\$156,294	\$140,187	+11.5%
Median Listing Price	\$119,000	\$117,000	+1.7%	\$119,171	\$118,469	+0.6%
Median Days in RPR	115	122.5	-6.1%	94.41	112.79	-16.3%
Months of Inventory	5.2	6.3	-17%	5.4	6.9	-21.9%
Absorption Rate	19.2%	15.94%	+3.3%	18.59%	14.52%	+4.1%
Sales Activity Charts Metrics						
Pending Sales Count	58	51	+13.7%	N/A	N/A	
Pending Sales Volume	\$7,594,000	\$8,437,950	-10%	N/A	N/A	
Closed Sales Count	32	41	-22%	118	132	-10.6%
Closed Sales Volume	\$3,769,100	\$4,960,233	-24%	\$14,767,939	\$15,891,836	-7.1%
Average Sales Price	\$117,784	\$120,981	-2.6%	\$125,152	\$120,393	+4%
Median Sales Price	\$101,000	\$98,000	+3.1%	\$110,839	\$105,723	+4.8%

New Listings

The number of new residential listings that were added each month.

Filters Used

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



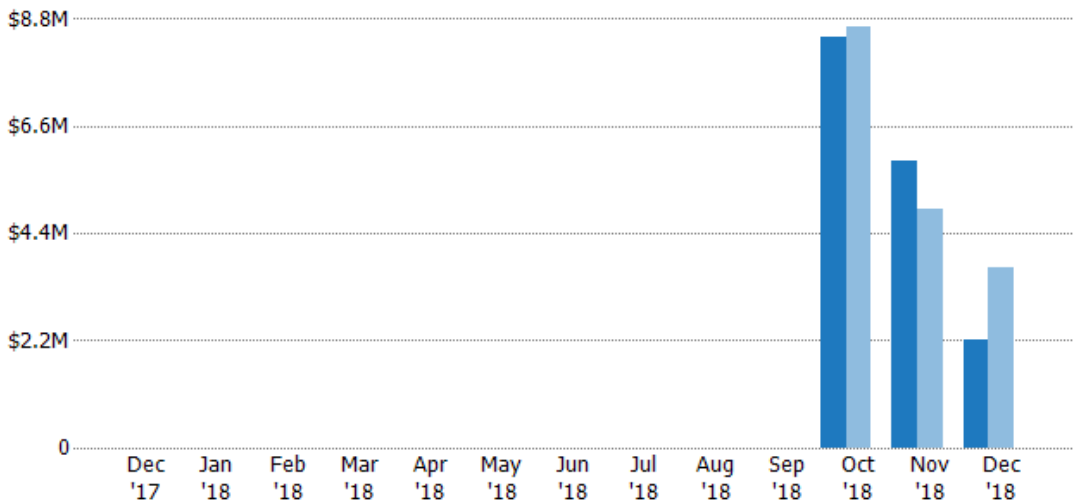
Current Year	-	-	-	-	-	-	-	-	-	-	62	44	25
Prior Year	-	-	-	-	-	-	-	-	-	-	69	44	33
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-10%	0%	-24%

New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



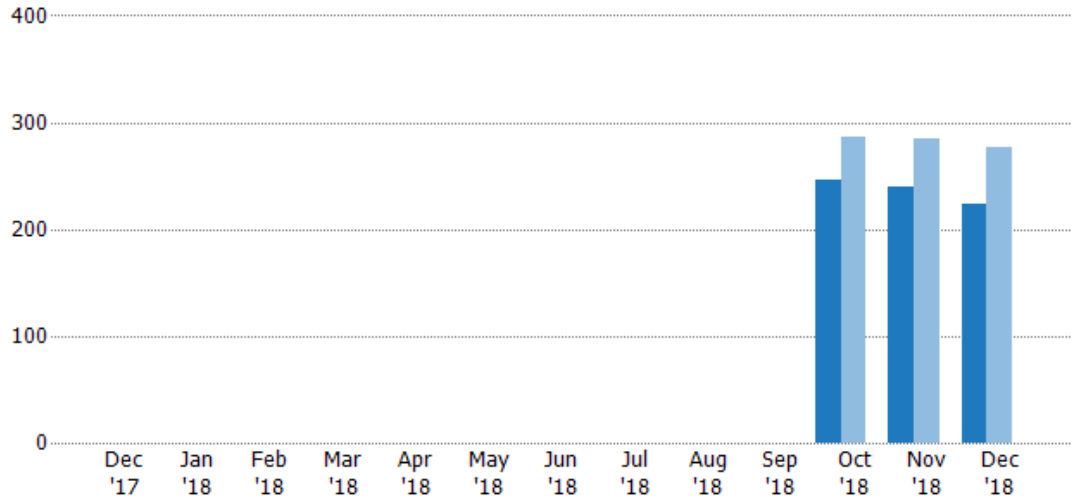
Current Year	-	-	-	-	-	-	-	-	-	-	\$8.42M	\$5.88M	\$2.22M
Prior Year	-	-	-	-	-	-	-	-	-	-	\$8.64M	\$4.91M	\$3.69M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-2%	20%	-40%

Active Listings

The number of active residential listings at the end of each month.

Filters Used

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



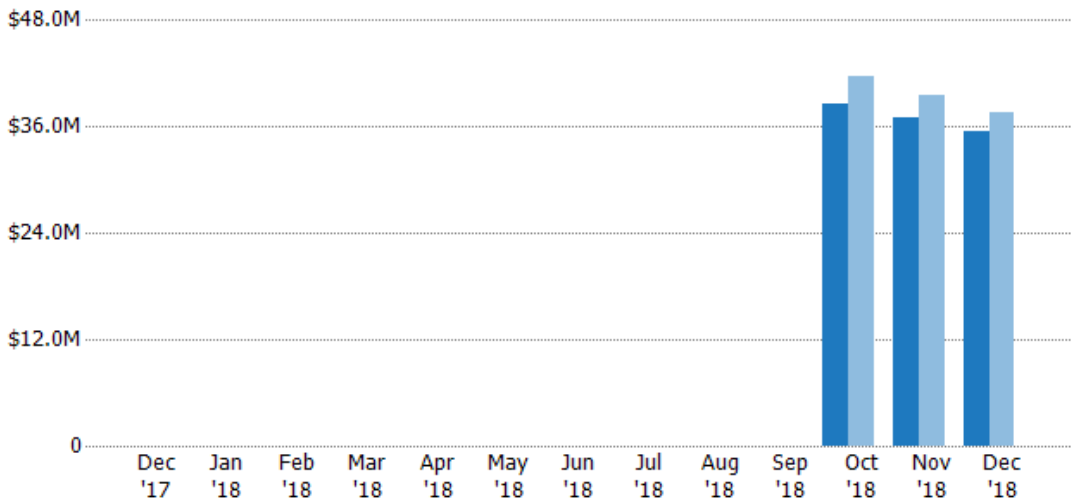
Current Year	-	-	-	-	-	-	-	-	-	-	246	240	224
Prior Year	-	-	-	-	-	-	-	-	-	-	287	284	276
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-14%	-15%	-19%

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, Single
Family Residence



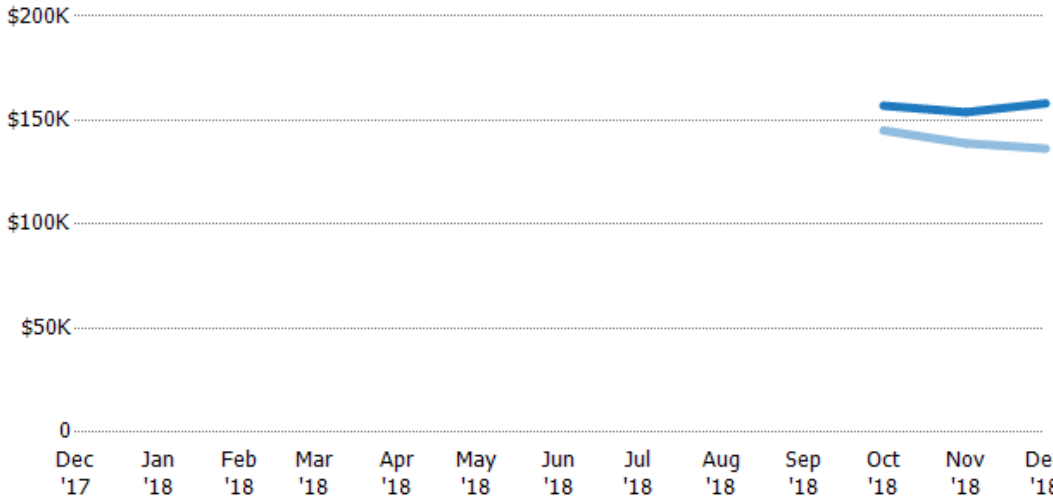
Current Year	-	-	-	-	-	-	-	-	-	-	\$38.6M	\$36.9M	\$35.4M
Prior Year	-	-	-	-	-	-	-	-	-	-	\$41.6M	\$39.5M	\$37.6M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-7%	-6%	-6%

Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



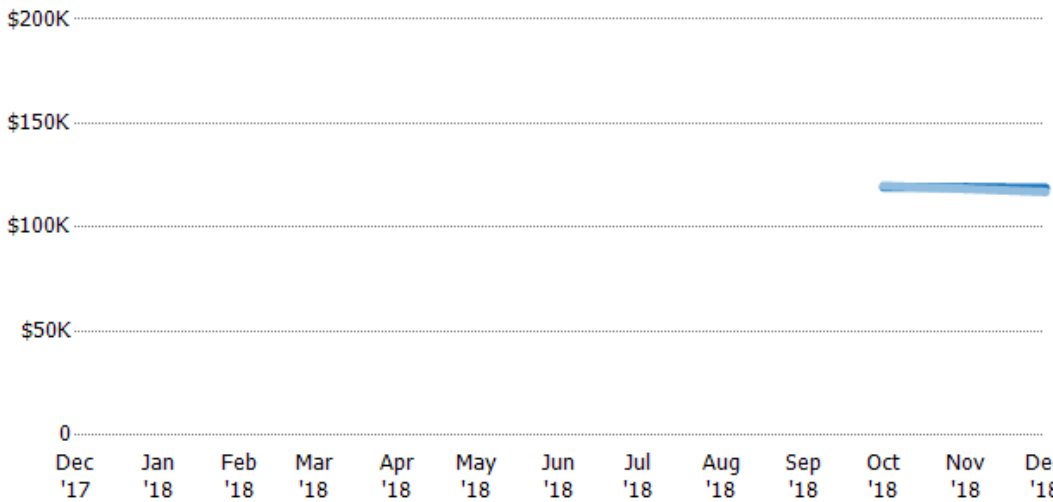
Current Year	-	-	-	-	-	-	-	-	-	-	\$157K	\$154K	\$158K
Prior Year	-	-	-	-	-	-	-	-	-	-	\$145K	\$139K	\$136K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	8%	11%	16%

Median Listing Price

The median listing price of active residential listings at the end of each month.

Filters Used

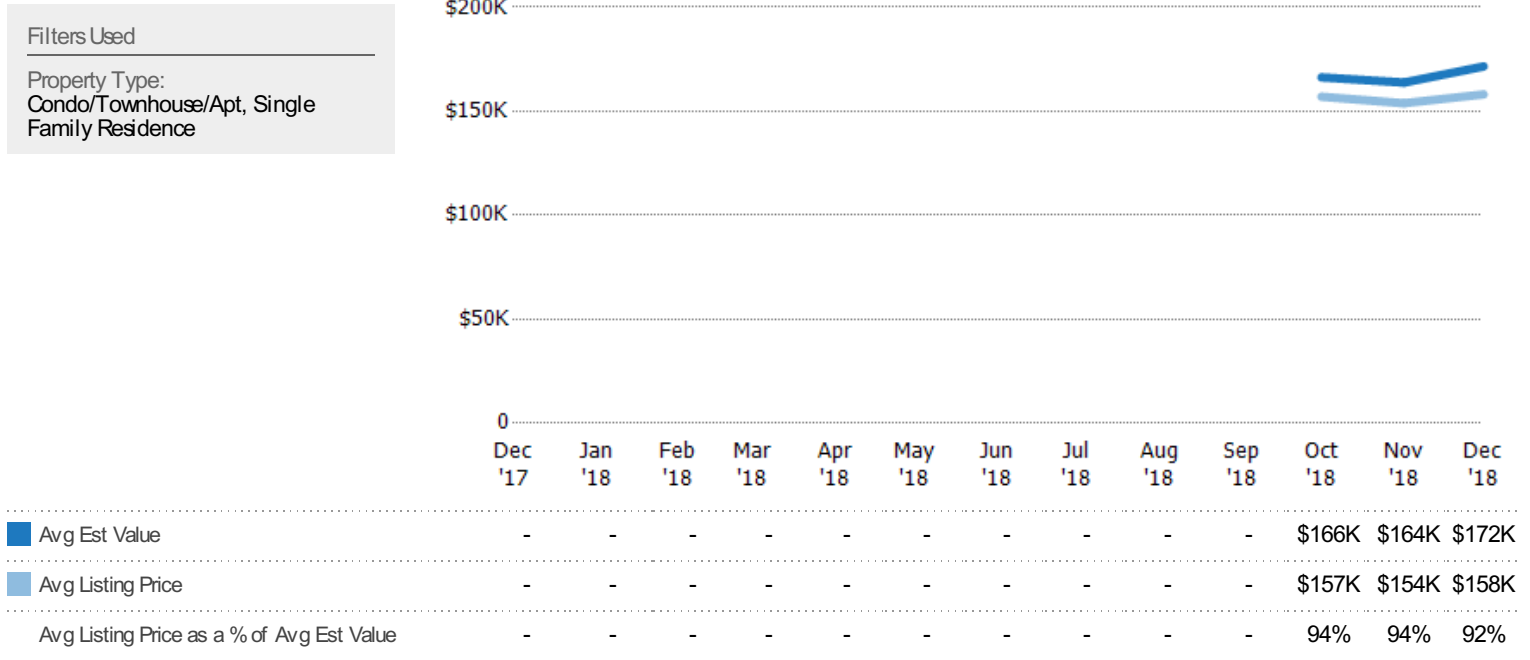
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Current Year	-	-	-	-	-	-	-	-	-	-	\$119K	\$119K	\$119K
Prior Year	-	-	-	-	-	-	-	-	-	-	\$120K	\$118K	\$117K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-1%	1%	2%

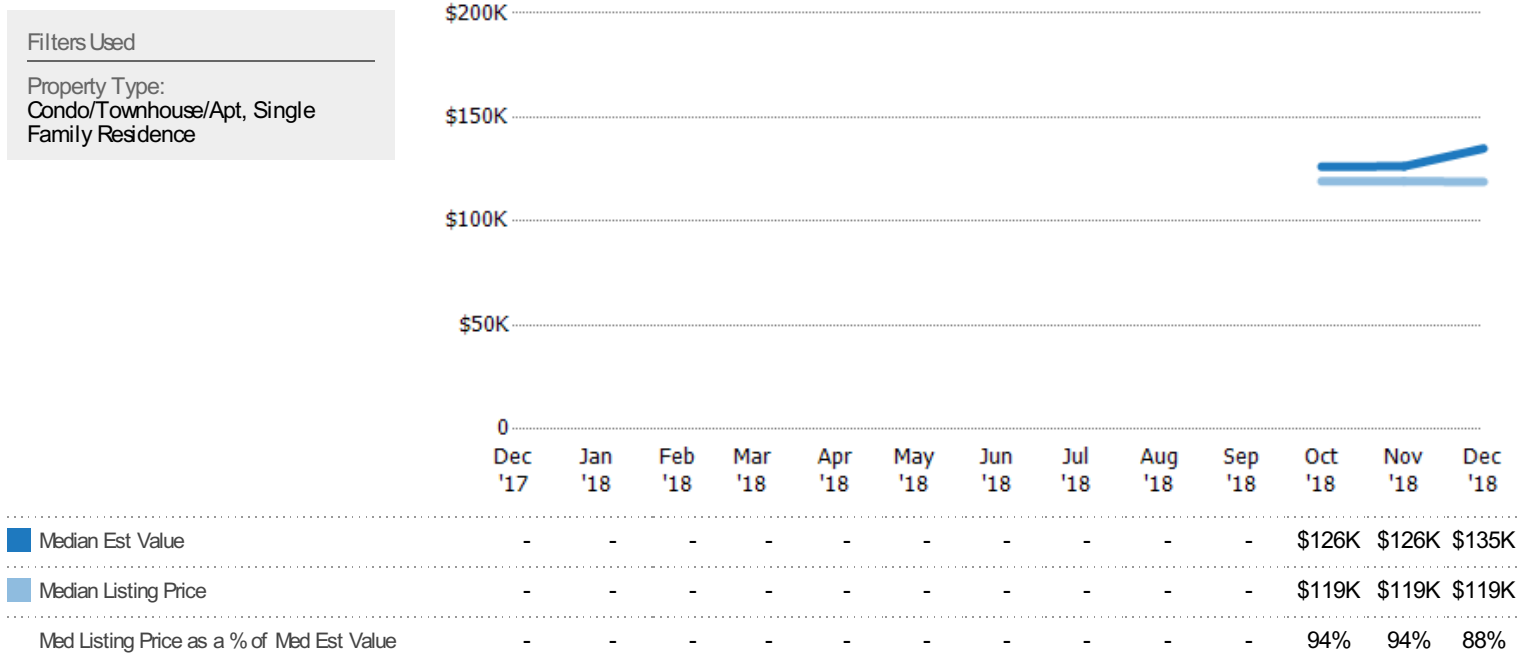
Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.



Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

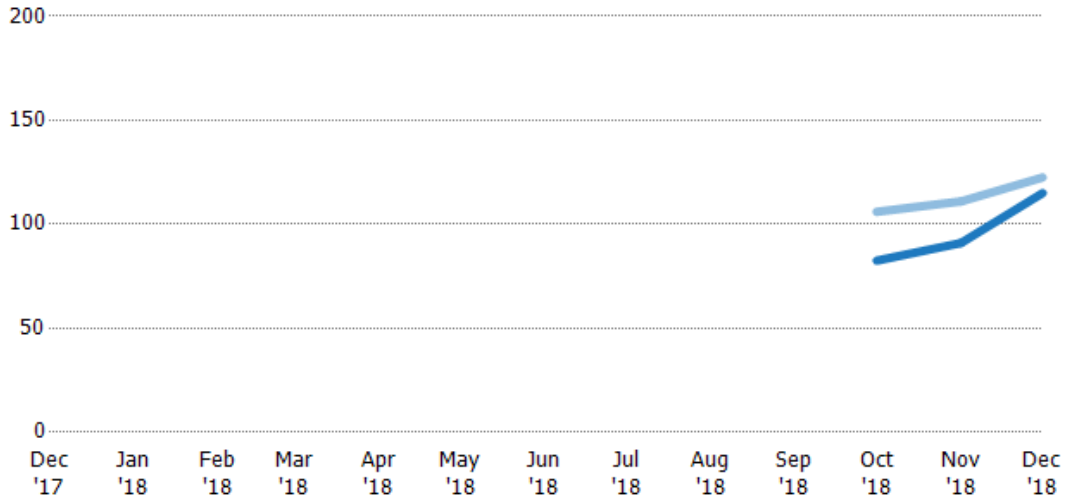


Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

Filters Used

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



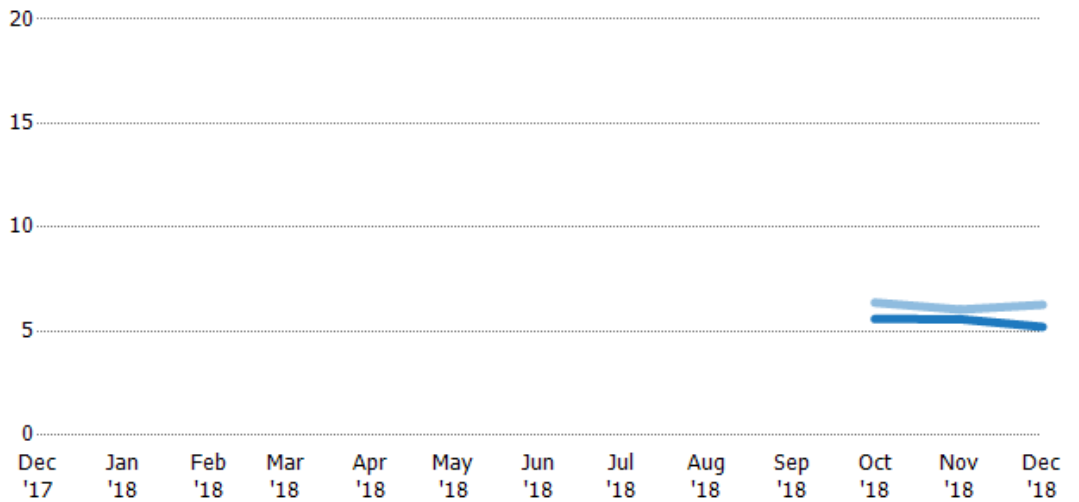
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	82.5	91	115
Prior Year	-	-	-	-	-	-	-	-	-	-	106	111	123
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-22%	-18%	-6%

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, Single
Family Residence



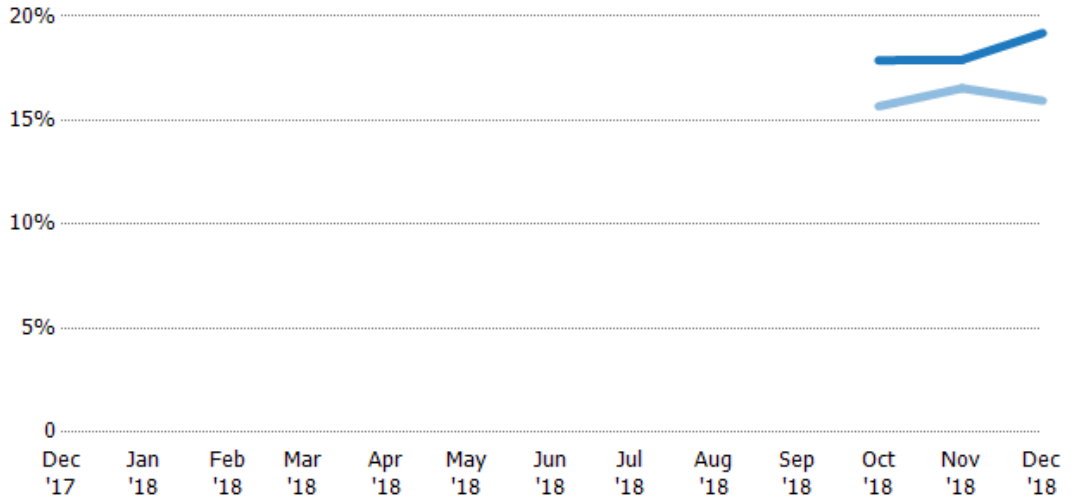
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	5.59	5.58	5.21
Prior Year	-	-	-	-	-	-	-	-	-	-	6.38	6.04	6.27
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-12%	-8%	-17%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



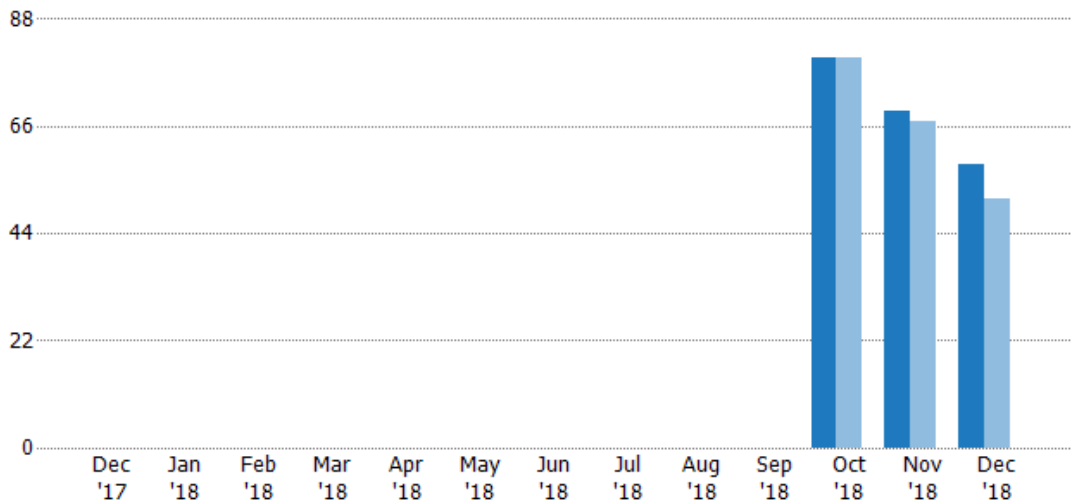
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	18%	18%	19%
Prior Year	-	-	-	-	-	-	-	-	-	-	16%	17%	16%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-2%	-1%	-3%

Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



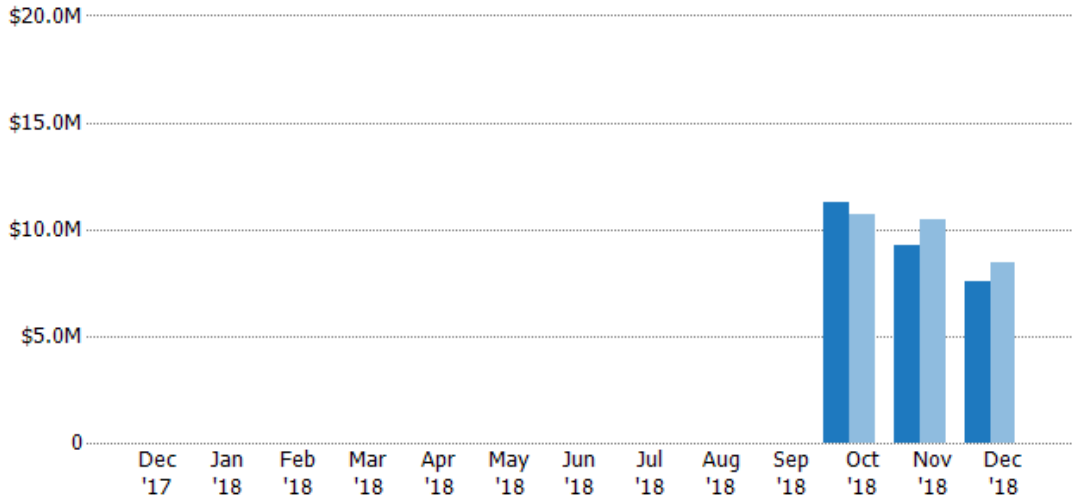
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	80	69	58
Prior Year	-	-	-	-	-	-	-	-	-	-	80	67	51
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	0%	3%	14%

Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



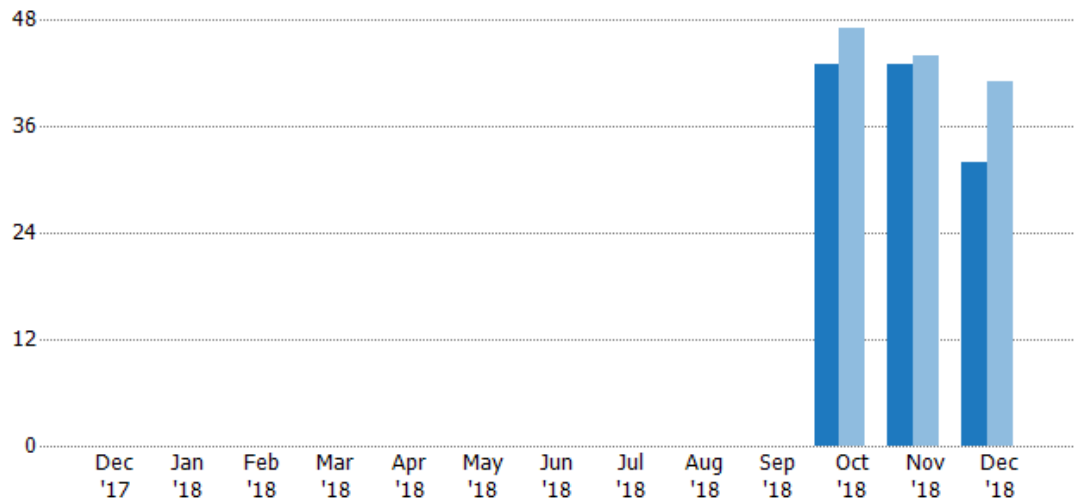
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	\$11.3M	\$9.21M	\$7.59M
Prior Year	-	-	-	-	-	-	-	-	-	-	\$10.7M	\$10.5M	\$8.44M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	6%	-12%	-10%

Closed Sales

The total number of residential properties sold each month.

Filters Used

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



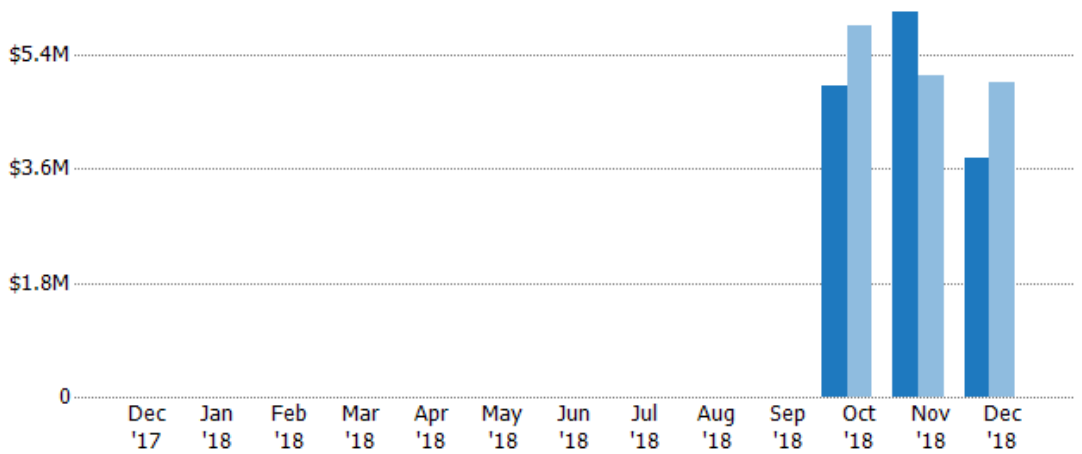
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	43	43	32
Prior Year	-	-	-	-	-	-	-	-	-	-	47	44	41
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-9%	-2%	-22%

Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



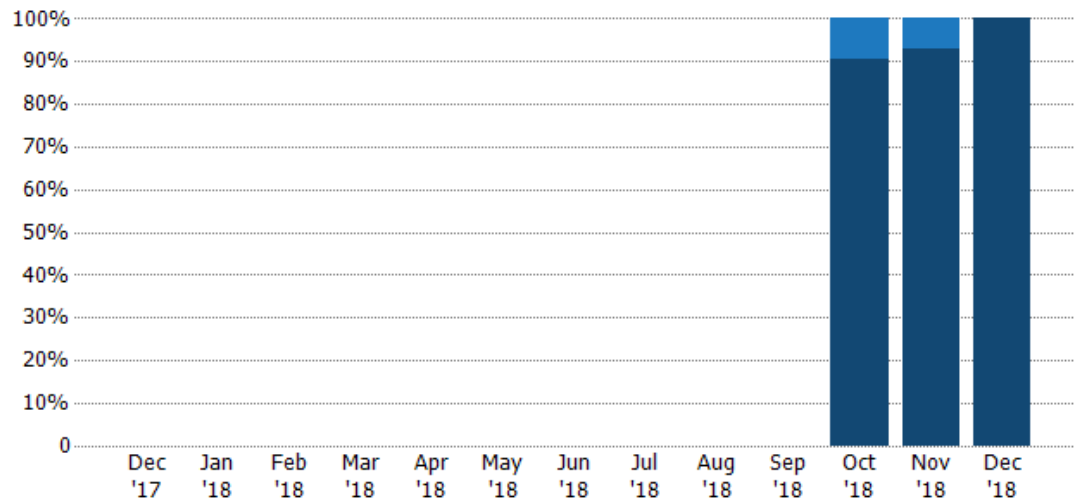
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	\$4.92M	\$6.08M	\$3.77M
Prior Year	-	-	-	-	-	-	-	-	-	-	\$5.86M	\$5.07M	\$4.96M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-16%	20%	-24%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



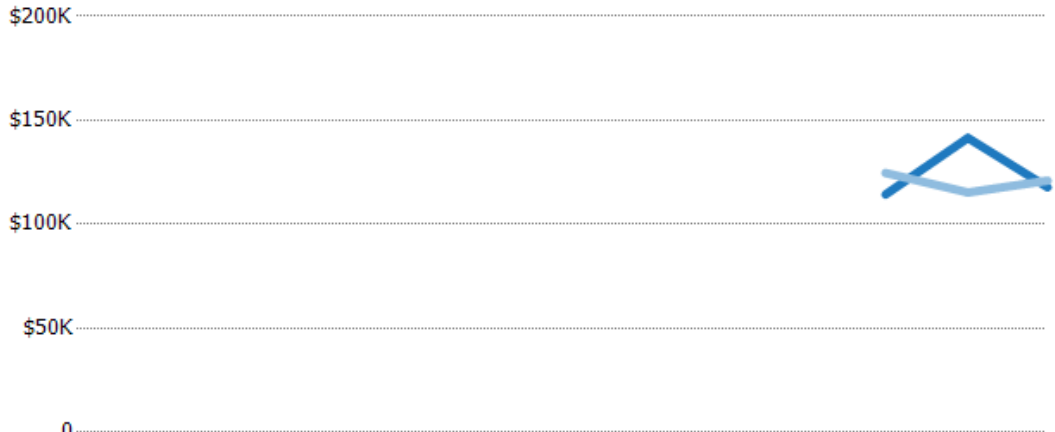
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Condo/Townhouse	-	-	-	-	-	-	-	-	-	-	9%	7%	-
Single Family Residence	-	-	-	-	-	-	-	-	-	-	91%	93%	100%

Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



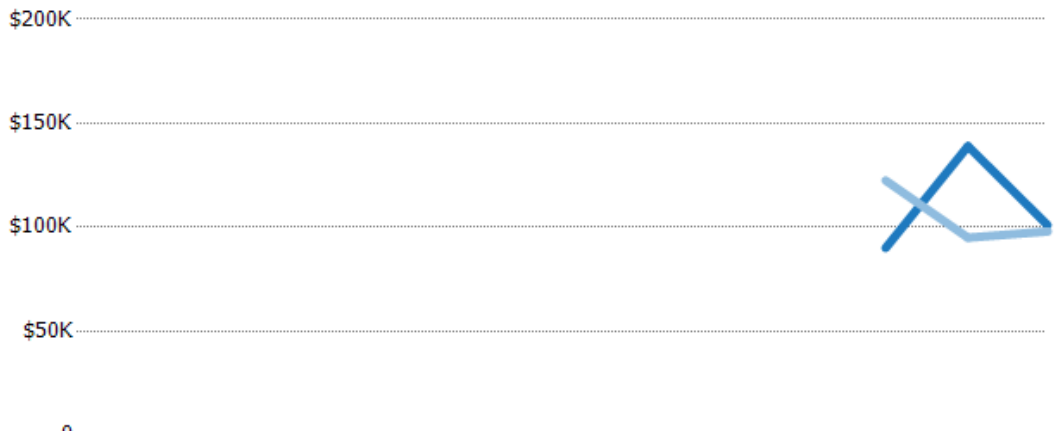
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	\$114K	\$141K	\$118K
Prior Year	-	-	-	-	-	-	-	-	-	-	\$125K	\$115K	\$121K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-8%	23%	-3%

Median Sales Price

The median sales price of the residential properties sold each month.

Filters Used

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



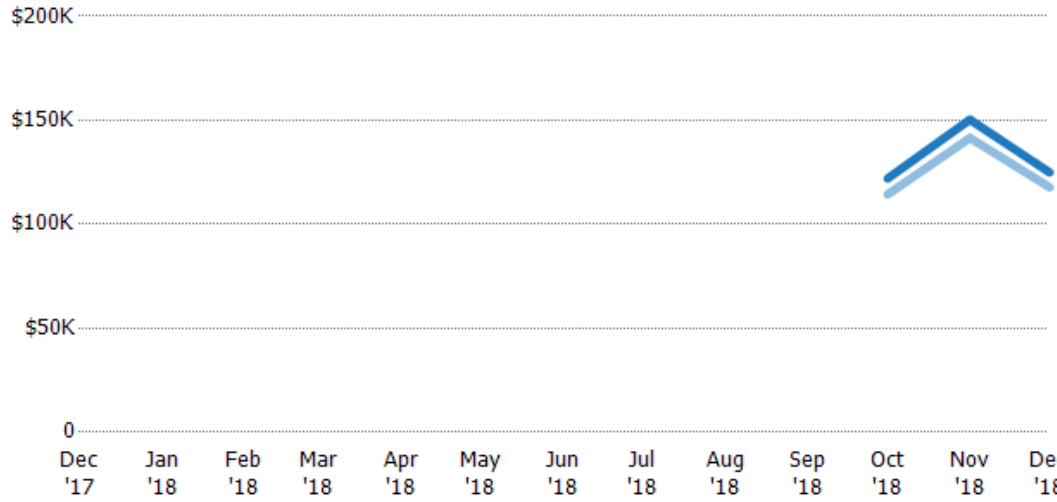
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	-	-	-	-	-	-	-	-	-	-	\$90K	\$139K	\$101K
Prior Year	-	-	-	-	-	-	-	-	-	-	\$123K	\$95K	\$98K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-27%	46%	3%

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, Single
Family Residence



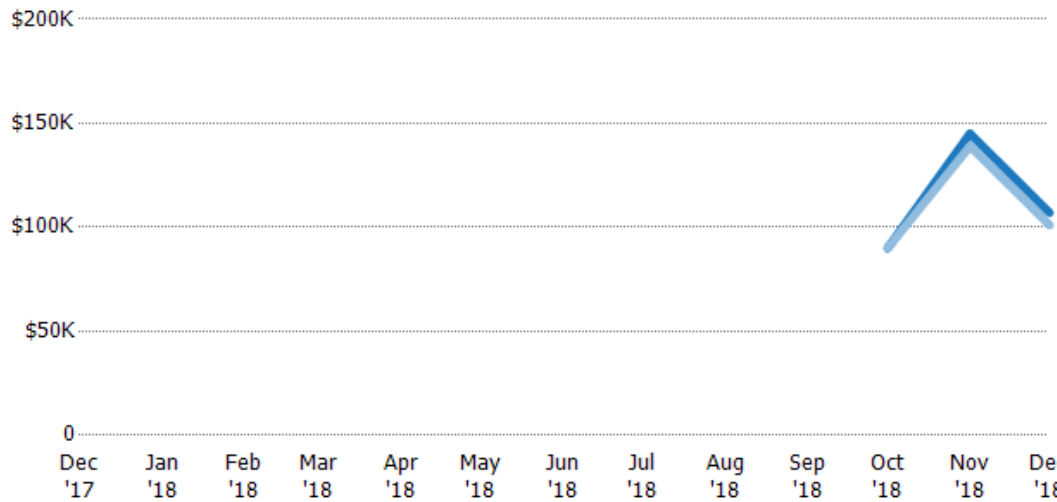
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	\$122K	\$150K	\$125K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	\$114K	\$141K	\$118K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	94%	94%	94%

Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

Filters Used

Property Type:
Condo/Townhouse/Apt, Single
Family Residence



	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Median List Price	-	-	-	-	-	-	-	-	-	-	\$89.9K	\$145K	\$107K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	\$90K	\$139K	\$101K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	100%	96%	94%

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: 4th Quarter Report, October - December, 2018

Run Date: 01/14/2019

Scheduled: No

Report Date Range: From 10/2018 To: 12/2018

Information Included

- Include Cover Sheet
- Include Key Metric Summary *
- Include Metrics By
- Averages
- Medians
- Include Appendix

* 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 Single Family Residence

Sales Types: All

Price Range: None

Location Filters

State: All

County: All

ZIP Code: All

Listing Activity Charts

- New Listings
- Active Listings
- Avg/Med Listing Price
- Avg/Med Listing Price per Sq Ft
- Avg/Med 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
- Avg/Med Sales Price
- Avg/Med Sales Price per Sq Ft
- Avg/Med Sales Price vs Listing Price
- Avg/Med Sales Price vs Est Value

Distressed Charts

- Distressed Listings
- Distressed Sales

Data Tables Using 12/2018 data

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