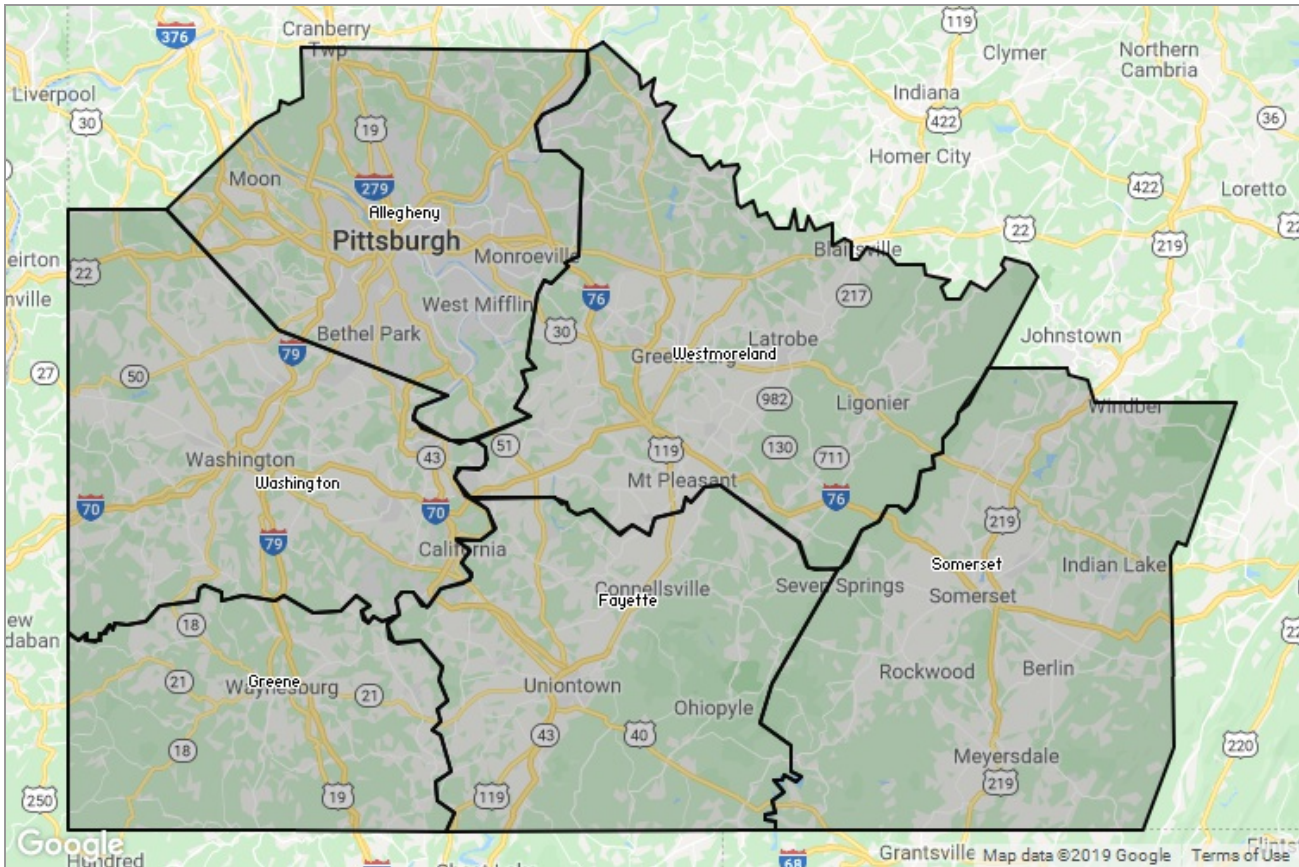




## MARKET DATA REPORT

# Quarterly Report 3rd quarter



### Report Characteristics

**Report Name:**  
Quarterly Report 3rd quarter

**Report Date Range:**  
7/2019 – 9/2019

**Filters Used:**  
Property Type

**Avg/Med:** Both

**Run Date:** 11/22/2019

**Scheduled:** No

Presented by

## Fayette Board of REALTORS®

(724) 437-1740

Other: [www.fayetteboard.com](http://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.

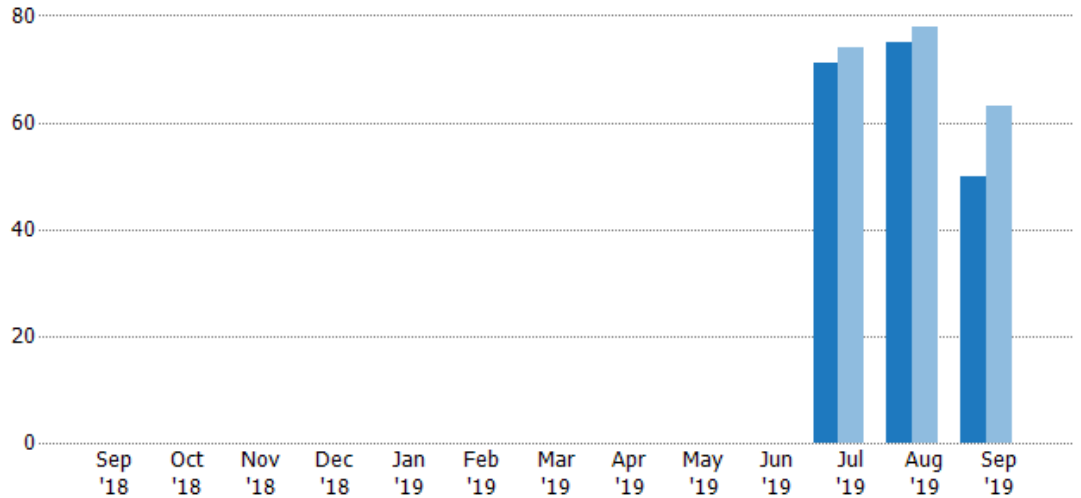
Key Metrics	Sep 2019	Sep 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	50	63	-20.6%	196	215	-8.8%
New Listing Volume	\$6,386,898	\$9,873,199	-35.3%	\$29,129,772	\$31,282,838	-6.9%
Active Listing Count	216	253	-14.6%	N/A	N/A	
Active Listing Volume	\$31,669,646	\$42,096,196	-24.8%	N/A	N/A	
Average Listing Price	\$146,619	\$166,388	-11.9%	\$148,344	\$161,161	-8%
Median Listing Price	\$119,000	\$132,000	-9.8%	\$119,645	\$130,678	-8.4%
Median Days in RPR	84	75	+12%	87.17	74.12	+17.6%
Months of Inventory	4.3	7.4	-41.9%	5.9	5.5	+7%
Absorption Rate	23.15%	13.44%	+9.7%	16.91%	18.09%	-1.2%
<b>Sales Activity Charts Metrics</b>						
Pending Sales Count	94	75	+25.3%	N/A	N/A	
Pending Sales Volume	\$13,458,773	\$9,135,500	+47.3%	N/A	N/A	
Closed Sales Count	46	45	+2.2%	128	114	+12.3%
Closed Sales Volume	\$6,939,636	\$5,888,020	+17.9%	\$18,397,155	\$15,496,792	+18.7%
Average Sales Price	\$150,862	\$130,845	+15.3%	\$143,728	\$135,937	+5.7%
Median Sales Price	\$145,000	\$119,900	+20.9%	\$131,984	\$120,060	+9.9%

## New Listings

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

Filters Used

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



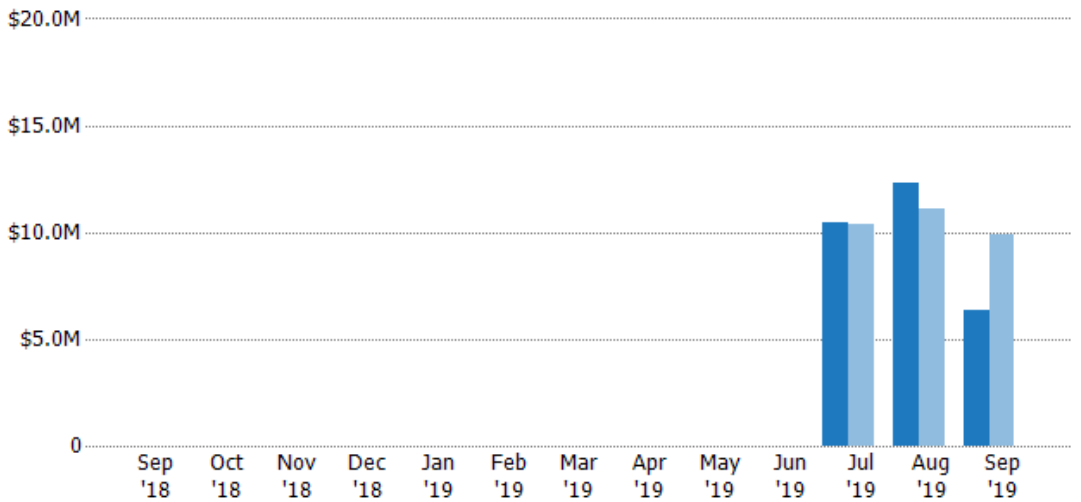
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	-	-	-	-	-	-	-	-	-	-	71	75	50
Prior Year	-	-	-	-	-	-	-	-	-	-	74	78	63
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-4%	-4%	-21%

## New Listing Volume

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

Filters Used

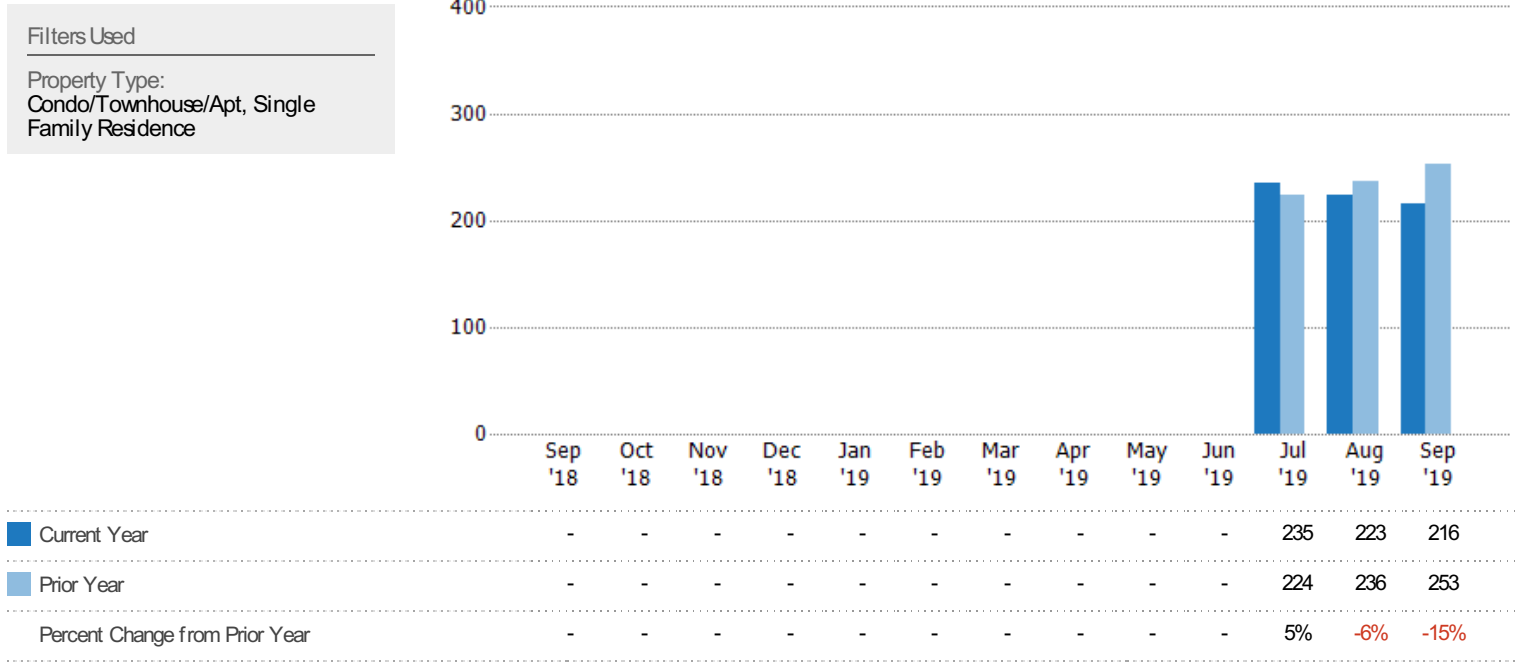
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	-	-	-	-	-	-	-	-	-	-	\$10.5M	\$12.3M	\$6.39M
Prior Year	-	-	-	-	-	-	-	-	-	-	\$10.3M	\$11.1M	\$9.87M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	1%	11%	-35%

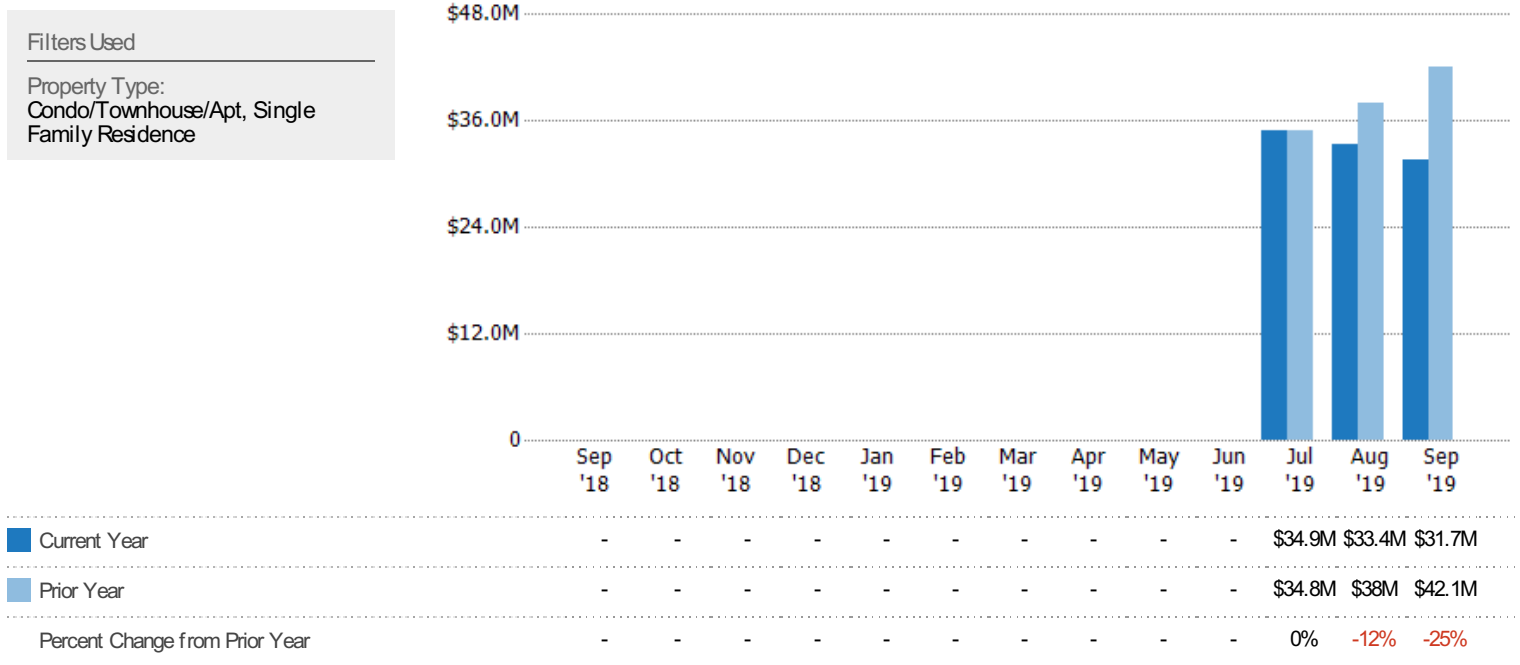
### Active Listings

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



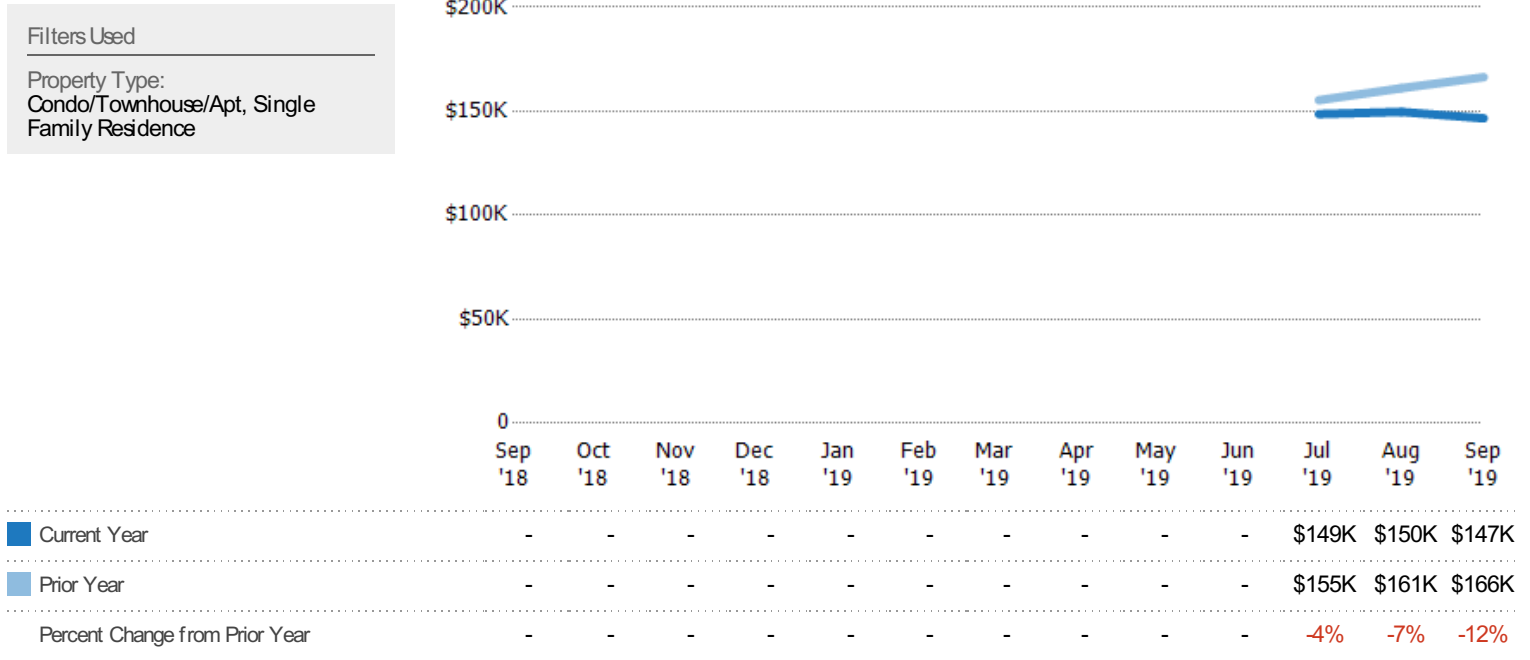
### Active Listing Volume

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



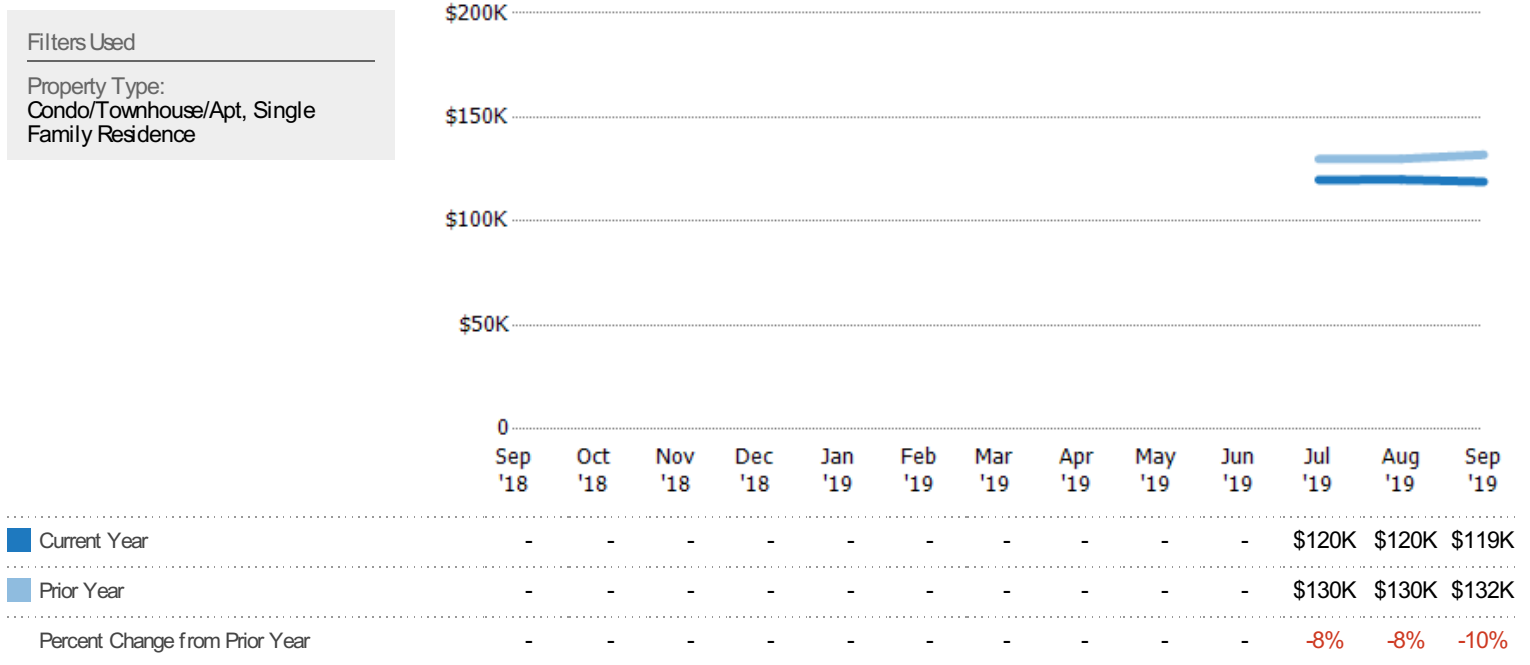
## Average Listing Price

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



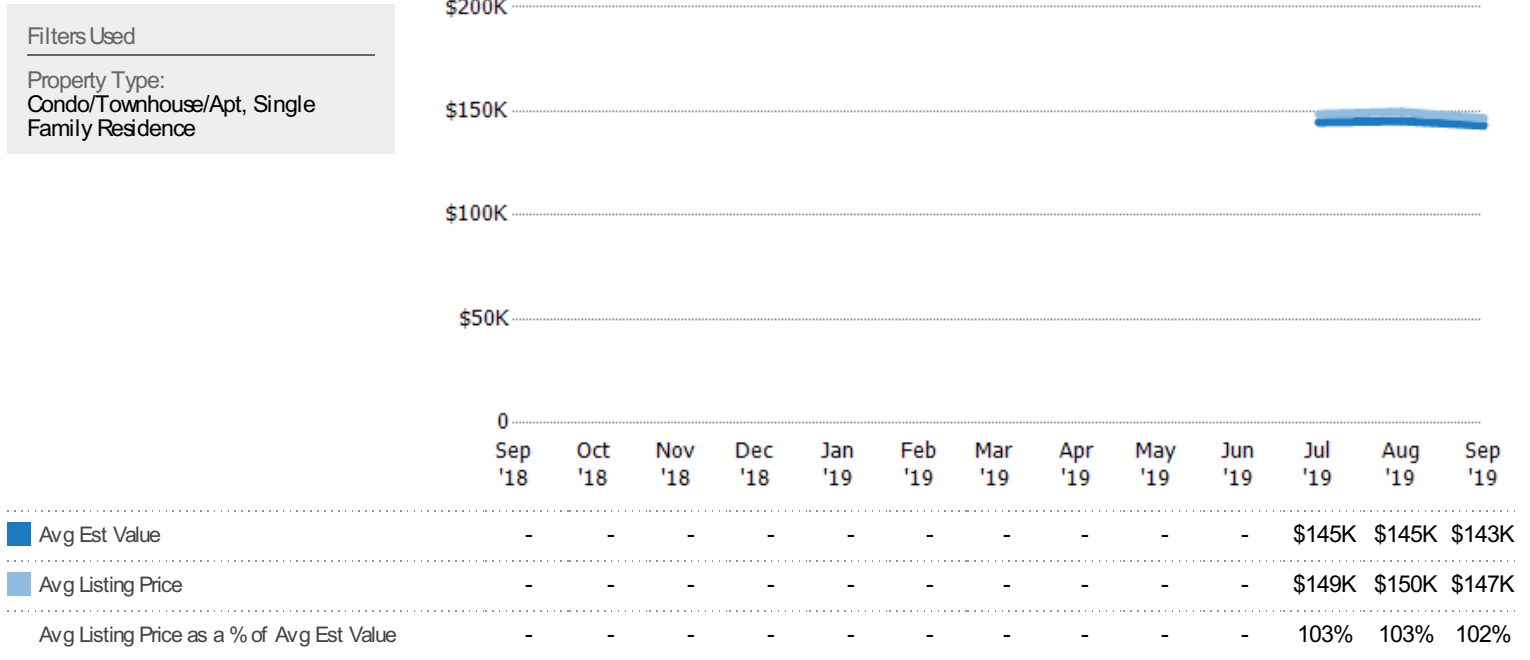
## Median Listing Price

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



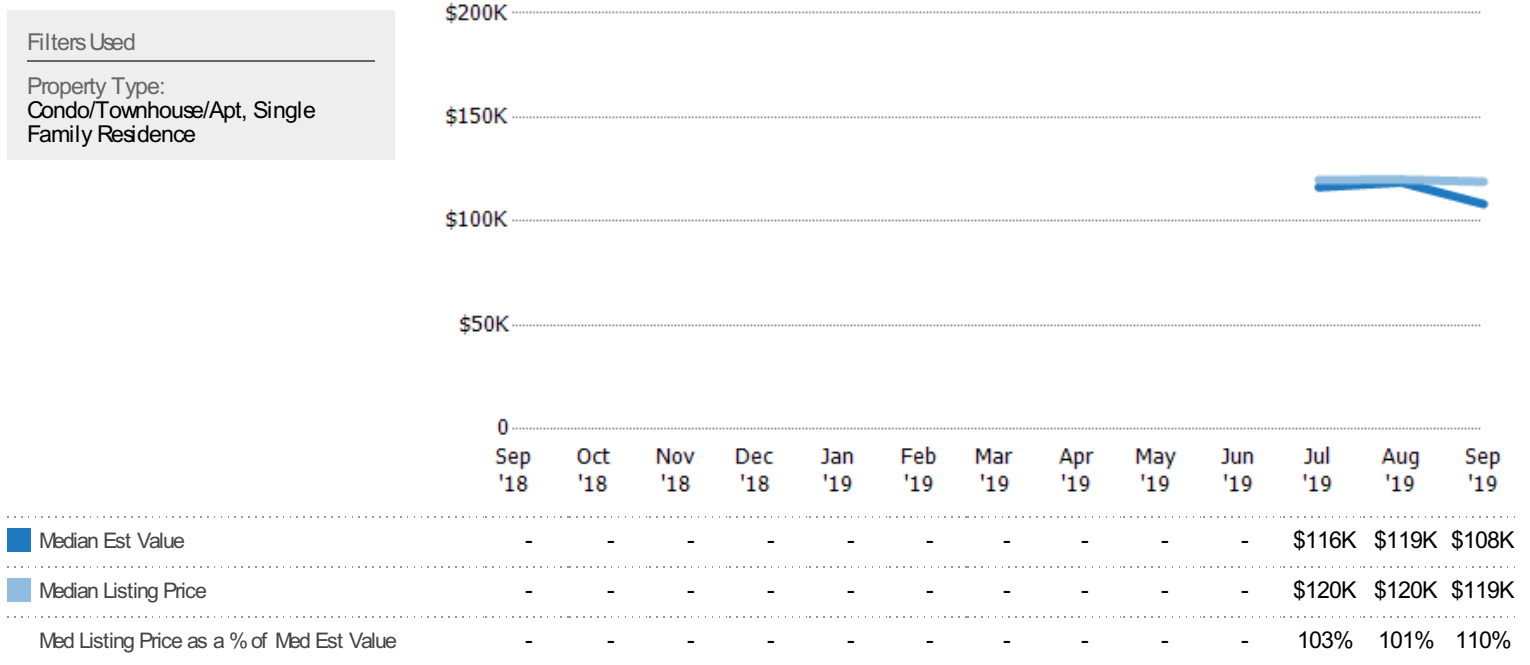
## Average Listing Price vs Average Est Value

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.

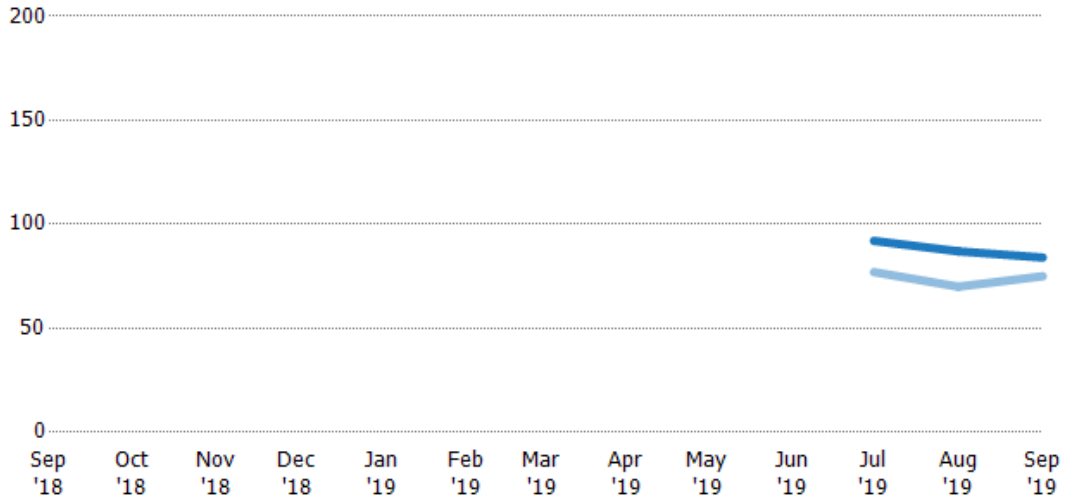


## Median Days in RPR

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



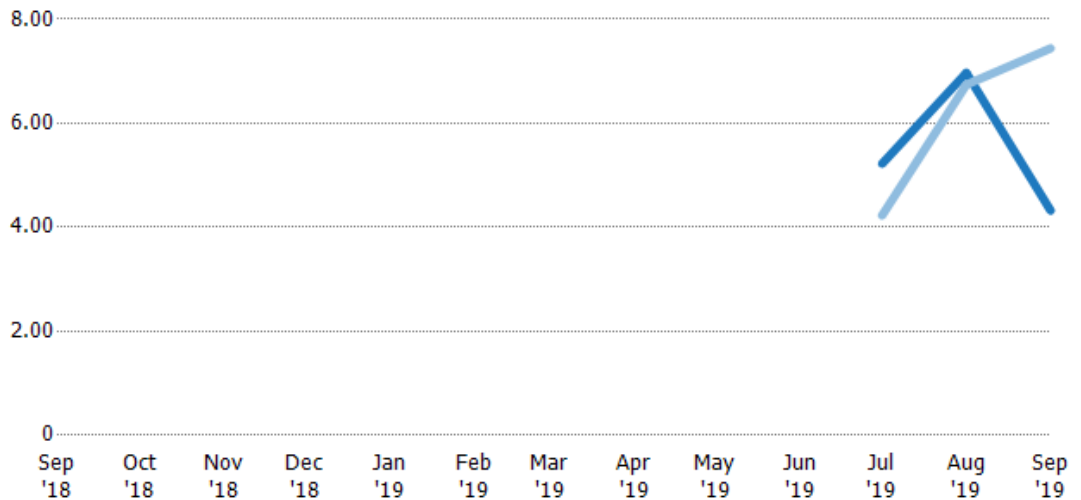
Current Year	-	-	-	-	-	-	-	-	-	-	92	87	84
Prior Year	-	-	-	-	-	-	-	-	-	-	77	70	75
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	19%	24%	12%

## 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



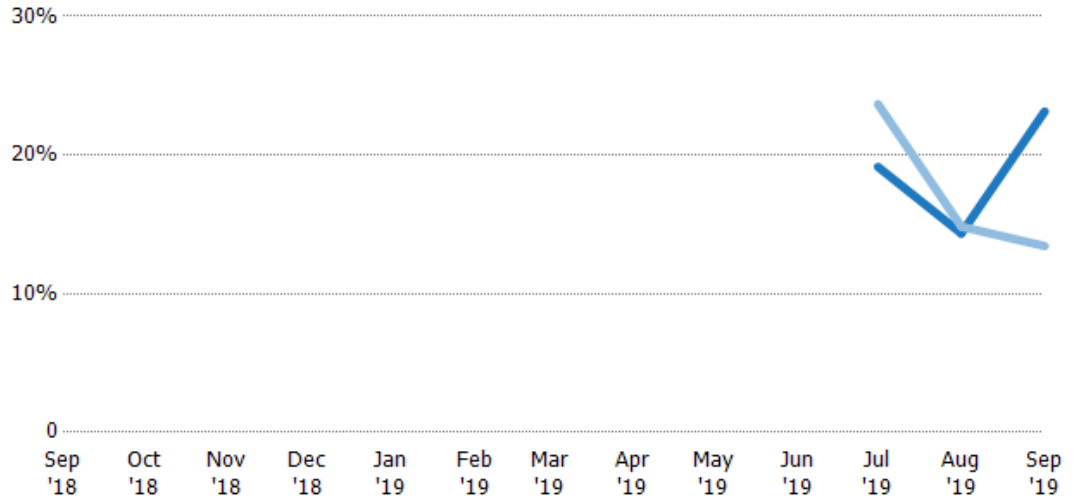
Current Year	-	-	-	-	-	-	-	-	-	-	5.22	6.97	4.32
Prior Year	-	-	-	-	-	-	-	-	-	-	4.23	6.74	7.44
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	24%	3%	-42%

## Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



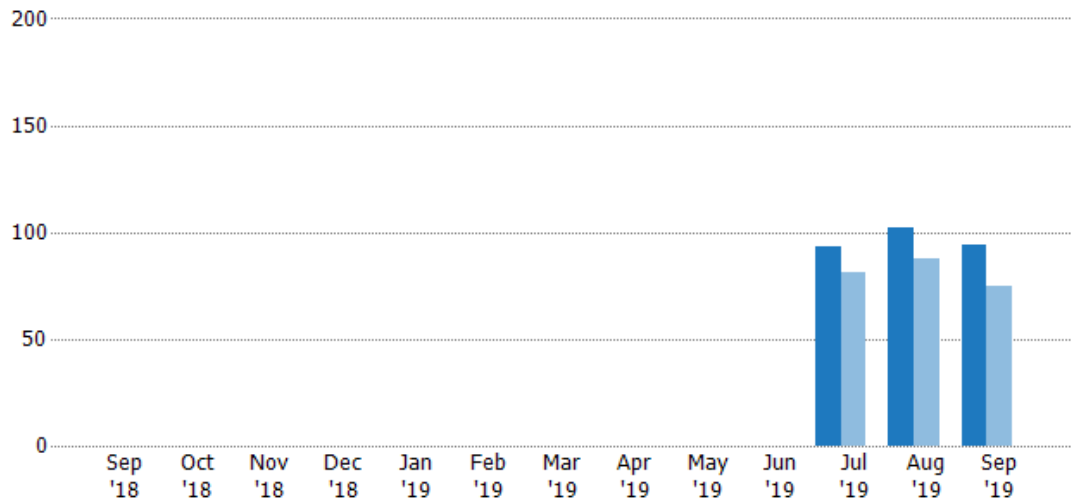
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	-	-	-	-	-	-	-	-	-	-	19%	14%	23%
Prior Year	-	-	-	-	-	-	-	-	-	-	24%	15%	13%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	5%	0%	-10%

## 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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	-	-	-	-	-	-	-	-	-	-	93	102	94
Prior Year	-	-	-	-	-	-	-	-	-	-	81	88	75
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	15%	16%	25%

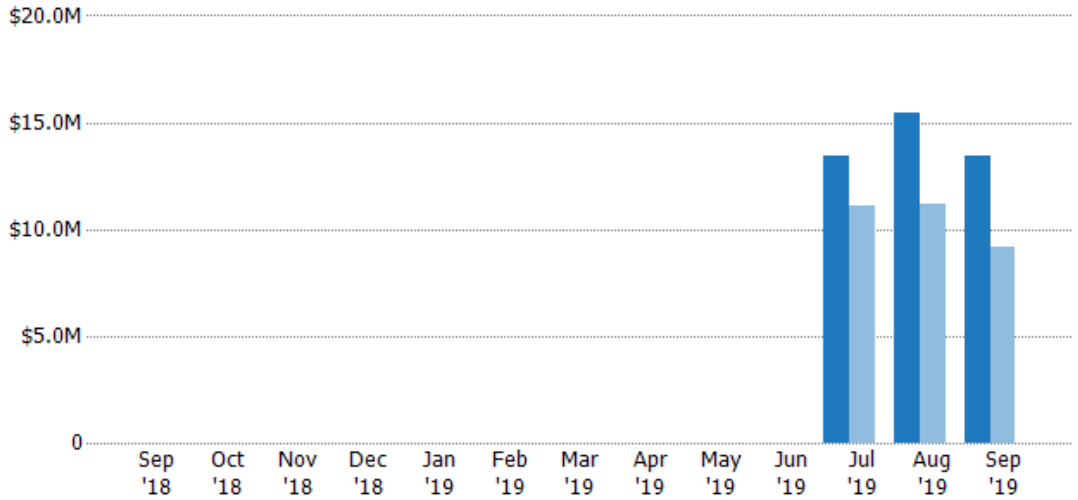


## Pending Sales Volume

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



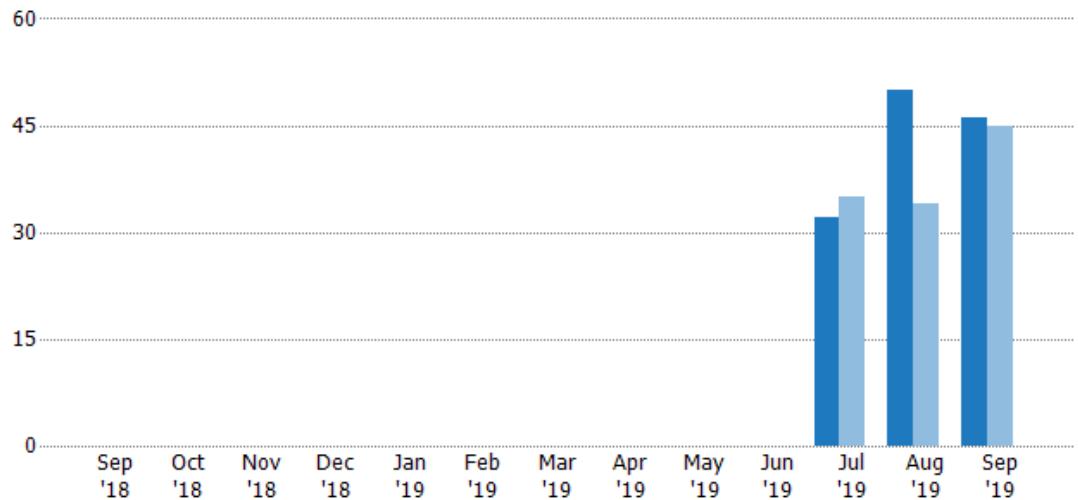
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	-	-	-	-	-	-	-	-	-	-	\$13.4M	\$15.4M	\$13.5M
Prior Year	-	-	-	-	-	-	-	-	-	-	\$11.1M	\$11.1M	\$9.14M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	21%	39%	47%

## Closed Sales

The total number of residential properties sold each month.

Filters Used

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



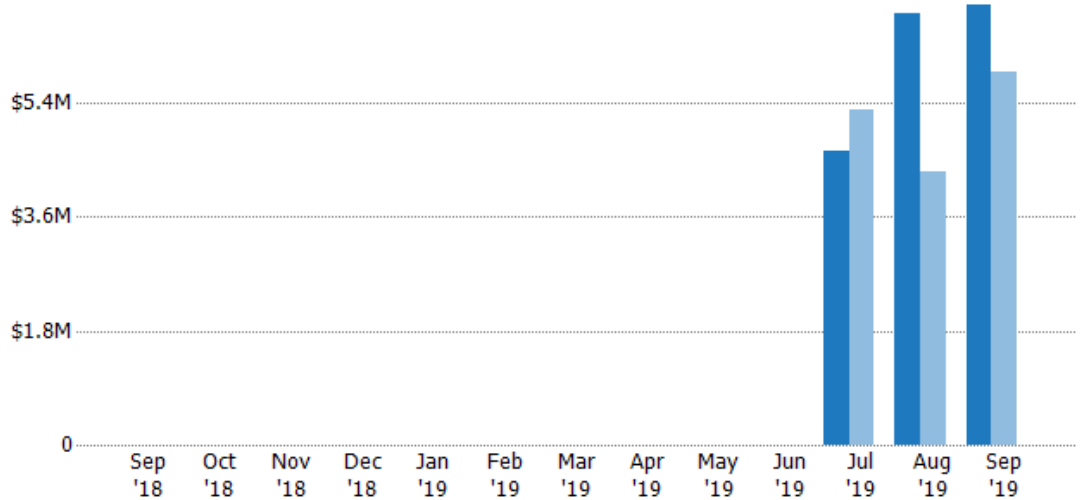
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	-	-	-	-	-	-	-	-	-	-	32	50	46
Prior Year	-	-	-	-	-	-	-	-	-	-	35	34	45
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-9%	47%	2%

## 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



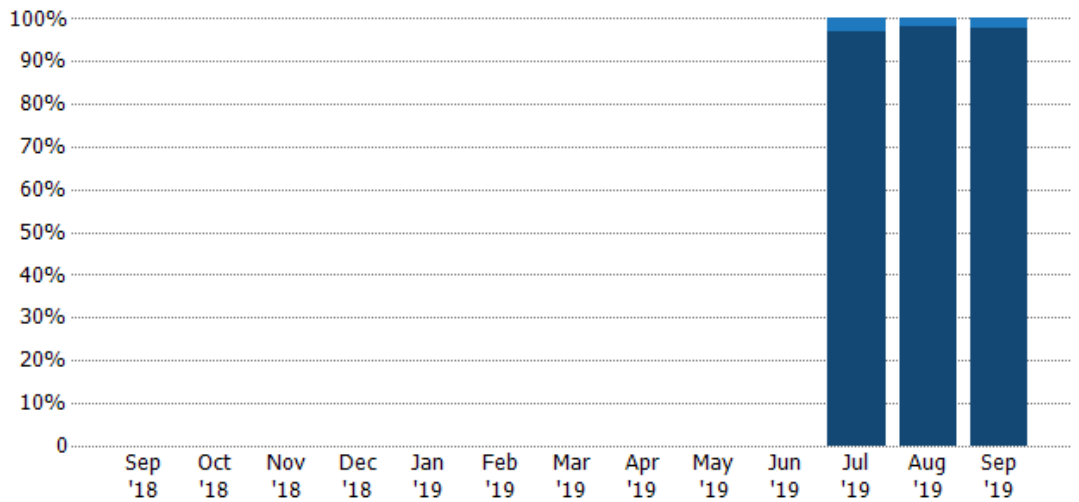
Current Year	-	-	-	-	-	-	-	-	-	-	-	\$4.63M	\$6.82M	\$6.94M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	\$5.3M	\$4.31M	\$5.89M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-13%	58%	18%

## 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



Condo/Townhouse	-	-	-	-	-	-	-	-	-	-	-	-	3%	2%	2%
Single Family Residence	-	-	-	-	-	-	-	-	-	-	-	-	97%	98%	98%

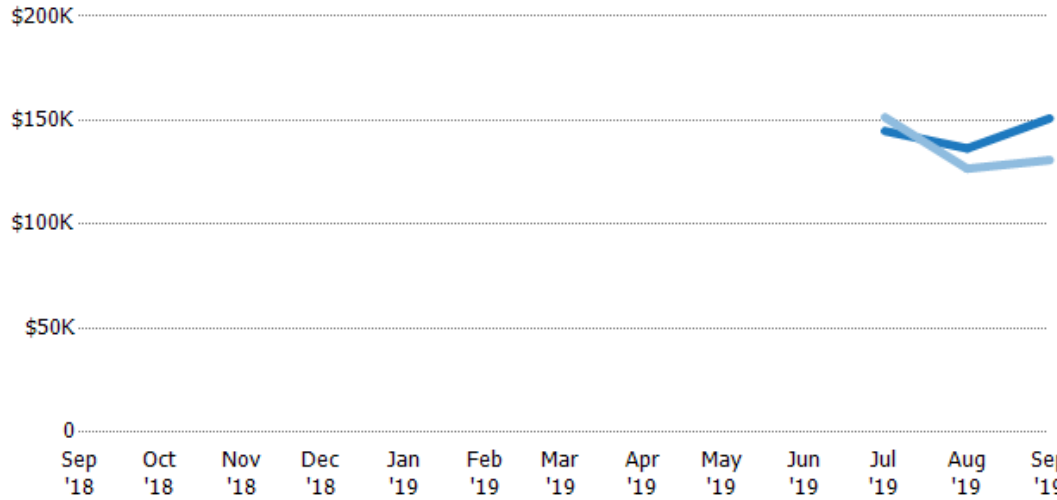
## Average Sales Price

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

Filters Used

---

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



Current Year	-	-	-	-	-	-	-	-	-	-	\$145K	\$136K	\$151K
Prior Year	-	-	-	-	-	-	-	-	-	-	\$151K	\$127K	\$131K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-4%	8%	15%

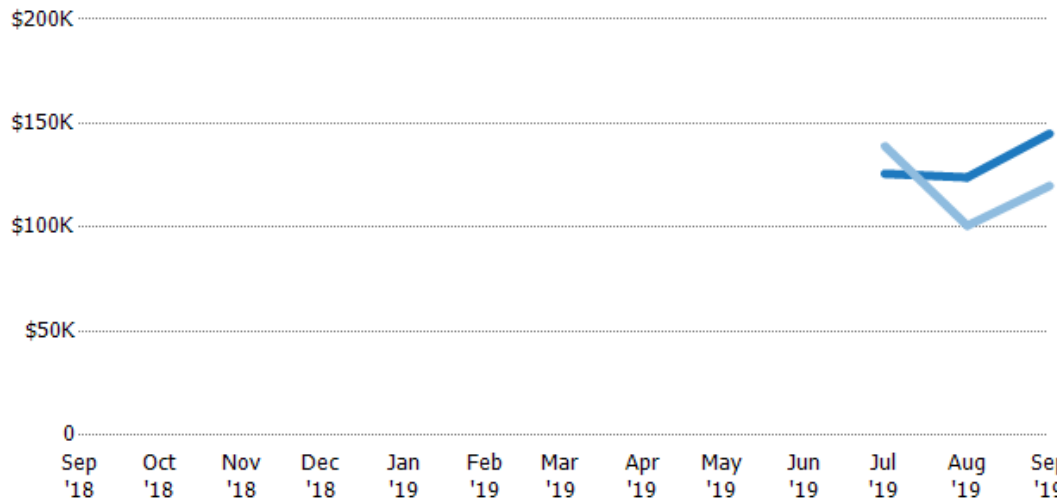
## Median Sales Price

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

Filters Used

---

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



Current Year	-	-	-	-	-	-	-	-	-	-	\$126K	\$124K	\$145K
Prior Year	-	-	-	-	-	-	-	-	-	-	\$139K	\$101K	\$120K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-10%	23%	21%

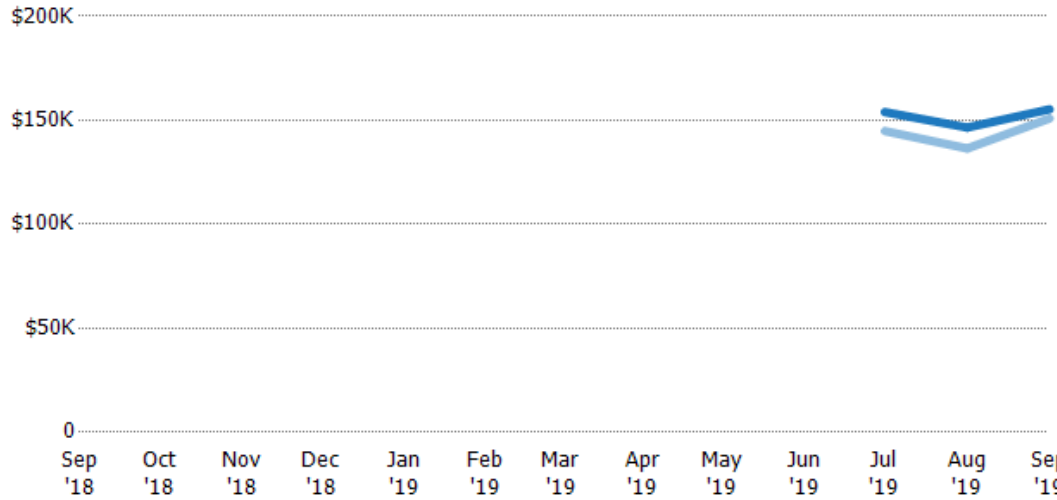
## Average Sales Price vs Average Listing Price

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg List Price	-	-	-	-	-	-	-	-	-	-	\$154K	\$147K	\$155K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	\$145K	\$136K	\$151K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	94%	93%	97%

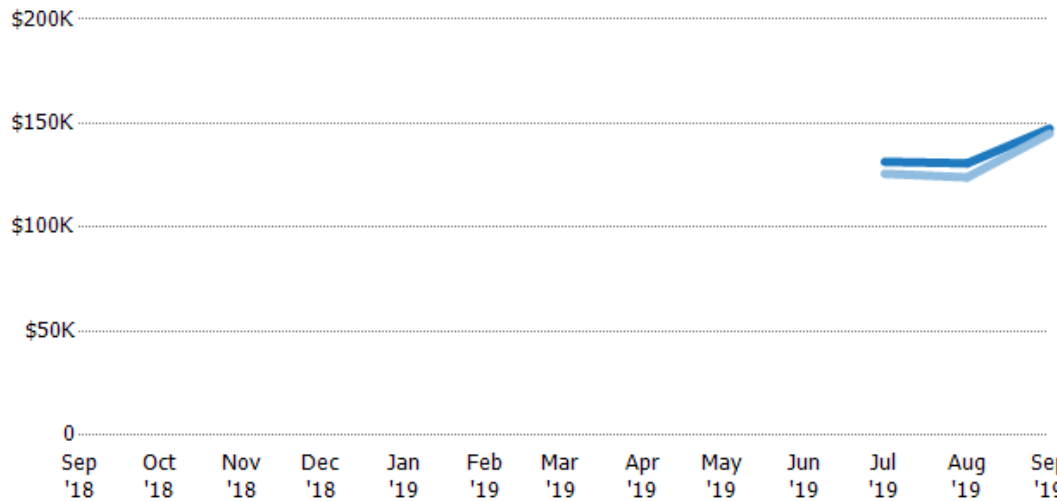
## Median Sales Price vs Median Listing Price

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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Median List Price	-	-	-	-	-	-	-	-	-	-	\$131K	\$131K	\$147K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	\$126K	\$124K	\$145K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	96%	95%	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:** Quarterly Report 3rd quarter  
**Run Date:** 11/22/2019  
**Scheduled:** No  
**Report Date Range:** From 7/2019 To: 9/2019

## 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 10/2019 data

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