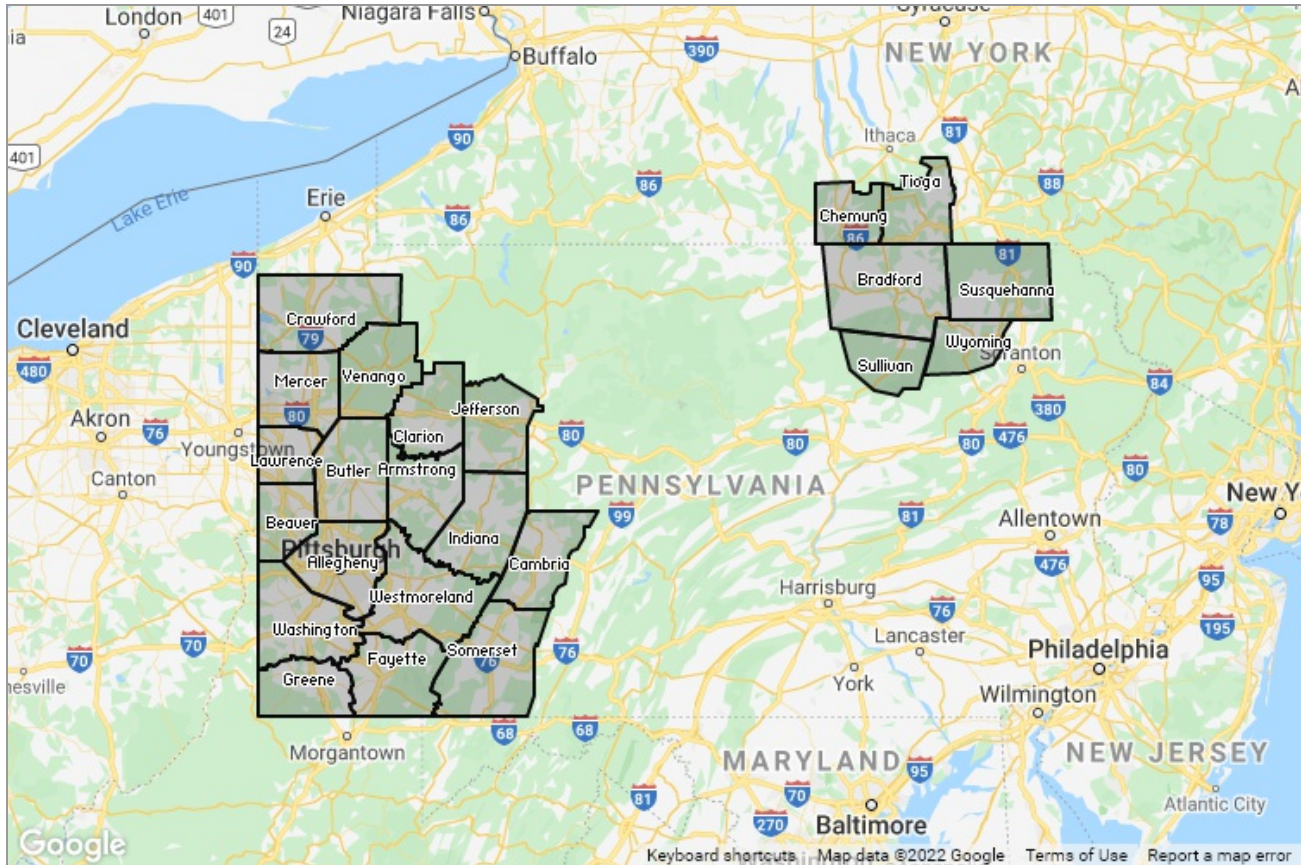


# Fayette Board of REALTORS®

MARKET DATA REPORT

## 4th Quarter 2021



### Report Characteristics

**Report Name:**  
4th Quarter 2021

**Report Date Range:**  
10/2021 – 12/2021

**Filters Used:**  
Property Type

**Avg/Med:** Both

**Run Date:** 01/11/2022

**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

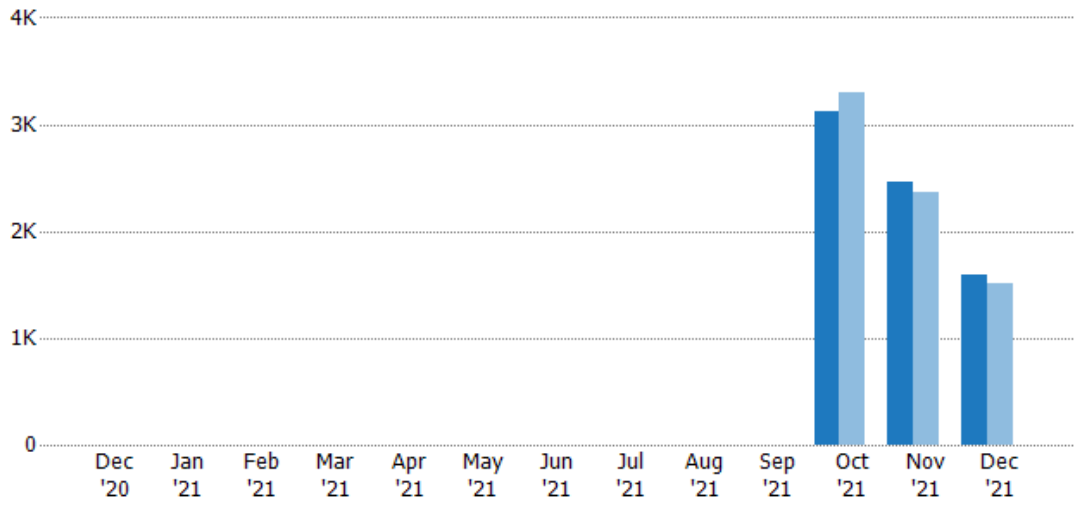
A summary of the key metrics selected to be included in the report. MLS sources where licensed.

Key Metrics	Dec 2021	Dec 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	1,596	1,514	+5.4%	7,180	7,178	+0%
New Listing Volume	\$379,027,750	\$381,951,813	-0.8%	\$1,781,579,779	\$1,786,575,792	-0.3%
Active Listing Count	4,050	6,224	-34.9%	N/A	N/A	
Active Listing Volume	\$1,275,387,358	\$1,914,934,112	-33.4%	N/A	N/A	
Average Listing Price	\$314,910	\$307,669	+2.4%	\$306,939	\$303,601	+1.1%
Median Listing Price	\$190,000	\$200,000	-5%	\$197,021	\$200,910	-1.9%
Median Days in RPR	74	91	-18.7%	60.02	75.51	-20.5%
Months of Inventory	1.5	2.3	-36.4%	1.8	3	-39.6%
Absorption Rate	67.63%	42.98%	+24.7%	55.22%	33.35%	+21.9%
<b>Sales Activity Charts Metrics</b>						
Pending Sales Count	3,119	2,600	+20%	N/A	N/A	
Pending Sales Volume	\$815,846,517	\$649,437,255	+25.6%	N/A	N/A	
Closed Sales Count	2,801	2,786	+0.5%	8,339	8,627	-3.3%
Closed Sales Volume	\$685,497,871	\$648,669,401	+5.7%	\$2,067,827,705	\$2,008,842,796	+2.9%
Average Sales Price	\$244,733	\$232,832	+5.1%	\$247,971	\$232,855	+6.5%
Median Sales Price	\$199,900	\$185,000	+8.1%	\$201,645	\$186,767	+8%

### New Listings

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

Filters Used  
 Property Type:  
 Condo/Townhouse/Apt., Single Family

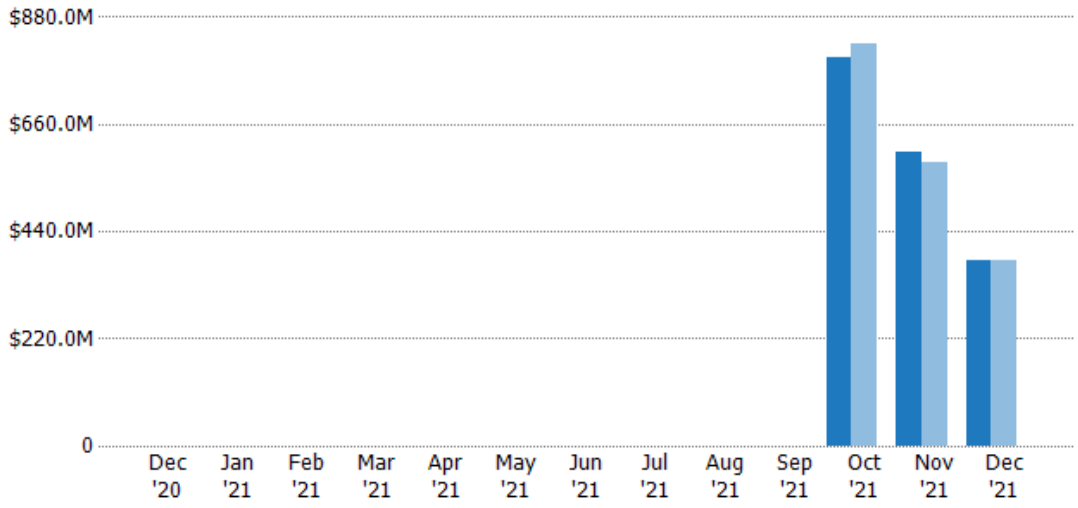


Current Year	-	-	-	-	-	-	-	-	-	-	-	3.12K	2.47K	1.6K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	3.3K	2.36K	1.51K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-6%	5%	5%

### New Listing Volume

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

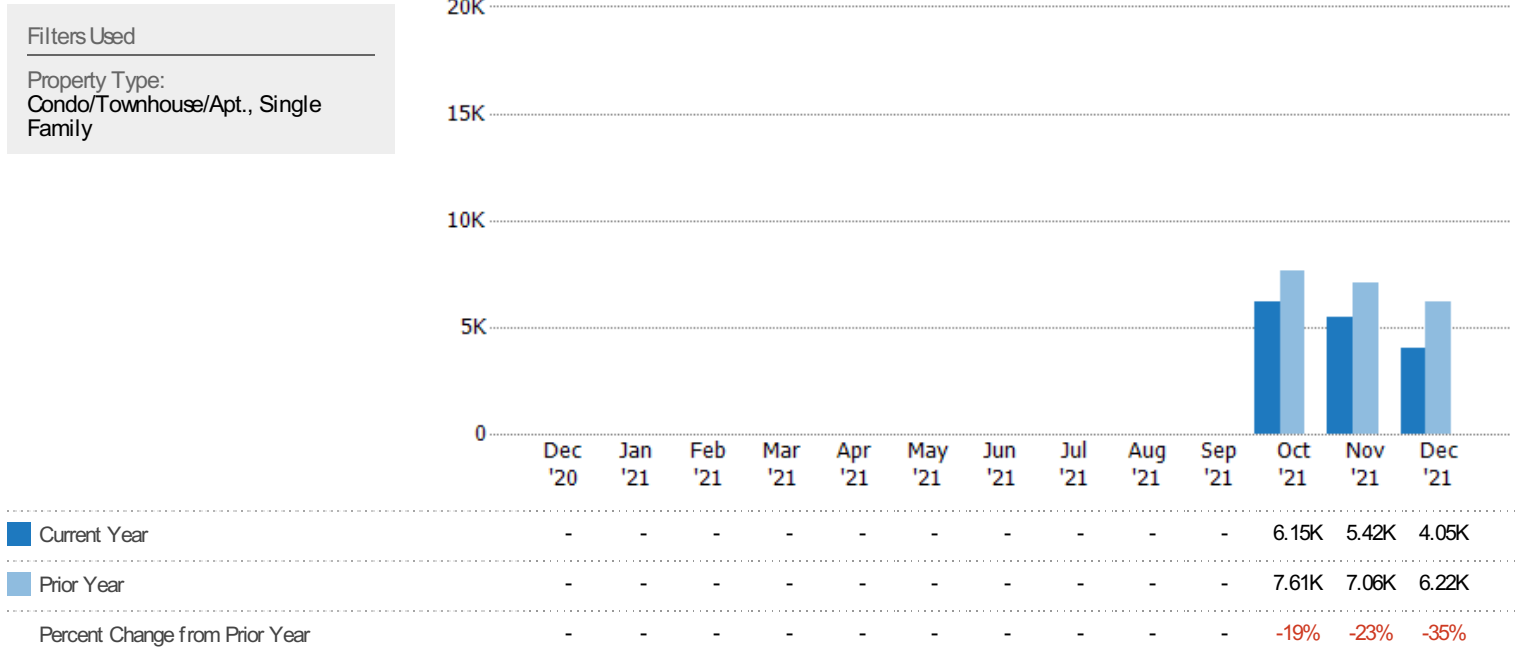
Filters Used  
 Property Type:  
 Condo/Townhouse/Apt., Single Family



Current Year	-	-	-	-	-	-	-	-	-	-	-	\$798M	\$604M	\$379M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	\$824M	\$580M	\$382M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-3%	4%	-1%

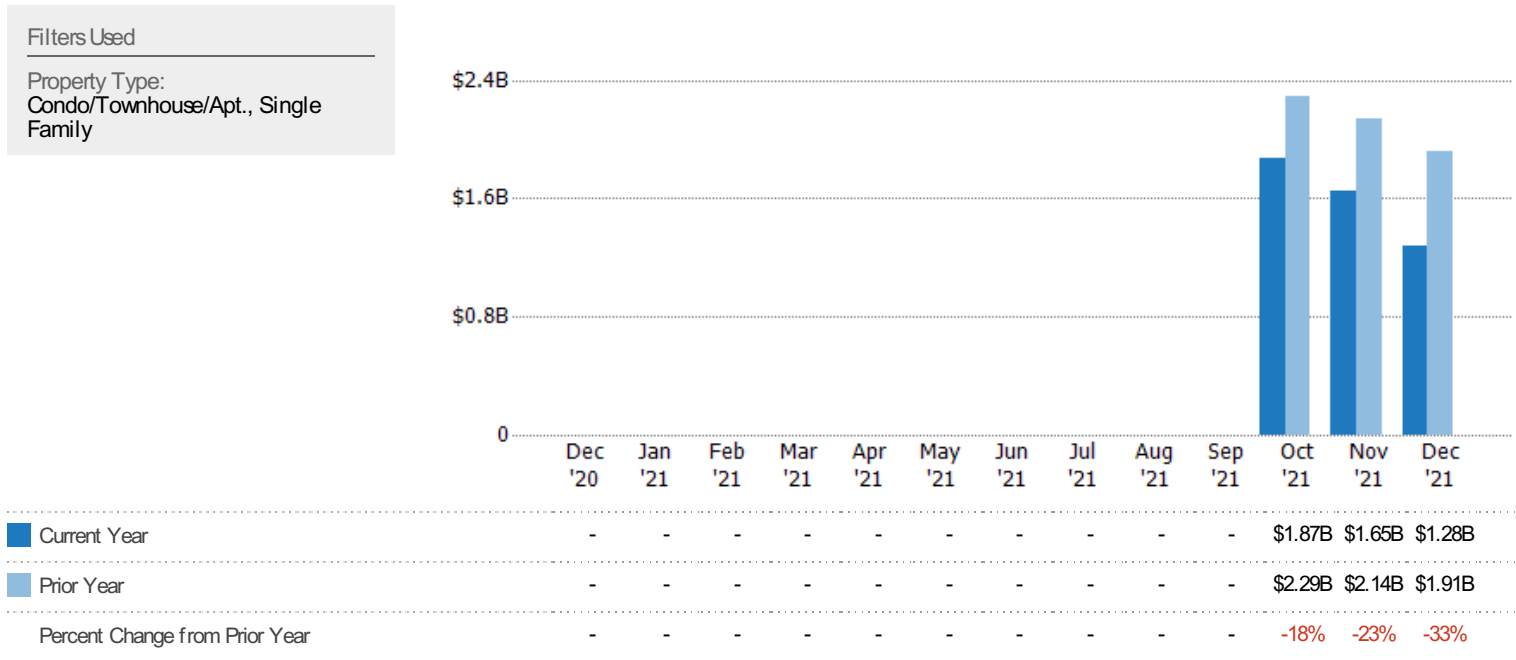
### Active Listings

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



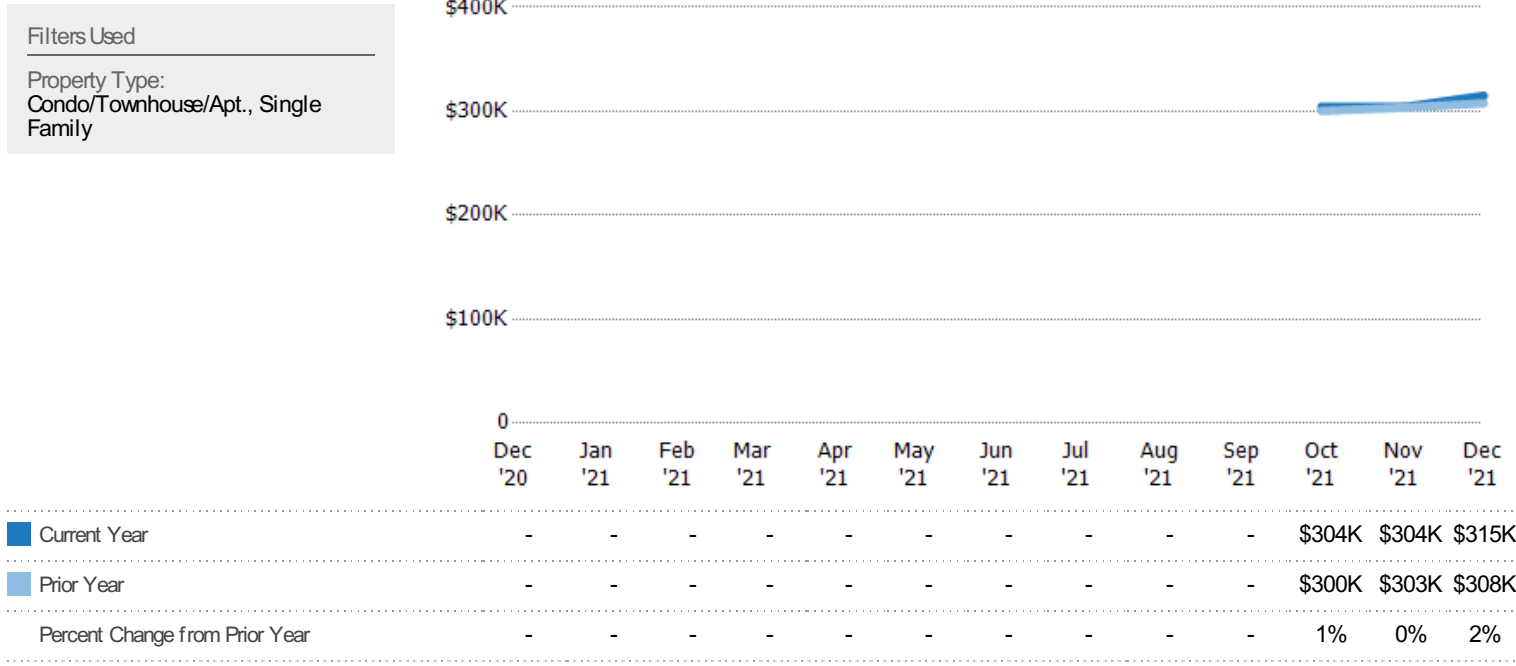
### Active Listing Volume

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



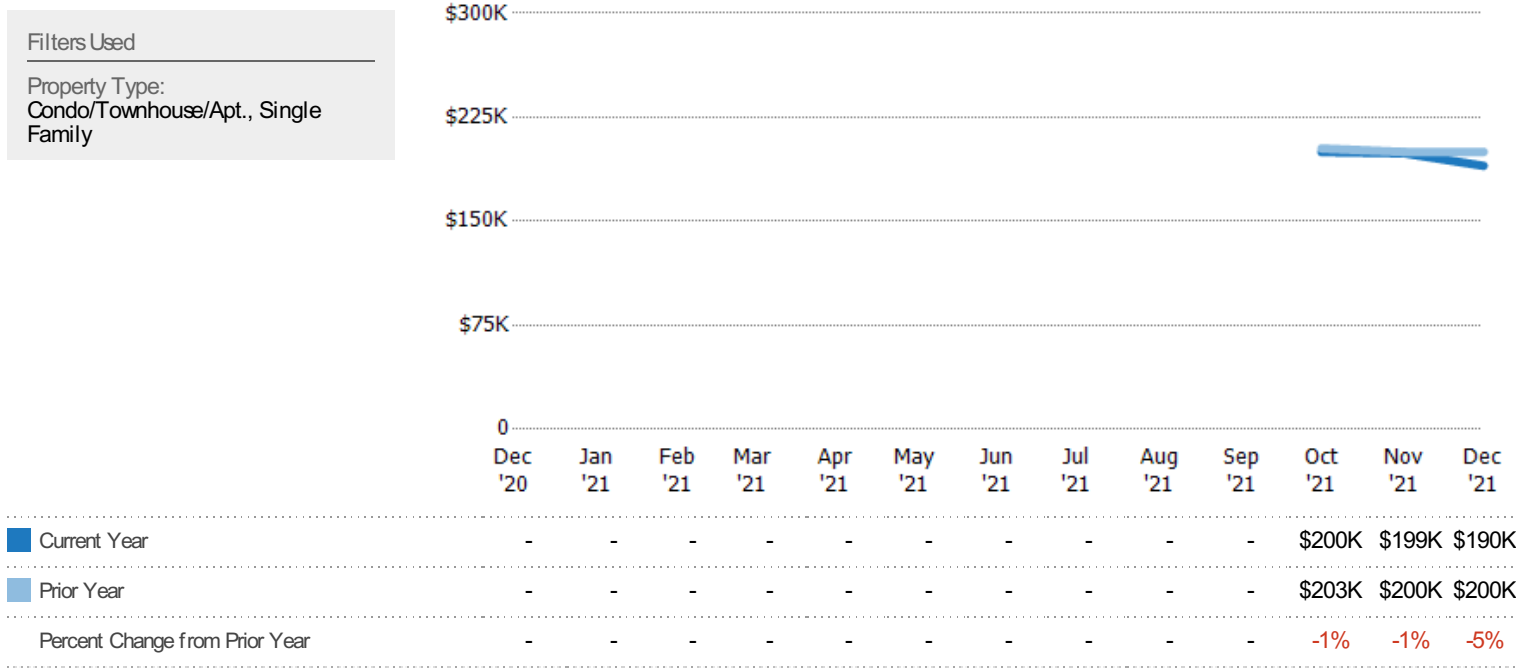
### Average Listing Price

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



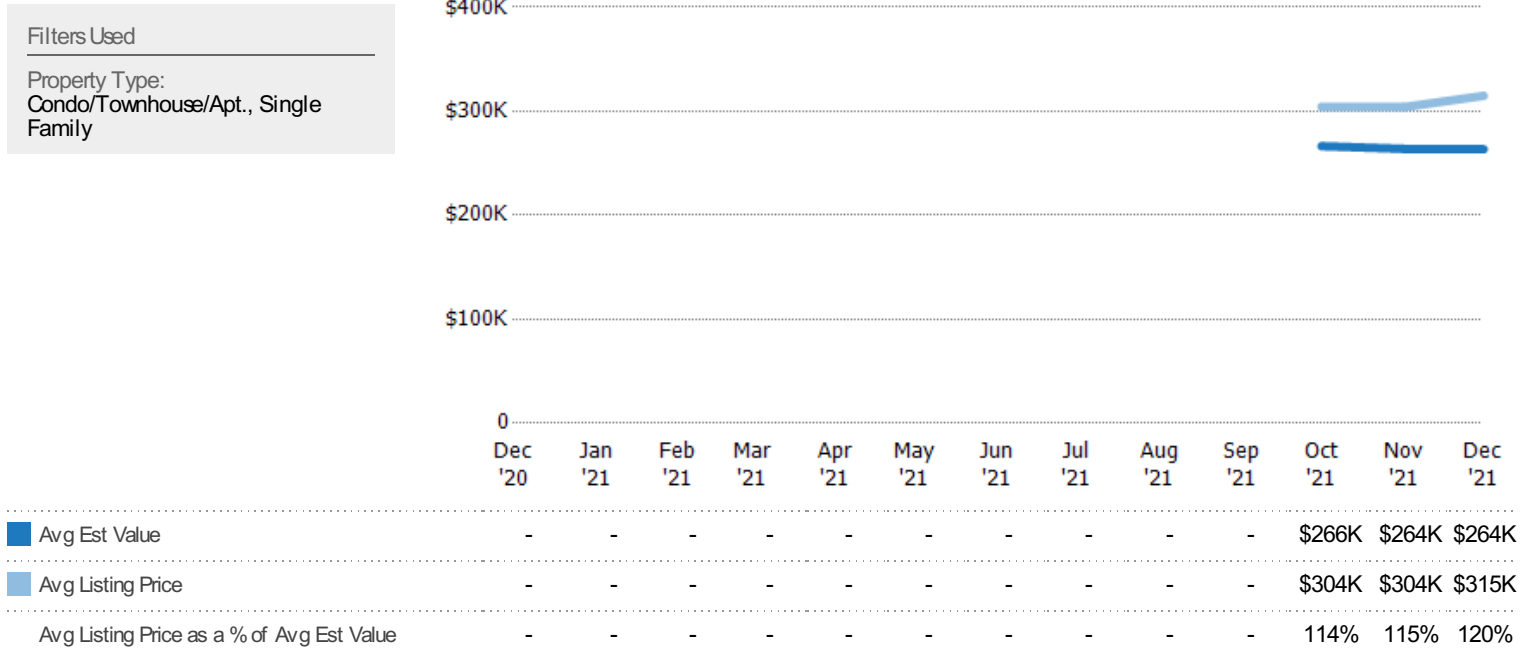
### Median Listing Price

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



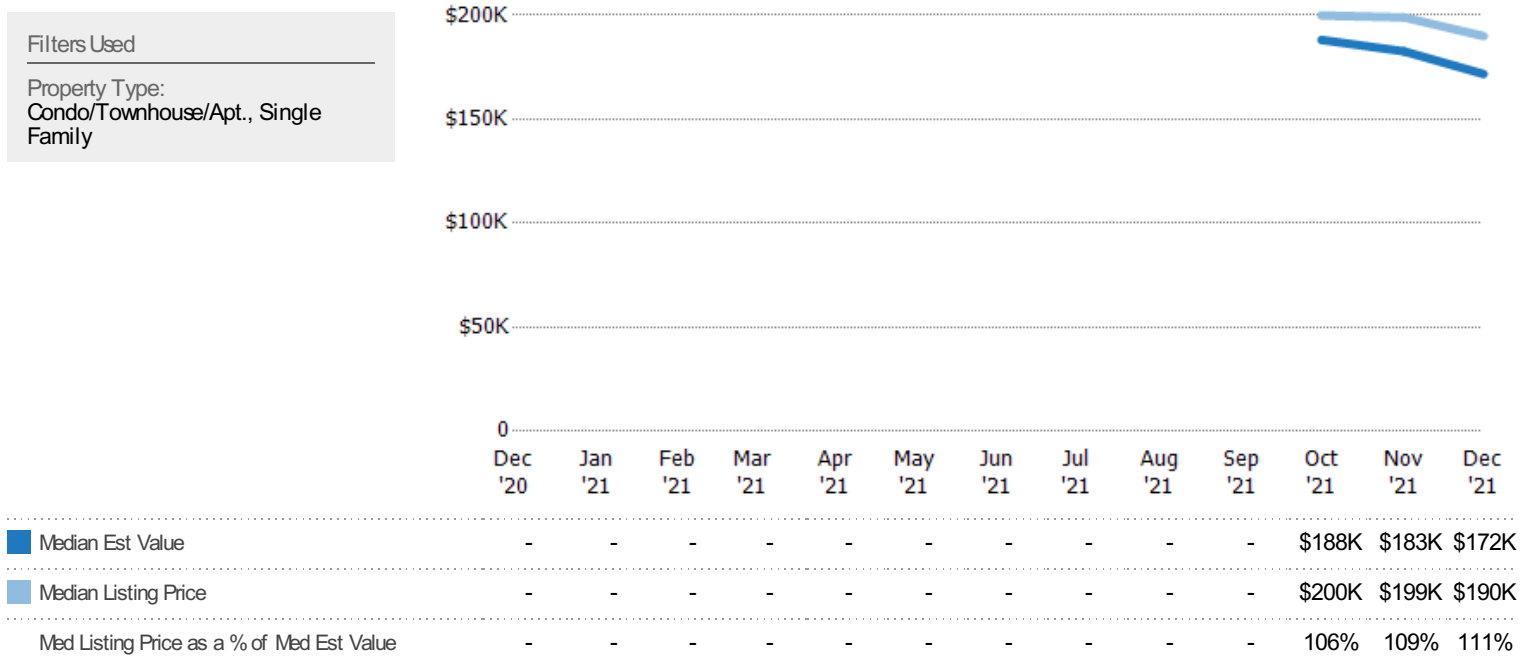
### Average Listing Price vs Average Est Value

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.

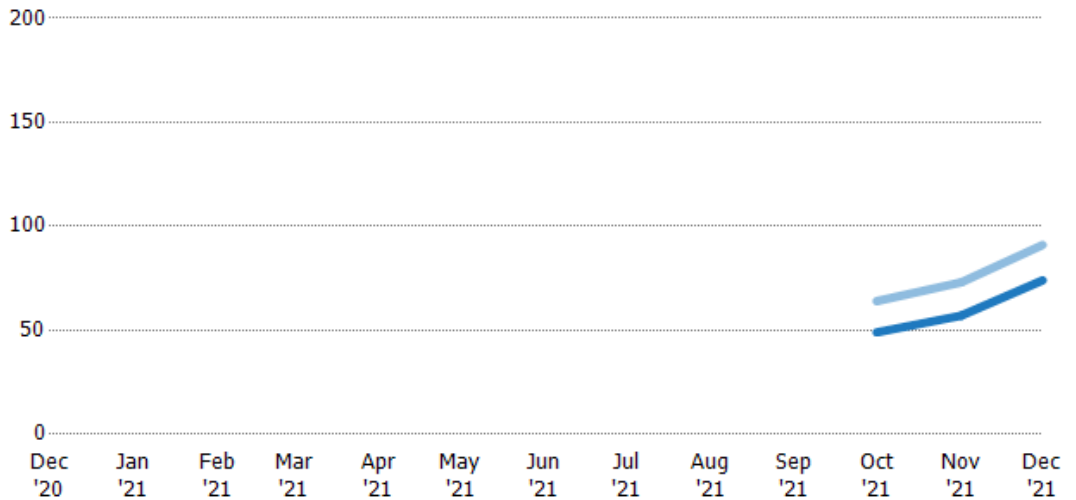


### Median Days in RPR

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



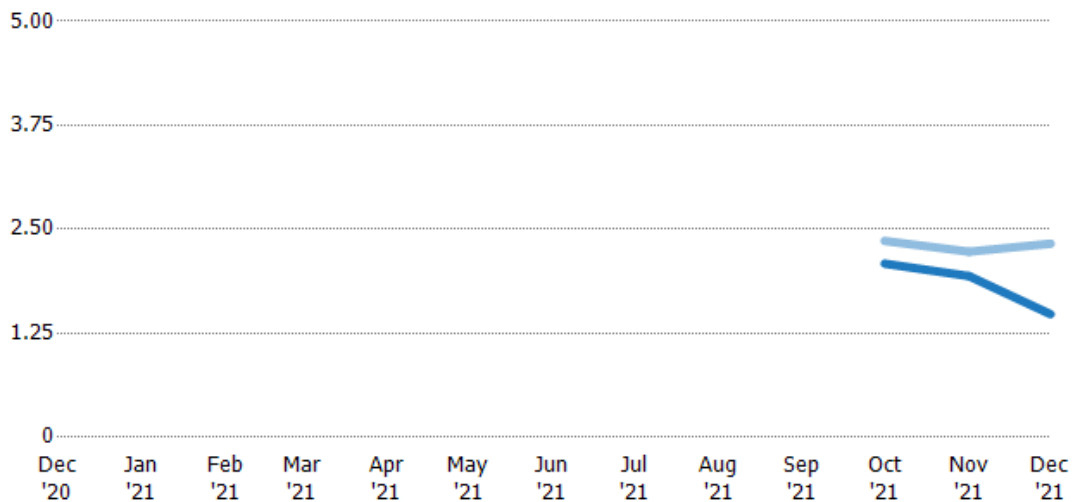
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	-	-	-	-	-	-	-	-	-	-	49	57	74
Prior Year	-	-	-	-	-	-	-	-	-	-	64	73	91
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-23%	-22%	-19%

### 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



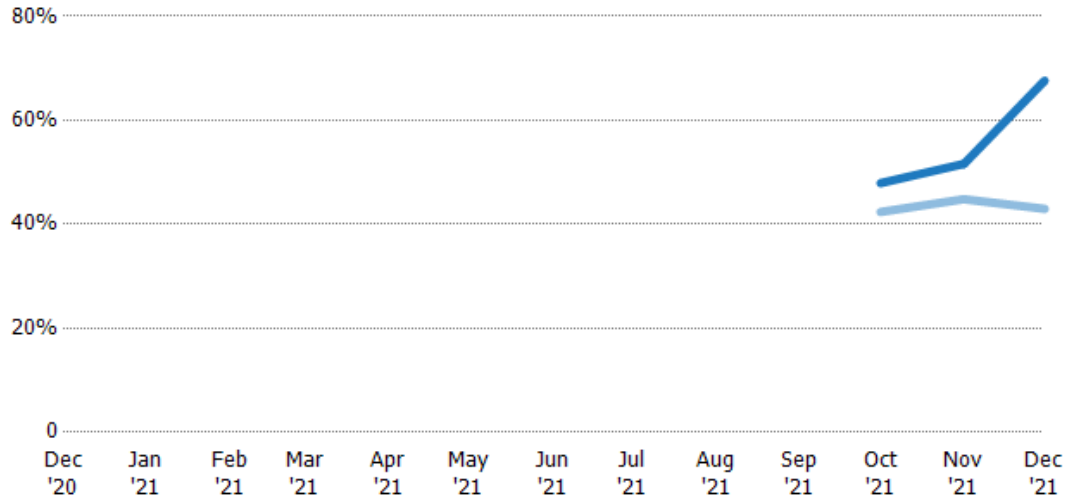
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	-	-	-	-	-	-	-	-	-	-	2.09	1.94	1.48
Prior Year	-	-	-	-	-	-	-	-	-	-	2.36	2.23	2.33
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-12%	-13%	-36%

## Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



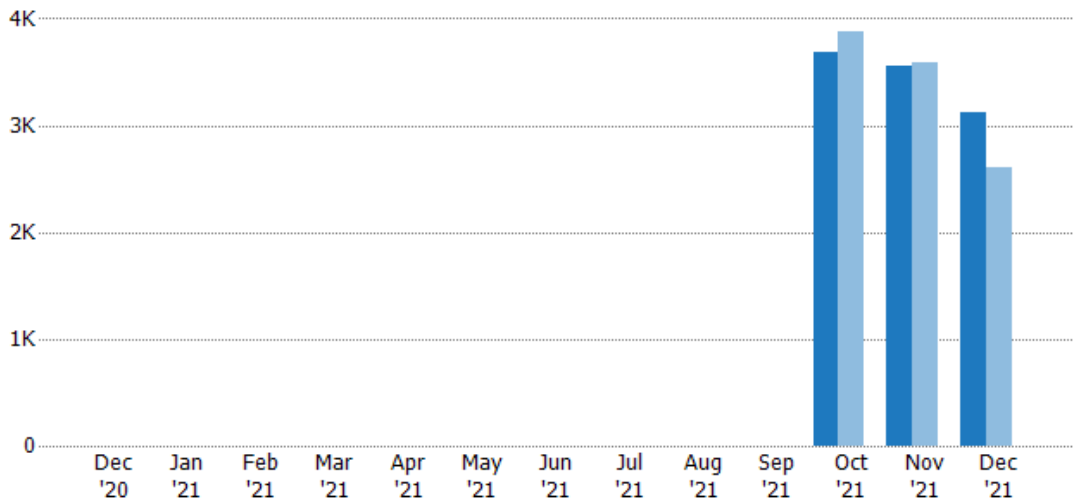
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	-	-	-	-	-	-	-	-	-	-	48%	52%	68%
Prior Year	-	-	-	-	-	-	-	-	-	-	42%	45%	43%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-6%	-7%	-25%

## 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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	-	-	-	-	-	-	-	-	-	-	3.68K	3.55K	3.12K
Prior Year	-	-	-	-	-	-	-	-	-	-	3.87K	3.6K	2.6K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-5%	-1%	20%

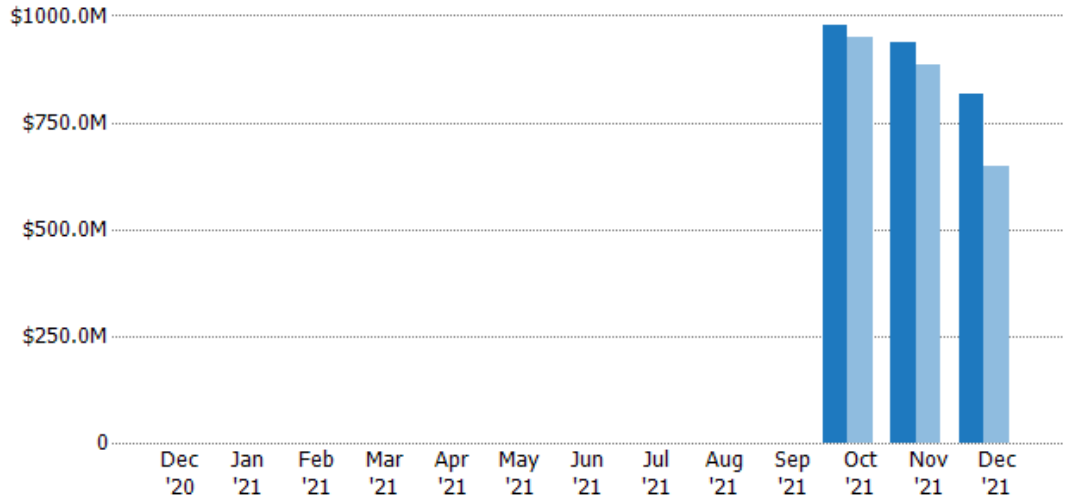


### Pending Sales Volume

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



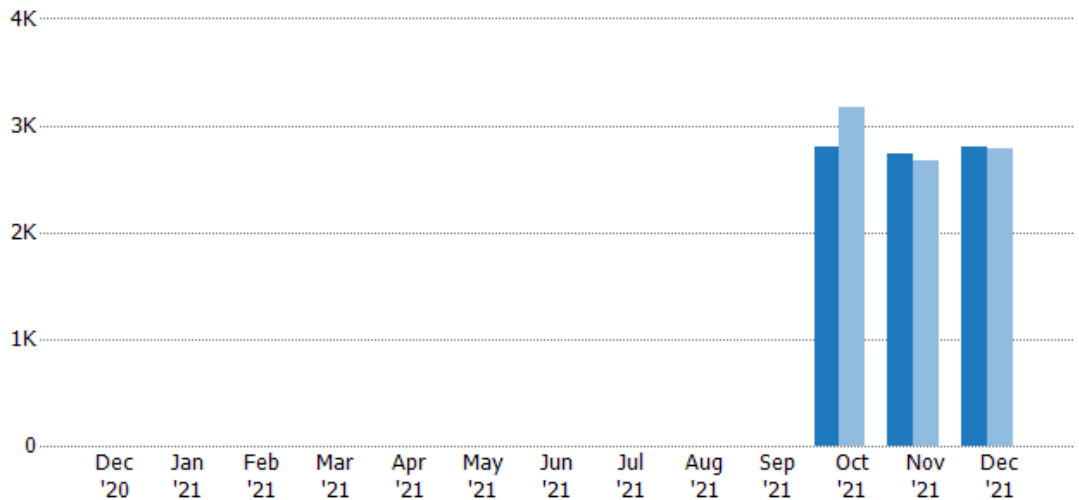
	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	-	-	-	-	-	-	-	-	-	-	\$977M	\$939M	\$816M
Prior Year	-	-	-	-	-	-	-	-	-	-	\$949M	\$885M	\$649M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	3%	6%	26%

### Closed Sales

The total number of residential properties sold each month.

Filters Used

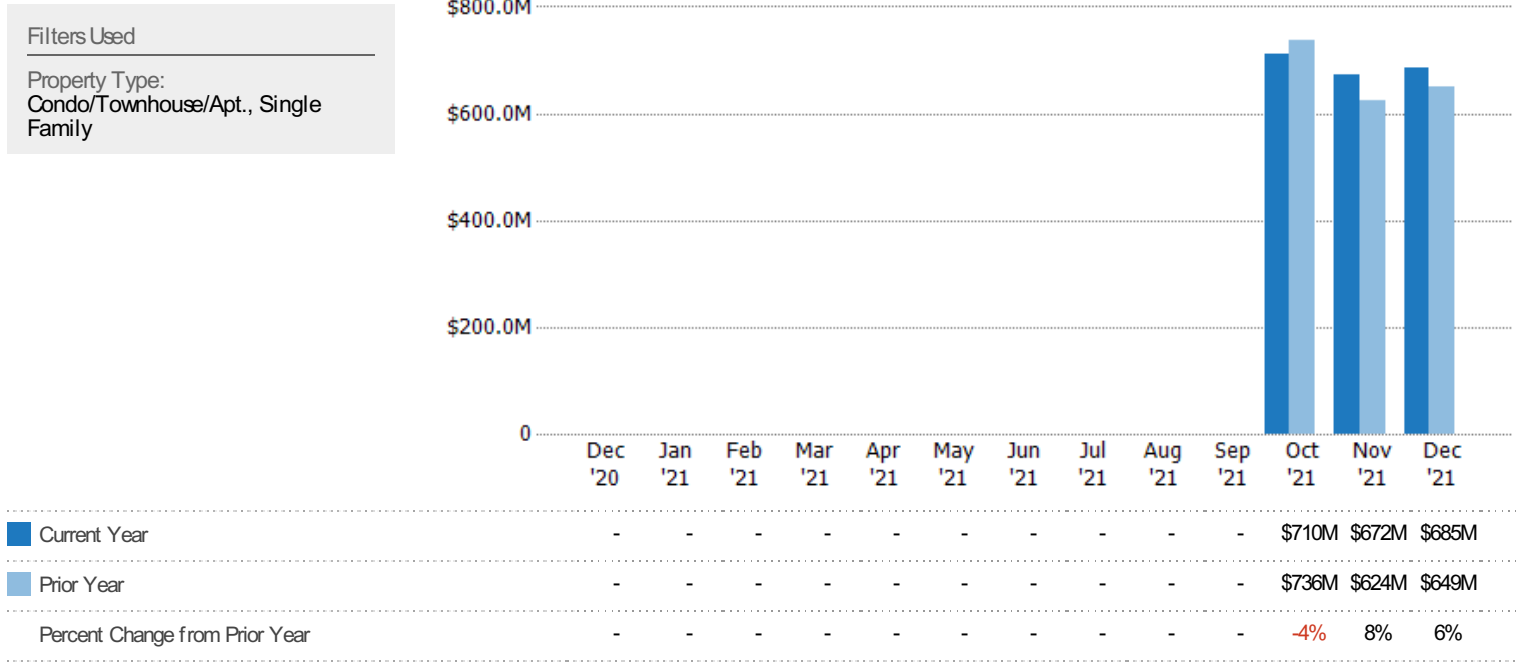
Property Type:  
Condo/Townhouse/Apt., Single  
Family



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Current Year	-	-	-	-	-	-	-	-	-	-	2.8K	2.74K	2.8K
Prior Year	-	-	-	-	-	-	-	-	-	-	3.17K	2.68K	2.79K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-12%	2%	1%

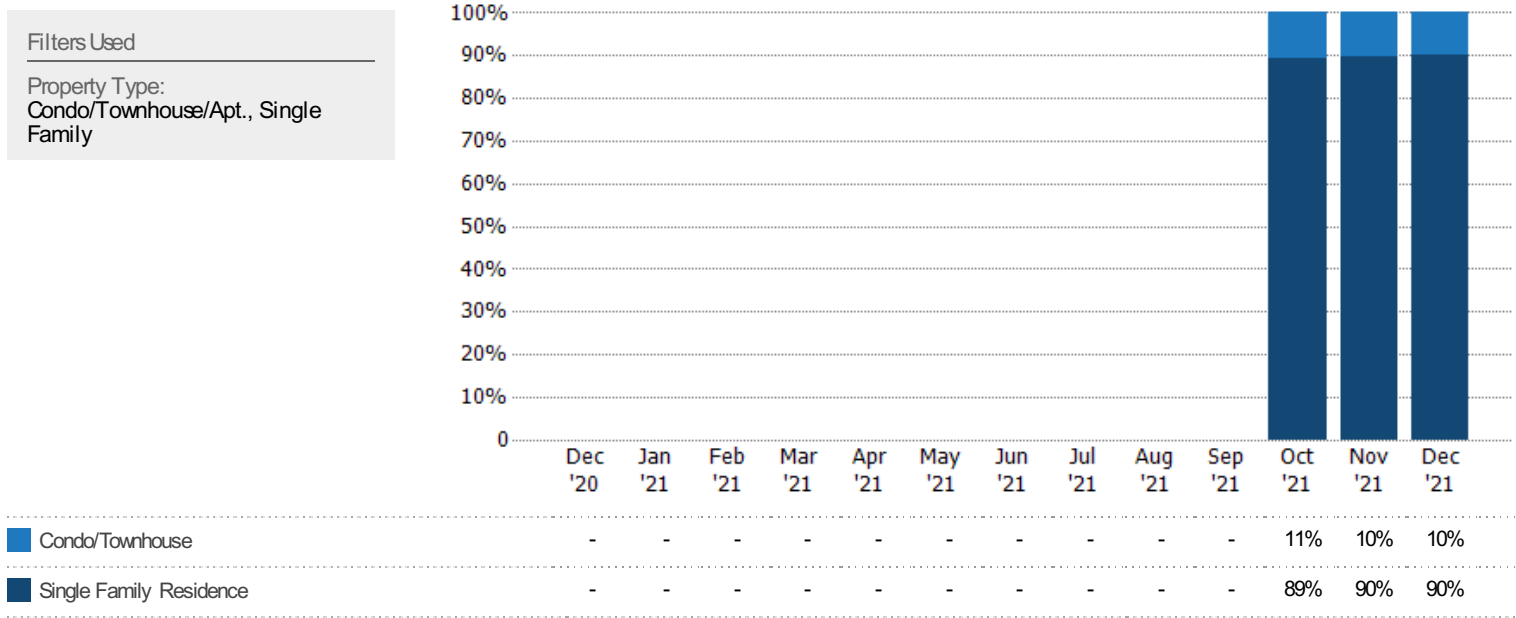
### Closed Sales Volume

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



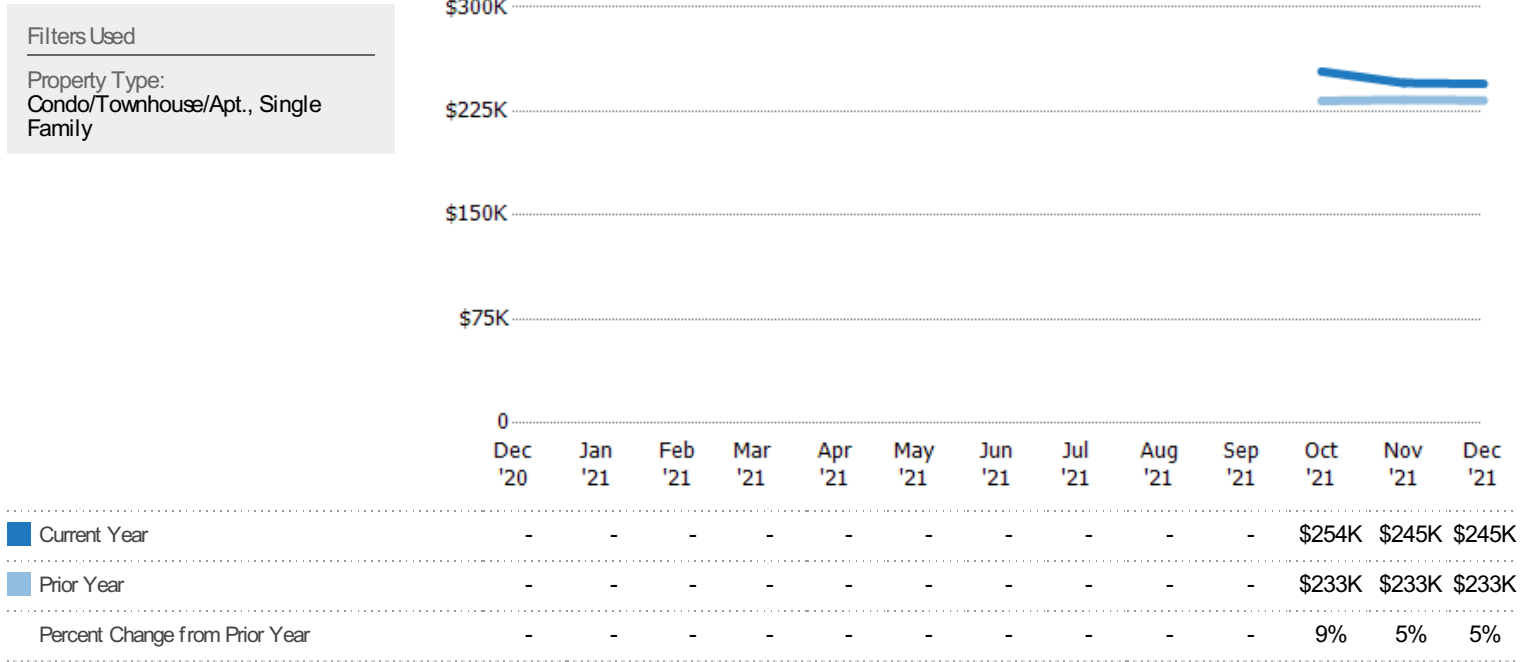
### Closed Sales by Property Type

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



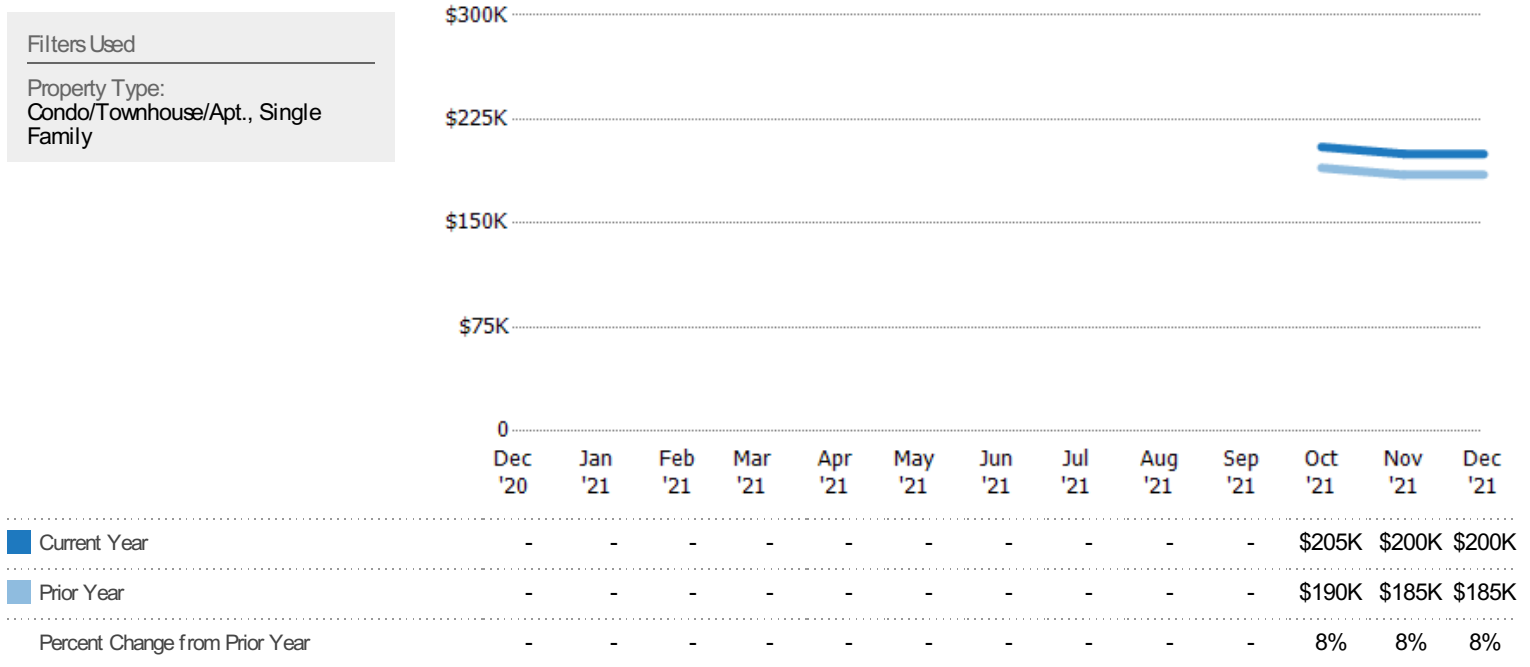
### Average Sales Price

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



### Median Sales Price

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



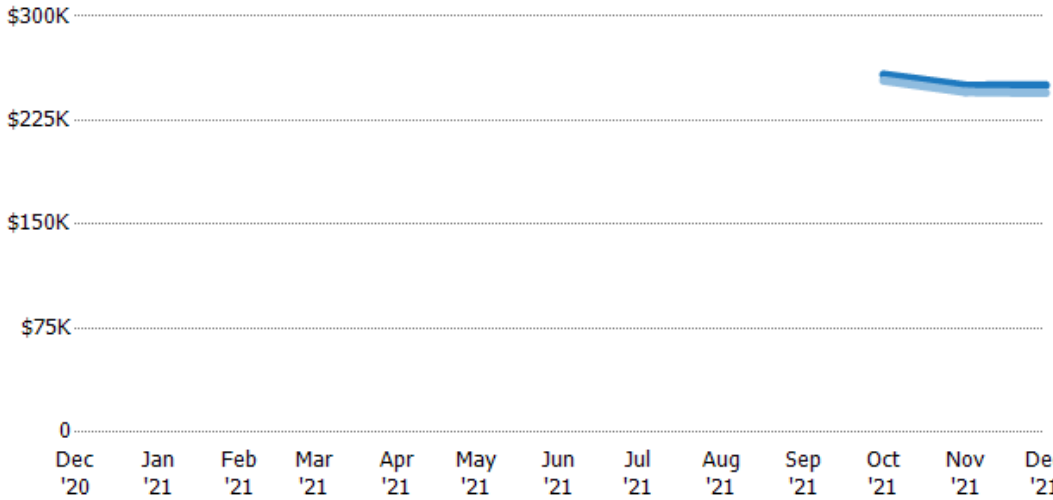
### Average Sales Price vs Average Listing Price

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

Filters Used

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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Avg List Price	-	-	-	-	-	-	-	-	-	-	\$258K	\$250K	\$250K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	\$254K	\$245K	\$245K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	98%	98%	98%

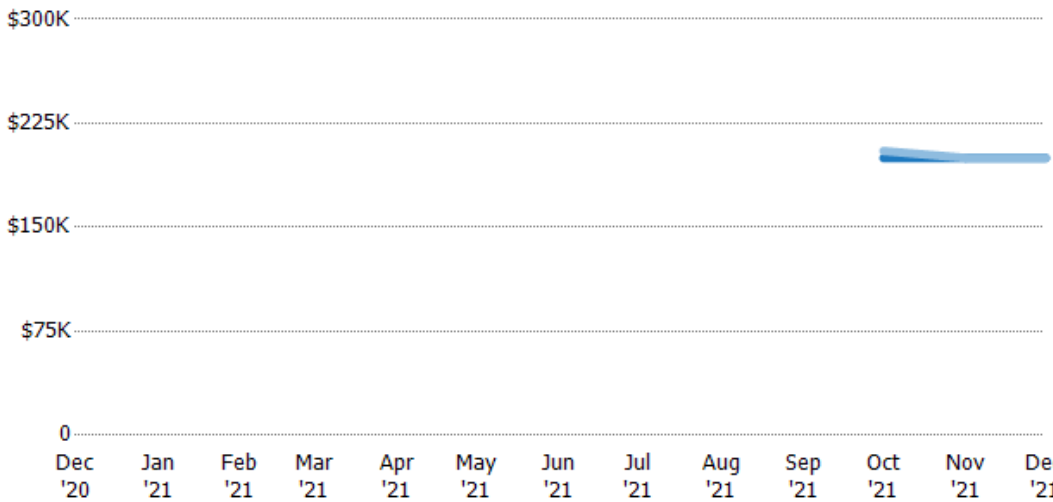
### Median Sales Price vs Median Listing Price

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



	Dec '20	Jan '21	Feb '21	Mar '21	Apr '21	May '21	Jun '21	Jul '21	Aug '21	Sep '21	Oct '21	Nov '21	Dec '21
Median List Price	-	-	-	-	-	-	-	-	-	-	\$200K	\$200K	\$200K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	\$205K	\$200K	\$200K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	103%	100%	100%

# 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 2021

**Run Date:** 01/11/2022

**Scheduled:** No

**Report Date Range:** From 10/2021 To: 12/2021

## 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

**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 12/2021 data

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