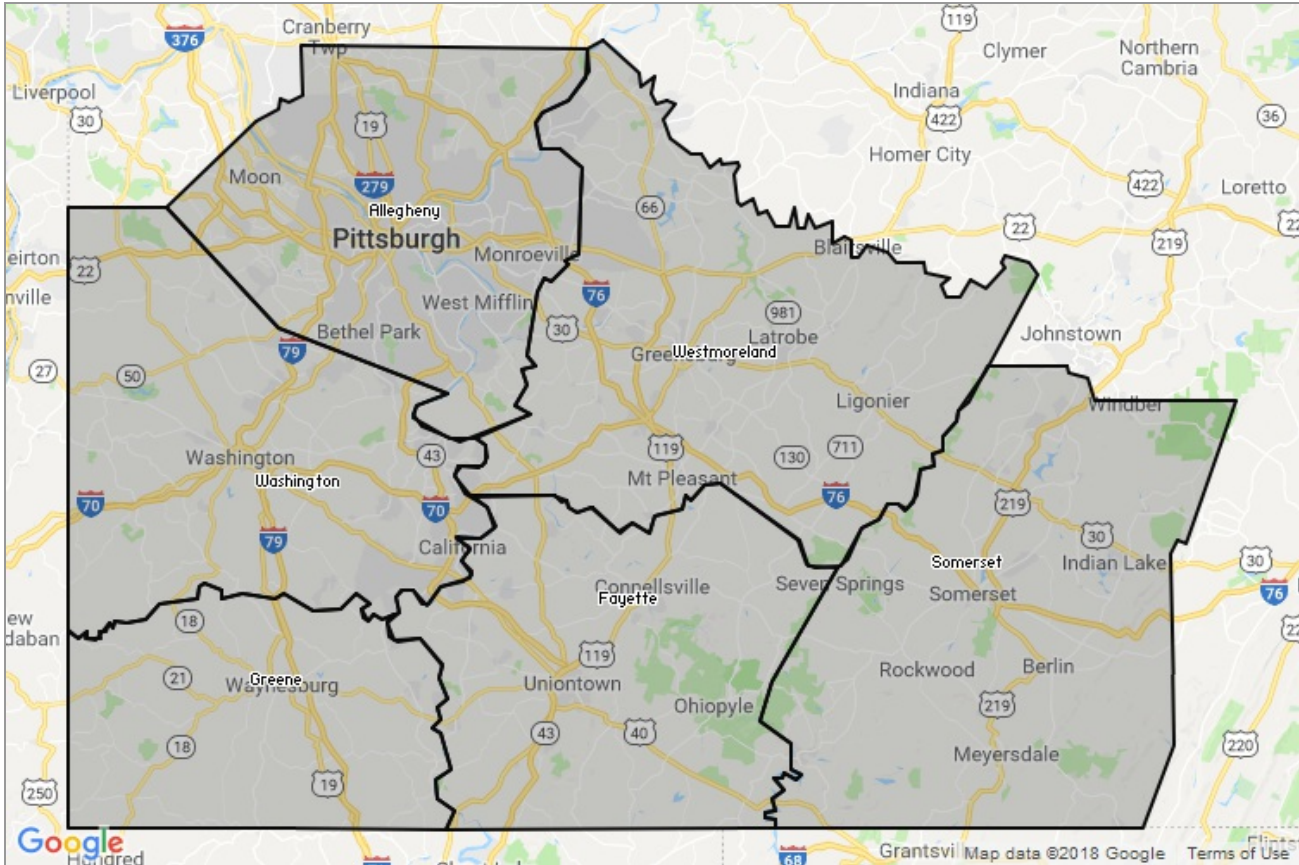


MARKET DATA REPORT

Jan. - March, 2018



Report Characteristics

Report Name:

Jan. - March, 2018

Report Date Range:

1/2018 – 3/2018

Filters Used:

Property Type

Avg/Med: Both

Run Date: 05/25/2018

Scheduled: No

Presented by

Fayette Board of REALTORS®

(724) 437-1740

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.

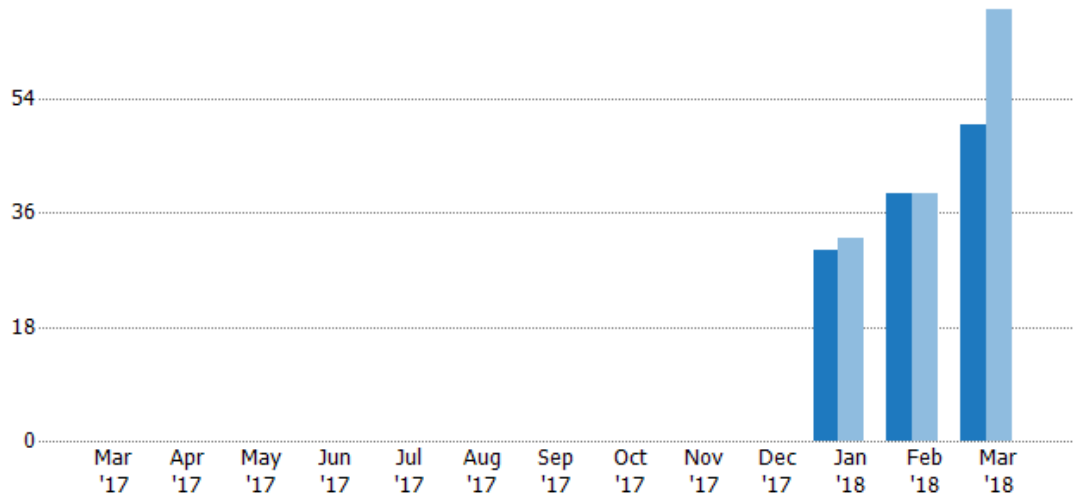
| Key Metrics | Mar 2018 | Mar 2017 | + / - | YTD 2018 | YTD 2017 | + / - |
|--|--------------|--------------|--------|---------------|---------------|--------|
| Listing Activity Charts Metrics | | | | | | |
| New Listing Count | 50 | 68 | -26.5% | 119 | 139 | -14.4% |
| New Listing Volume | \$6,013,799 | \$9,960,061 | -39.6% | \$16,578,447 | \$19,678,289 | -15.8% |
| Active Listing Count | 200 | 294 | -32% | 664 | 867 | -23.4% |
| Active Listing Volume | \$31,364,820 | \$42,838,527 | -26.8% | \$101,331,761 | \$127,045,663 | -20.2% |
| Average Listing Price | \$156,824 | \$145,709 | +7.6% | \$152,608 | \$146,535 | +4.1% |
| Median Listing Price | \$125,000 | \$123,450 | +1.3% | \$124,797 | \$123,234 | +1.3% |
| Median Days in RPR | 138 | 149.5 | -7.7% | 141.87 | 160.35 | -11.5% |
| Months of Inventory | 7.7 | 10.5 | -26.7% | 6 | 7.1 | -15.1% |
| Absorption Rate | 13% | 9.52% | +3.5% | 16.57% | 14.07% | +2.5% |
| Sales Activity Charts Metrics | | | | | | |
| Pending Sales Count | 88 | 79 | +11.4% | 237 | 259 | -8.5% |
| Pending Sales Volume | \$12,264,650 | \$9,658,291 | +27% | \$33,157,549 | \$33,426,253 | -0.8% |
| Closed Sales Count | 41 | 52 | -21.2% | 100 | 110 | -9.1% |
| Closed Sales Volume | \$4,704,290 | \$7,110,688 | -33.8% | \$11,834,862 | \$15,695,765 | -24.6% |
| Average Sales Price | \$114,739 | \$136,744 | -16.1% | \$118,349 | \$142,689 | -17.1% |
| Median Sales Price | \$116,900 | \$136,450 | -14.3% | \$106,333 | \$134,549 | -21% |

New Listings

The number of new single-family, condominium and townhome listings that were added each month.

Filters Used

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



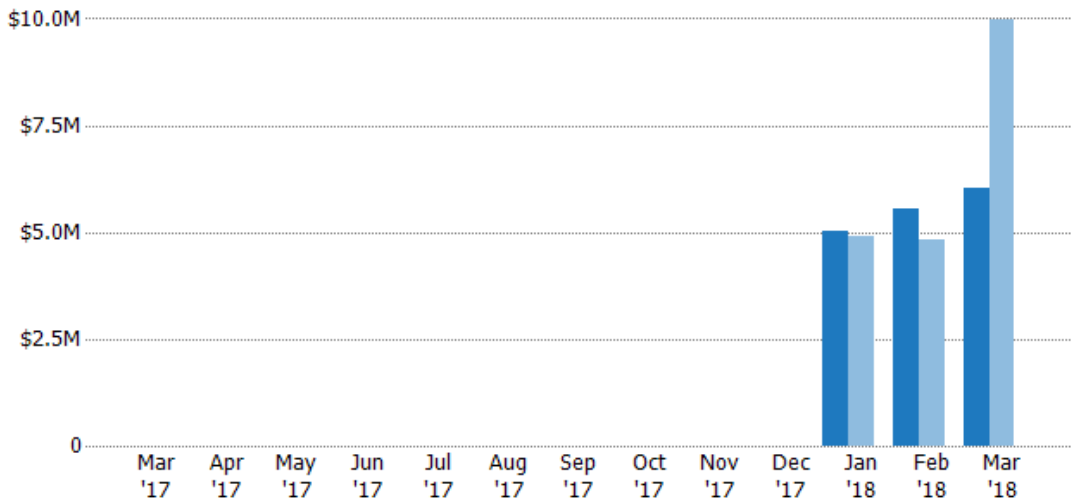
| | | | | | | | | | | | | | | |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|-----|----|------|
| Current Year | - | - | - | - | - | - | - | - | - | - | - | 30 | 39 | 50 |
| Prior Year | - | - | - | - | - | - | - | - | - | - | - | 32 | 39 | 68 |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | -6% | 0% | -26% |

New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

Filters Used

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



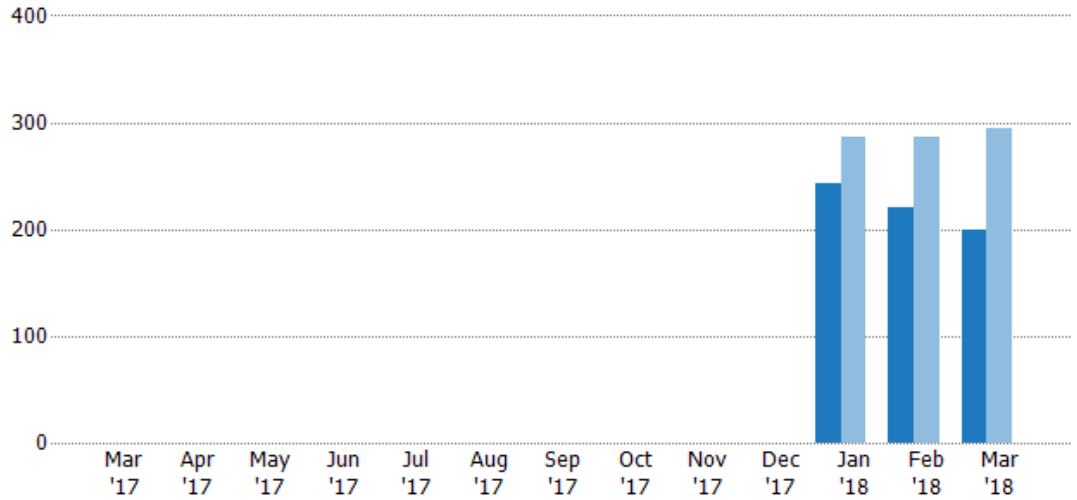
| | | | | | | | | | | | | | | |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---------|---------|---------|
| Current Year | - | - | - | - | - | - | - | - | - | - | - | \$5.01M | \$5.55M | \$6.01M |
| Prior Year | - | - | - | - | - | - | - | - | - | - | - | \$4.91M | \$4.81M | \$9.96M |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | 2% | 15% | -40% |

Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.

Filters Used

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



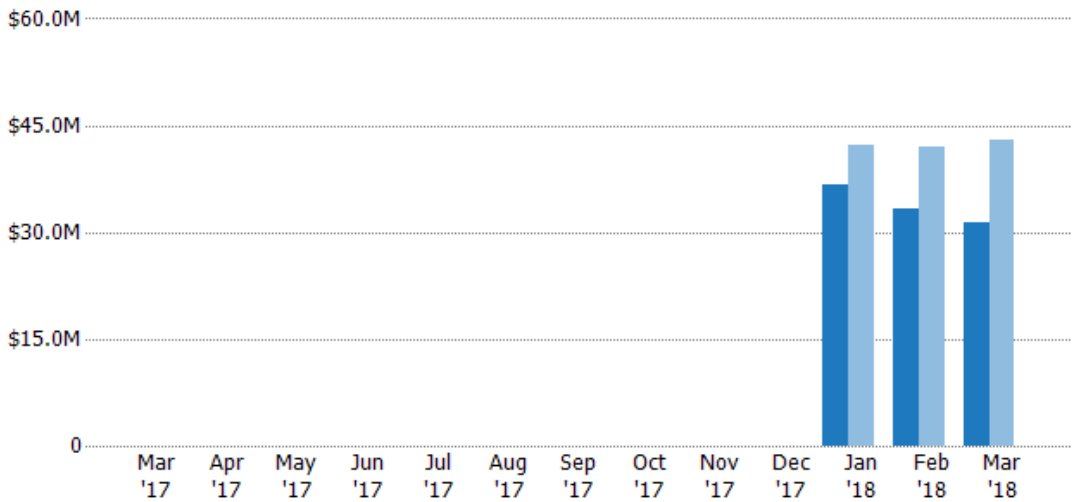
| | | | | | | | | | | | | | |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|------|------|------|
| Current Year | - | - | - | - | - | - | - | - | - | - | 243 | 221 | 200 |
| Prior Year | - | - | - | - | - | - | - | - | - | - | 287 | 286 | 294 |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | -15% | -23% | -32% |

Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

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



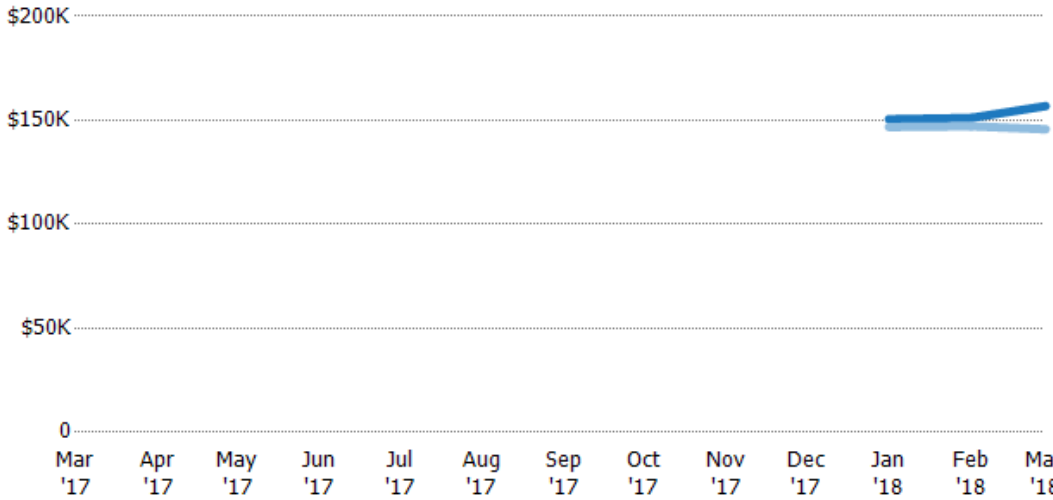
| | | | | | | | | | | | | | |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---------|---------|---------|
| Current Year | - | - | - | - | - | - | - | - | - | - | \$36.6M | \$33.4M | \$31.4M |
| Prior Year | - | - | - | - | - | - | - | - | - | - | \$42.1M | \$42.1M | \$42.8M |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | -13% | -21% | -27% |

Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

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



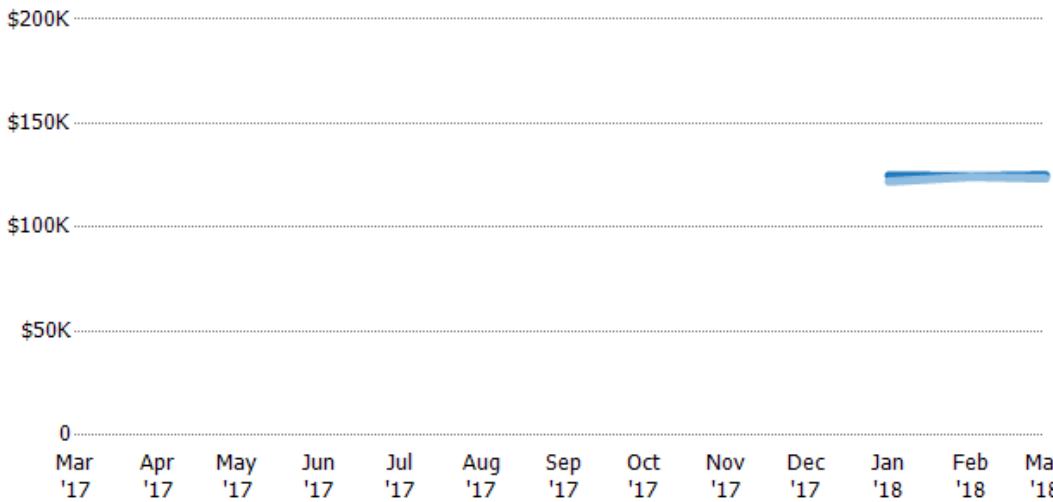
| | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | - | - | - | - | - | - | - | - | - | - | \$150K | \$151K | \$157K |
| Prior Year | - | - | - | - | - | - | - | - | - | - | \$147K | \$147K | \$146K |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | 3% | 3% | 8% |

Median Listing Price

The median listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

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



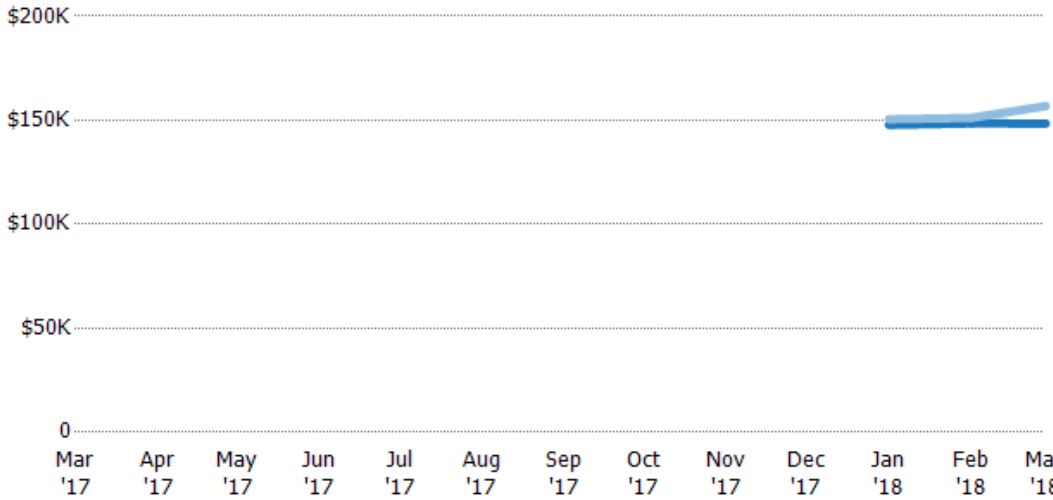
| | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | - | - | - | - | - | - | - | - | - | - | \$125K | \$125K | \$125K |
| Prior Year | - | - | - | - | - | - | - | - | - | - | \$122K | \$124K | \$123K |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | 2% | 0% | 1% |

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.

Filters Used

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



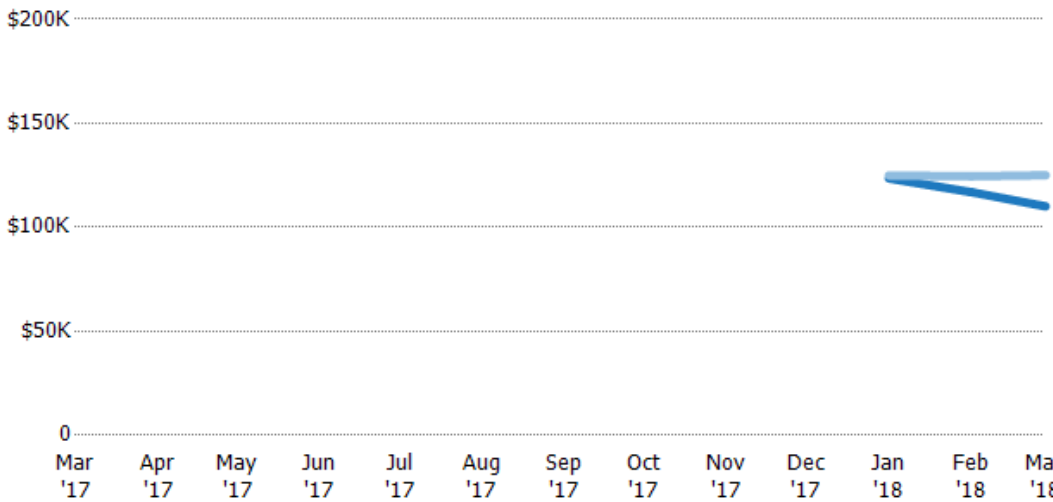
| | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg Est Value | - | - | - | - | - | - | - | - | - | - | \$148K | \$149K | \$148K |
| Avg Listing Price | - | - | - | - | - | - | - | - | - | - | \$150K | \$151K | \$157K |
| Avg Listing Price as a % of Avg Est Value | - | - | - | - | - | - | - | - | - | - | 102% | 102% | 106% |

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.

Filters Used

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



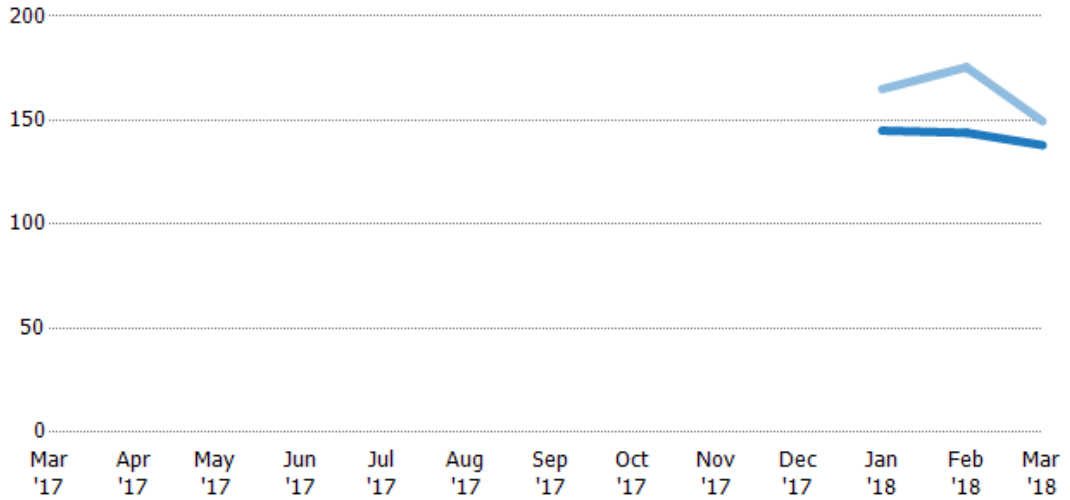
| | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 |
|---|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median Est Value | - | - | - | - | - | - | - | - | - | - | \$124K | \$117K | \$110K |
| Median Listing Price | - | - | - | - | - | - | - | - | - | - | \$125K | \$125K | \$125K |
| Med Listing Price as a % of Med Est Value | - | - | - | - | - | - | - | - | - | - | 101% | 107% | 114% |

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



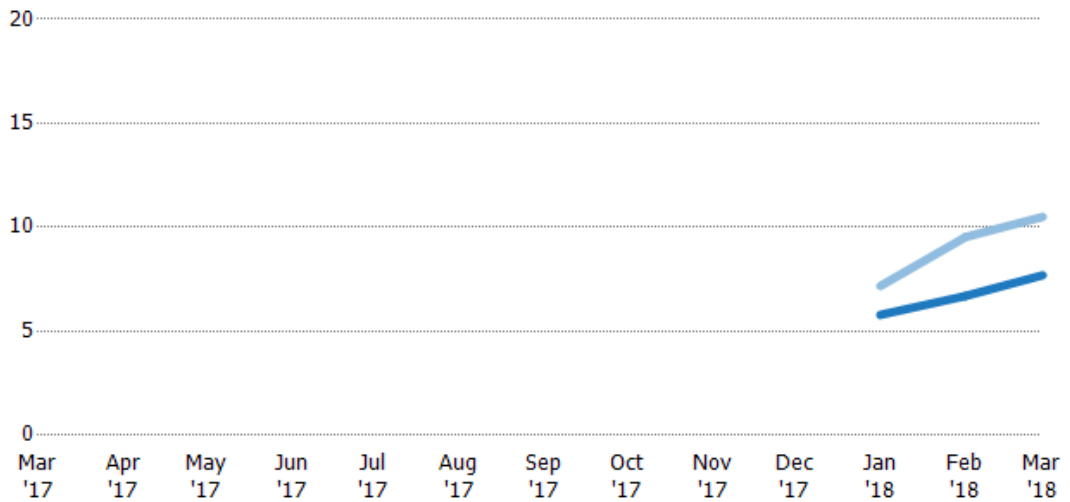
| | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | - | - | - | - | - | - | - | - | - | - | 145 | 144 | 138 |
| Prior Year | - | - | - | - | - | - | - | - | - | - | 165 | 176 | 150 |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | -12% | -18% | -8% |

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



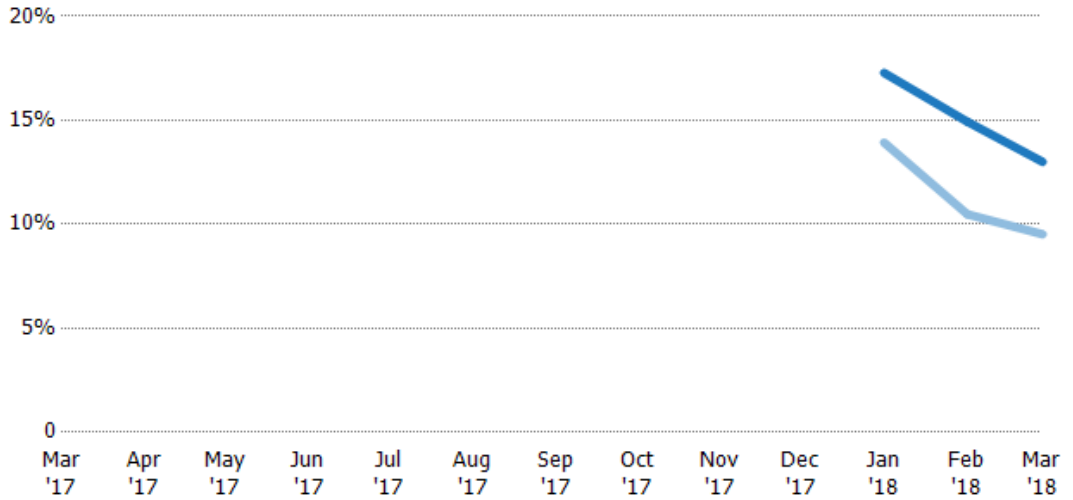
| | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | - | - | - | - | - | - | - | - | - | - | 5.79 | 6.7 | 7.69 |
| Prior Year | - | - | - | - | - | - | - | - | - | - | 7.18 | 9.53 | 10.5 |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | -19% | -30% | -27% |

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



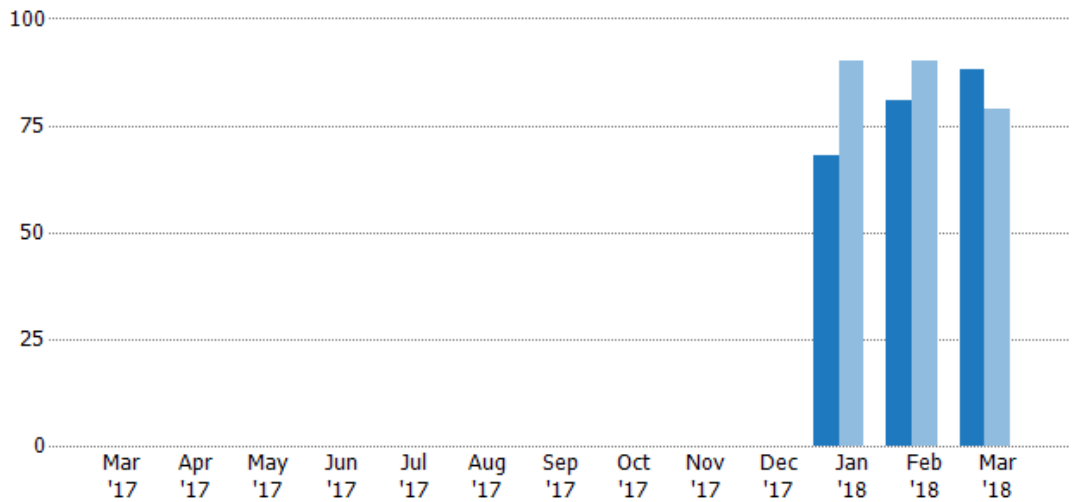
| | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 |
|------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | - | - | - | - | - | - | - | - | - | - | 17% | 15% | 13% |
| Prior Year | - | - | - | - | - | - | - | - | - | - | 14% | 10% | 10% |
| Change from Prior Year | - | - | - | - | - | - | - | - | - | - | -3% | -4% | -3% |

Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.

Filters Used

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



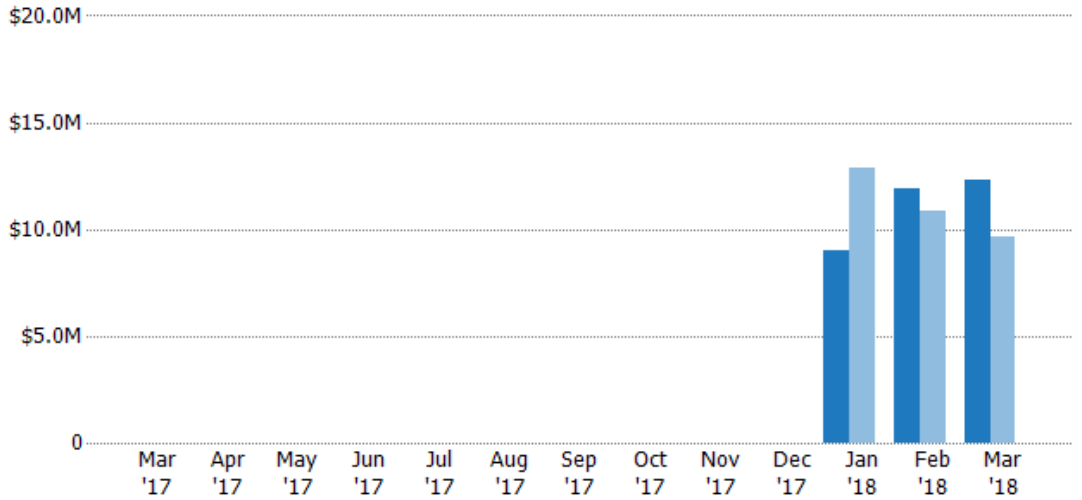
| | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | - | - | - | - | - | - | - | - | - | - | 68 | 81 | 88 |
| Prior Year | - | - | - | - | - | - | - | - | - | - | 90 | 90 | 79 |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | -24% | -10% | 11% |

Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

Filters Used

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



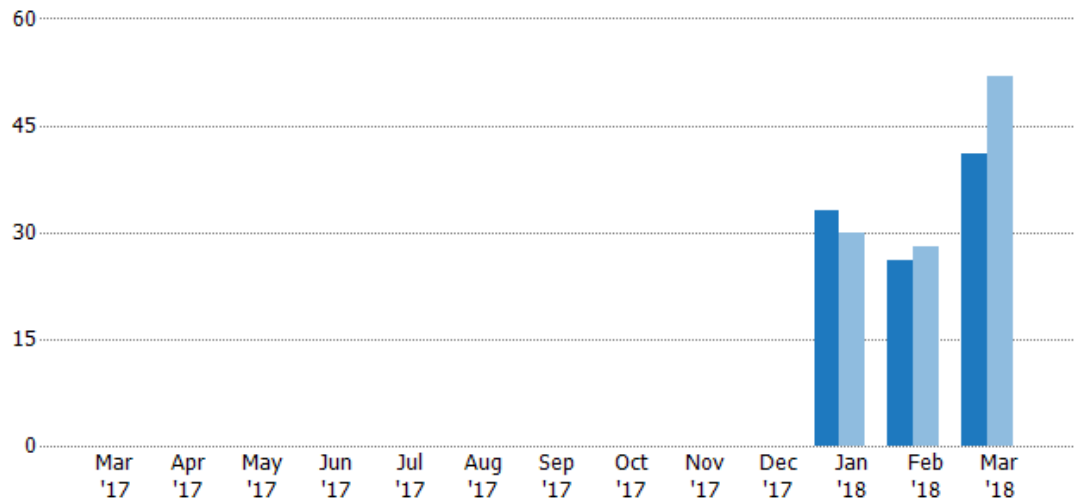
| | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | - | - | - | - | - | - | - | - | - | - | \$8.99M | \$11.9M | \$12.3M |
| Prior Year | - | - | - | - | - | - | - | - | - | - | \$12.9M | \$10.9M | \$9.66M |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | -30% | 9% | 27% |

Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

Filters Used

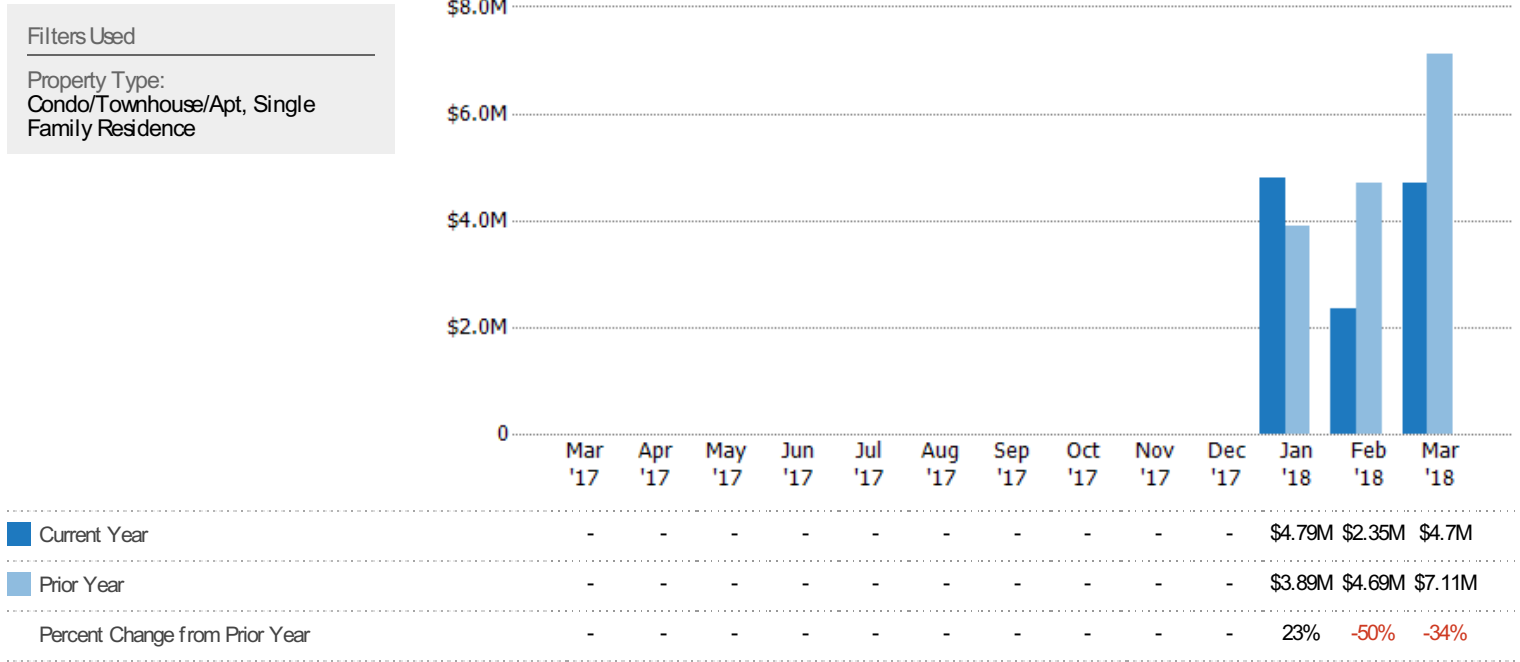
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



| | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | - | - | - | - | - | - | - | - | - | - | 33 | 26 | 41 |
| Prior Year | - | - | - | - | - | - | - | - | - | - | 30 | 28 | 52 |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | 10% | -7% | -21% |

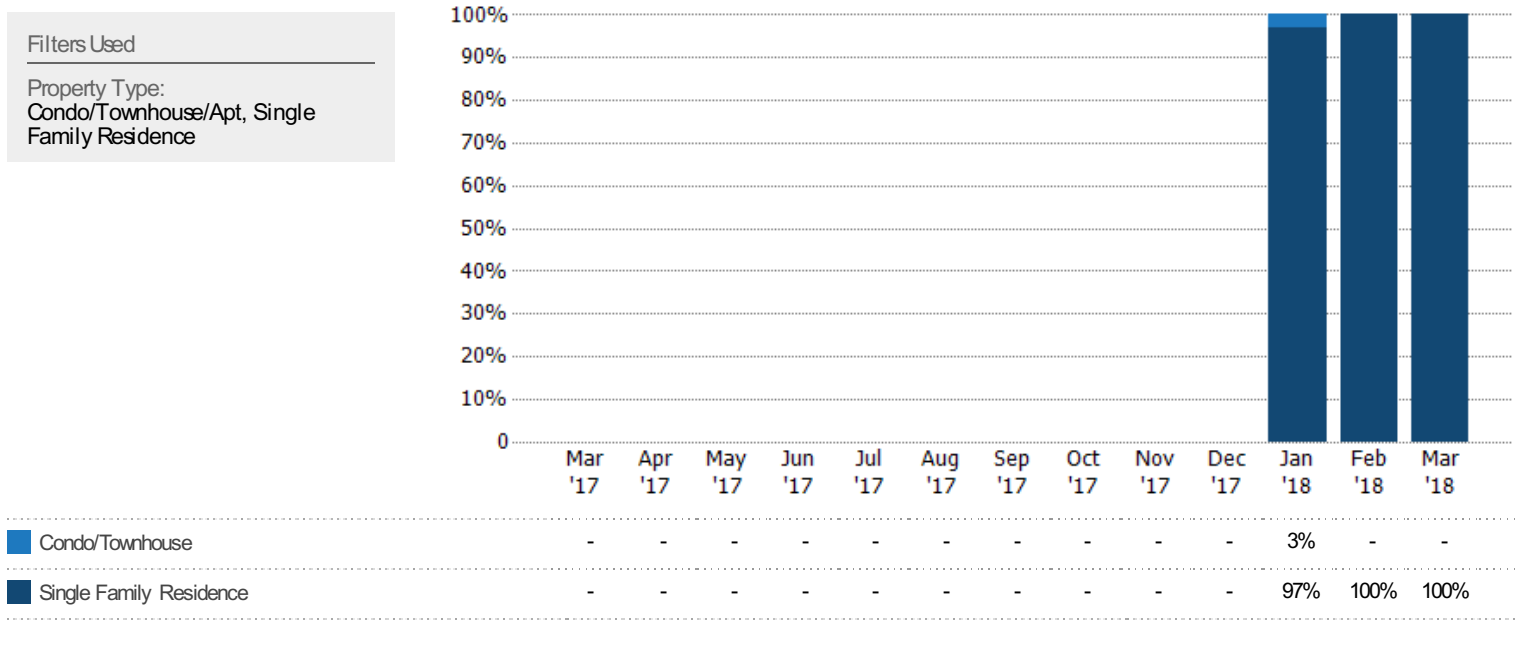
Closed Sales Volume

The sum of the sales price of single-family, condominium and townhome properties sold each month.



Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

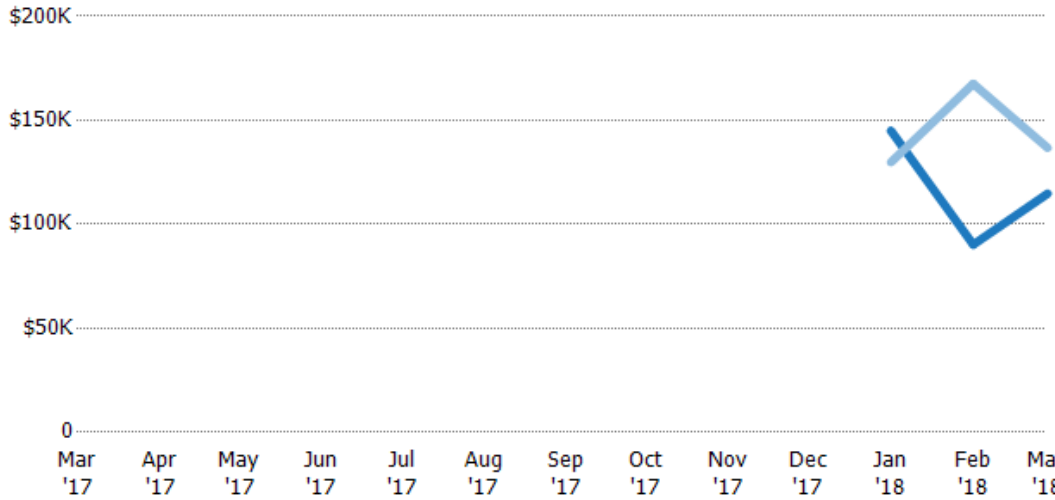


Average Sales Price

The average sales price of the single-family, condominium and townhome properties sold each month.

Filters Used

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



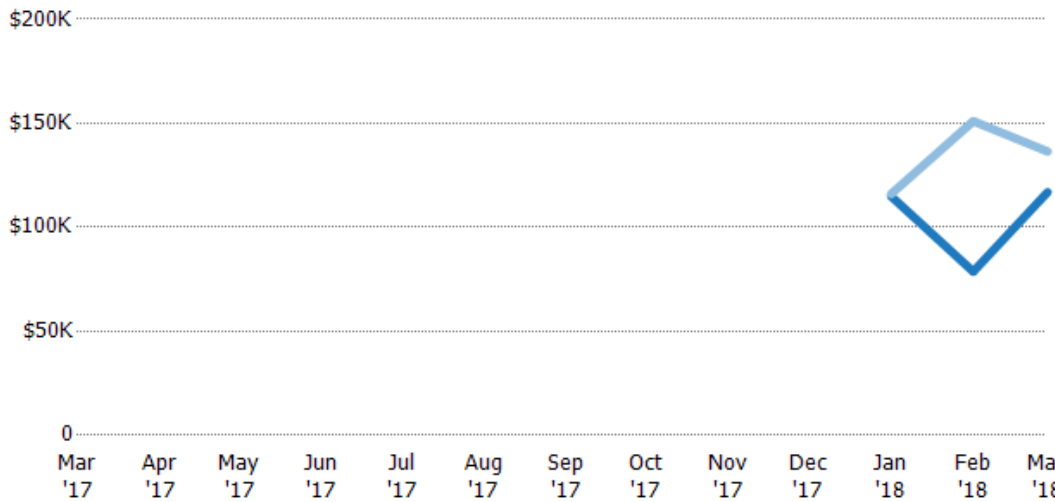
| | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | - | - | - | - | - | - | - | - | - | - | \$145K | \$90.2K | \$115K |
| Prior Year | - | - | - | - | - | - | - | - | - | - | \$130K | \$168K | \$137K |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | 12% | -46% | -16% |

Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

Filters Used

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



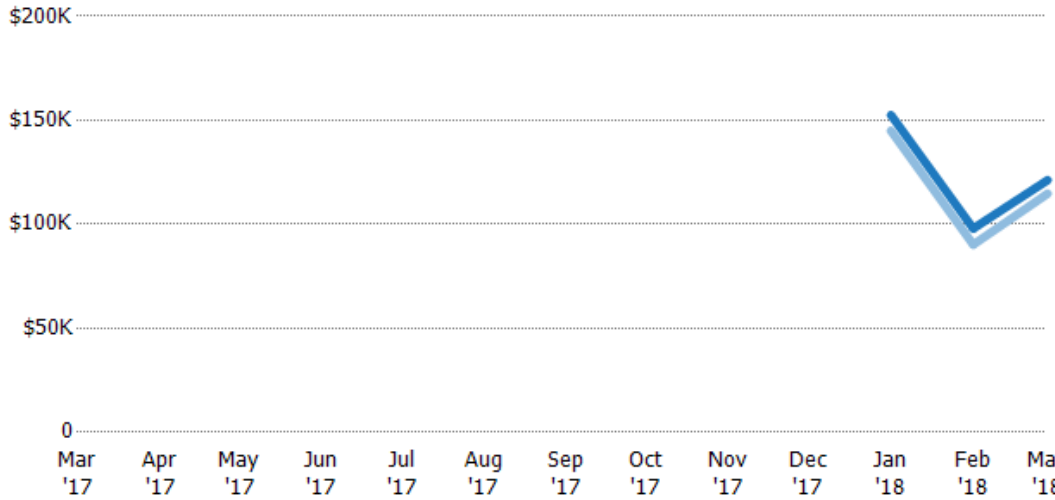
| | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | - | - | - | - | - | - | - | - | - | - | \$115K | \$78.7K | \$117K |
| Prior Year | - | - | - | - | - | - | - | - | - | - | \$116K | \$151K | \$136K |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | -1% | -48% | -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, Single
Family Residence



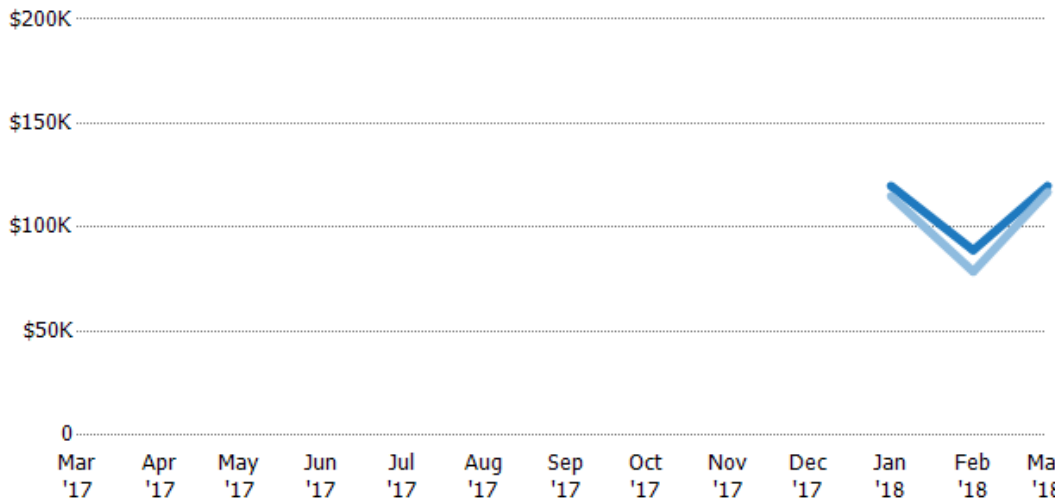
| | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg List Price | - | - | - | - | - | - | - | - | - | - | \$153K | \$98K | \$121K |
| Avg Sales Price | - | - | - | - | - | - | - | - | - | - | \$145K | \$90.2K | \$115K |
| Avg Sales Price as a % of Avg List Price | - | - | - | - | - | - | - | - | - | - | 95% | 92% | 95% |

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



| | Mar '17 | Apr '17 | May '17 | Jun '17 | Jul '17 | Aug '17 | Sep '17 | Oct '17 | Nov '17 | Dec '17 | Jan '18 | Feb '18 | Mar '18 |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Median List Price | - | - | - | - | - | - | - | - | - | - | \$120K | \$89K | \$120K |
| Median Sales Price | - | - | - | - | - | - | - | - | - | - | \$115K | \$78.7K | \$117K |
| Med Sales Price as a % of Med List Price | - | - | - | - | - | - | - | - | - | - | 96% | 88% | 97% |

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: Jan. - March, 2018

Run Date: 05/25/2018

Scheduled: No

Report Date Range: From 1/2018 To: 3/2018

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 4/2018 data

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