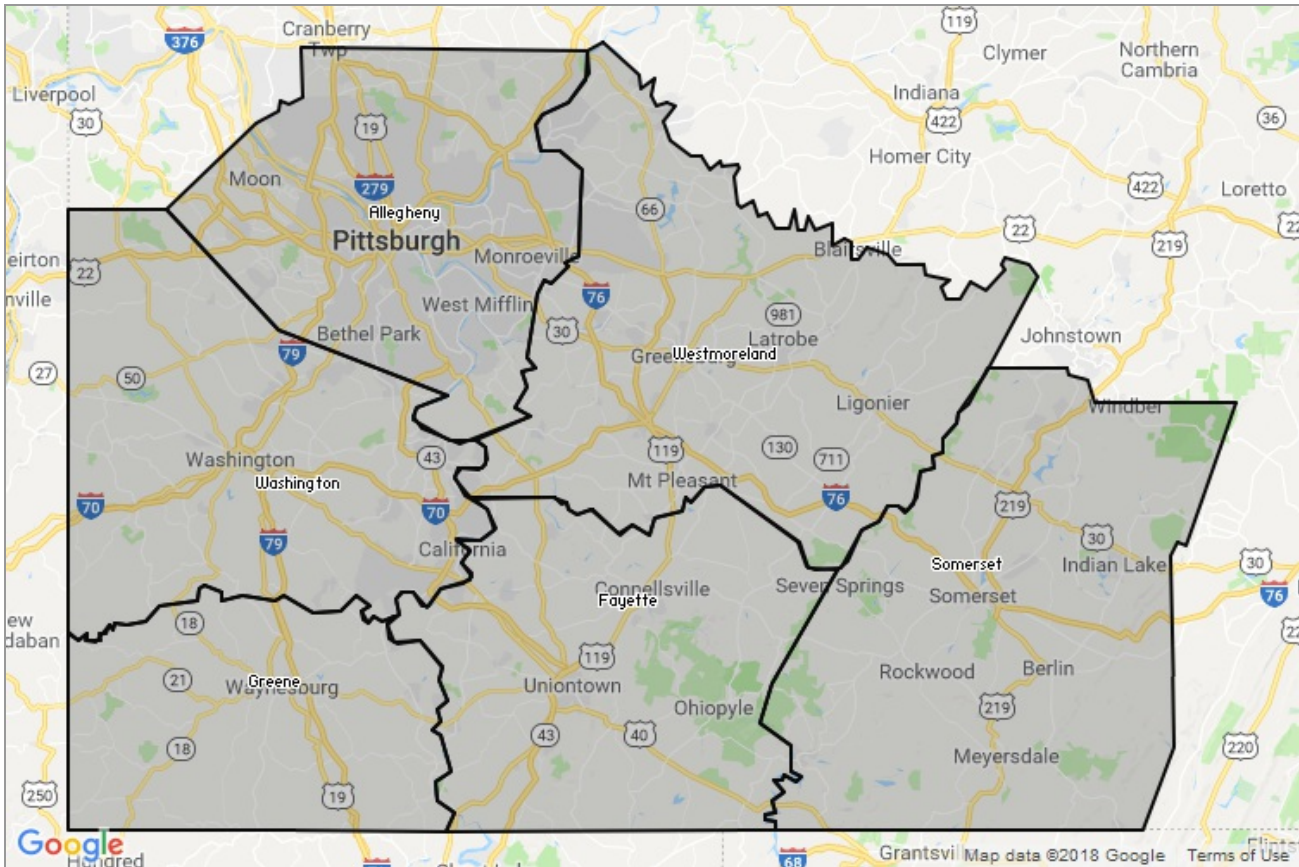




MARKET DATA REPORT

## April - June, 2018



### Report Characteristics

**Report Name:**

April - June, 2018

**Report Date Range:**

4/2018 – 6/2018

**Filters Used:**

Property Type

**Avg/Med:** Both

**Run Date:** 08/28/2018

**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.

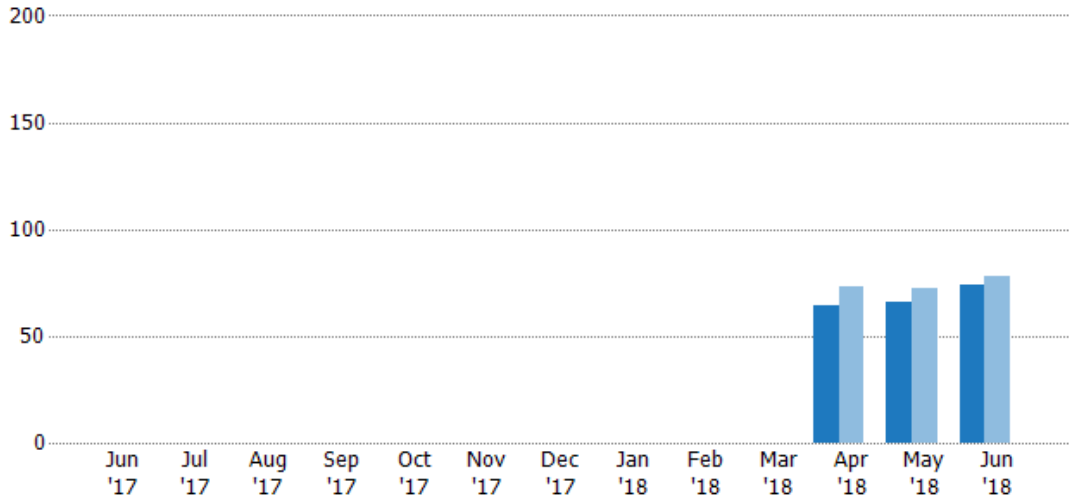
Key Metrics	Jun 2018	Jun 2017	+ / -	YTD 2018	YTD 2017	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	74	78	-5.1%	204	223	-8.5%
New Listing Volume	\$11,235,000	\$11,032,050	+1.8%	\$30,678,100	\$31,321,678	-2.1%
Active Listing Count	204	308	-33.8%	610	917	-33.5%
Active Listing Volume	\$32,767,873	\$44,308,628	-26%	\$101,445,818	\$130,831,713	-22.5%
Average Listing Price	\$160,627	\$143,859	+11.7%	\$166,305	\$142,674	+16.6%
Median Listing Price	\$131,850	\$124,900	+5.6%	\$135,513	\$121,579	+11.5%
Median Days in RPR	71.5	90.5	-21%	97.7	108.38	-9.8%
Months of Inventory	6	7.7	-22.1%	5.1	6.6	-22.9%
Absorption Rate	16.67%	12.99%	+3.7%	19.67%	15.16%	+4.5%
<b>Sales Activity Charts Metrics</b>						
Pending Sales Count	85	94	-9.6%	265	286	-7.3%
Pending Sales Volume	\$13,315,400	\$13,418,249	-0.8%	\$37,360,299	\$39,281,437	-4.9%
Closed Sales Count	55	45	+22.2%	133	120	+10.8%
Closed Sales Volume	\$7,440,351	\$5,920,420	+25.7%	\$16,482,329	\$14,613,213	+12.8%
Average Sales Price	\$135,279	\$131,565	+2.8%	\$123,927	\$121,777	+1.8%
Median Sales Price	\$135,000	\$111,000	+21.6%	\$120,406	\$104,771	+14.9%

## 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



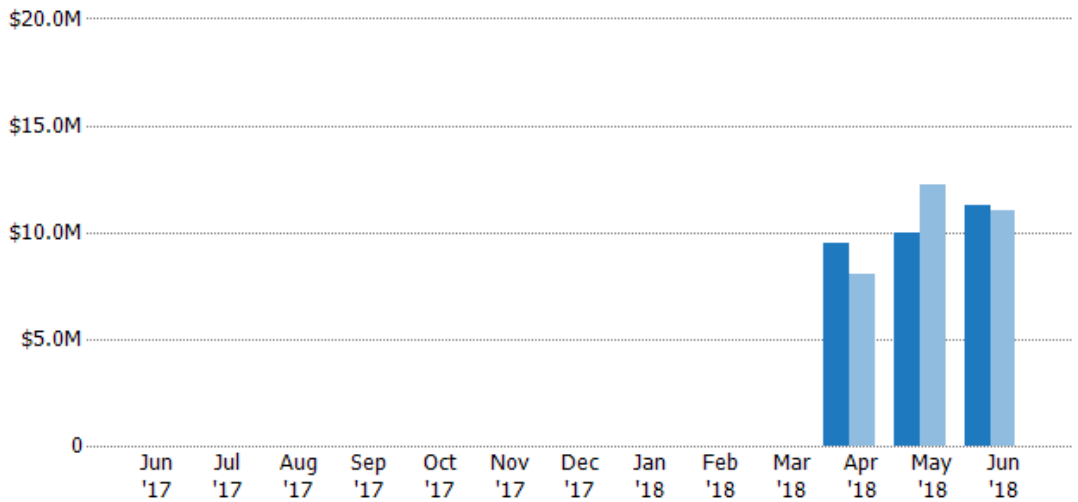
Current Year	-	-	-	-	-	-	-	-	-	-	64	66	74
Prior Year	-	-	-	-	-	-	-	-	-	-	73	72	78
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-12%	-8%	-5%

## 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	-	-	-	-	-	-	-	-	-	-	\$9.45M	\$9.99M	\$11.2M
Prior Year	-	-	-	-	-	-	-	-	-	-	\$8.05M	\$12.2M	\$11M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	17%	-18%	2%

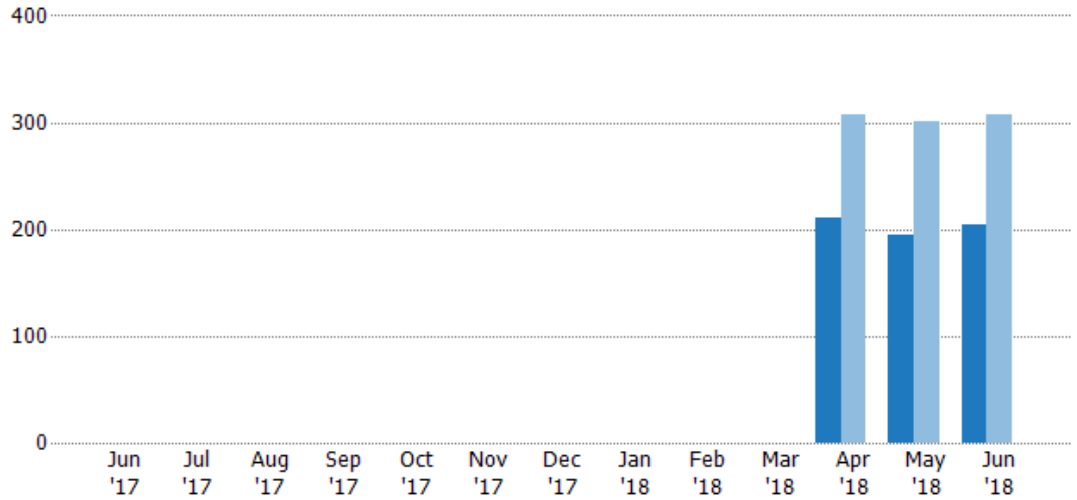
### Active Listings

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	-	-	-	-	-	-	-	-	-	-	211	195	204
Prior Year	-	-	-	-	-	-	-	-	-	-	308	301	308
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-31%	-35%	-34%

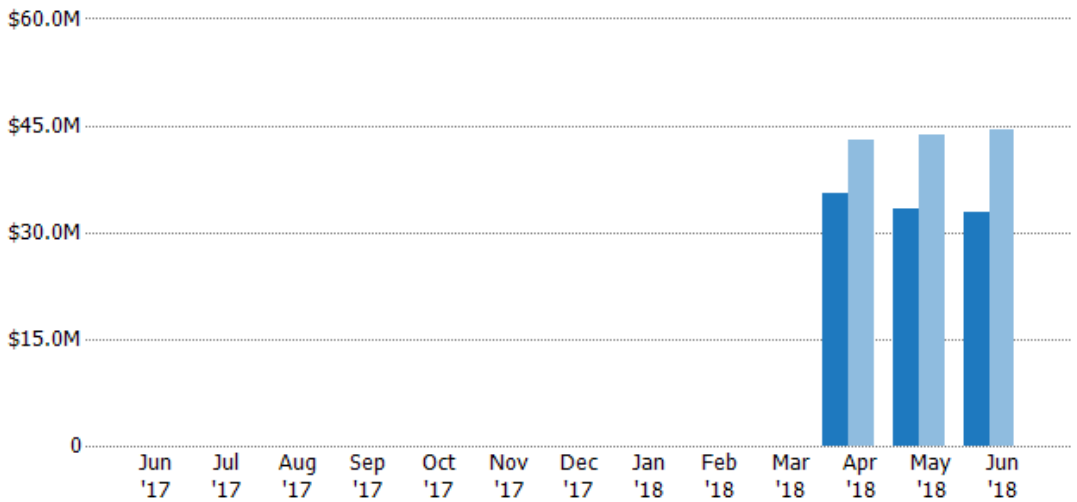
### Active Listing Volume

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	-	-	-	-	-	-	-	-	-	-	\$35.4M	\$33.2M	\$32.8M
Prior Year	-	-	-	-	-	-	-	-	-	-	\$42.9M	\$43.6M	\$44.3M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-17%	-24%	-26%

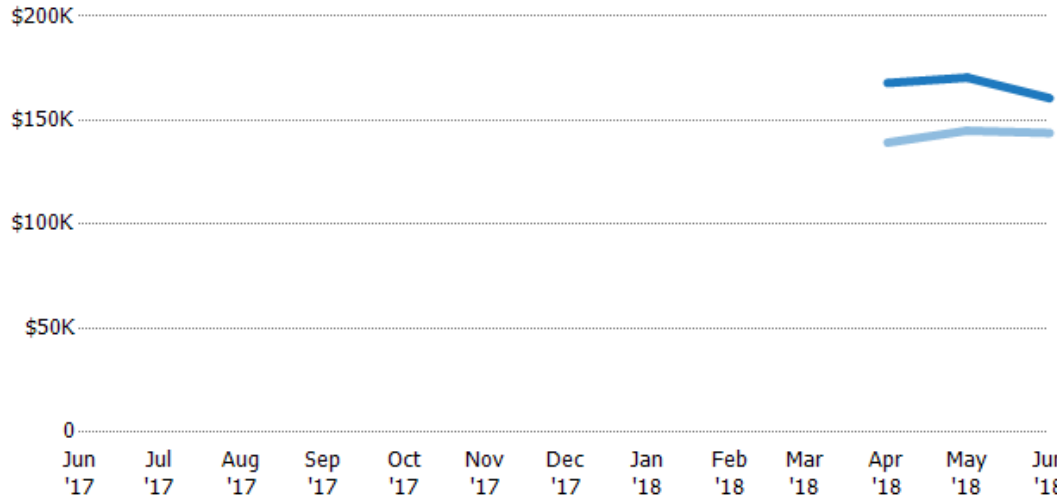
## Average Listing Price

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



	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	\$168K	\$170K	\$161K
Prior Year	-	-	-	-	-	-	-	-	-	-	\$139K	\$145K	\$144K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	21%	18%	12%

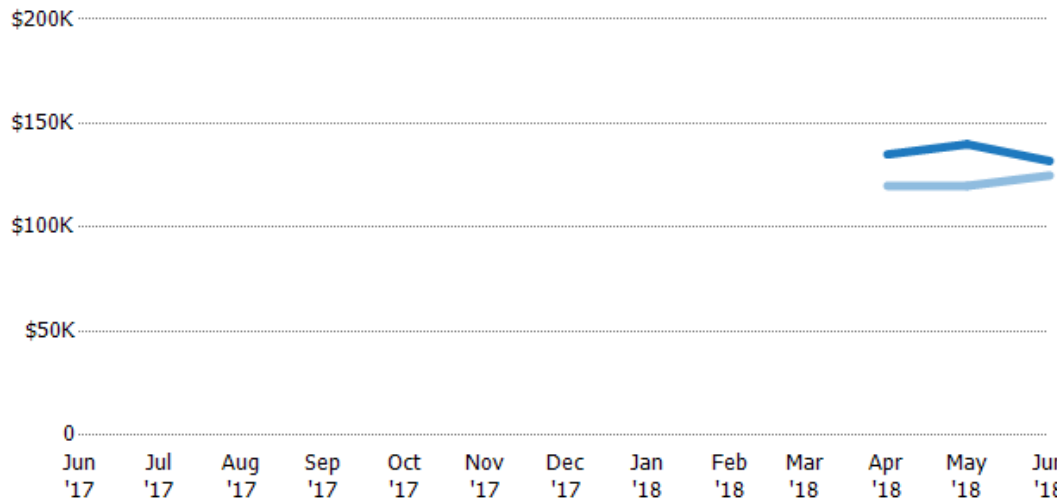
## Median Listing Price

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



	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	\$135K	\$140K	\$132K
Prior Year	-	-	-	-	-	-	-	-	-	-	\$120K	\$120K	\$125K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	13%	17%	6%

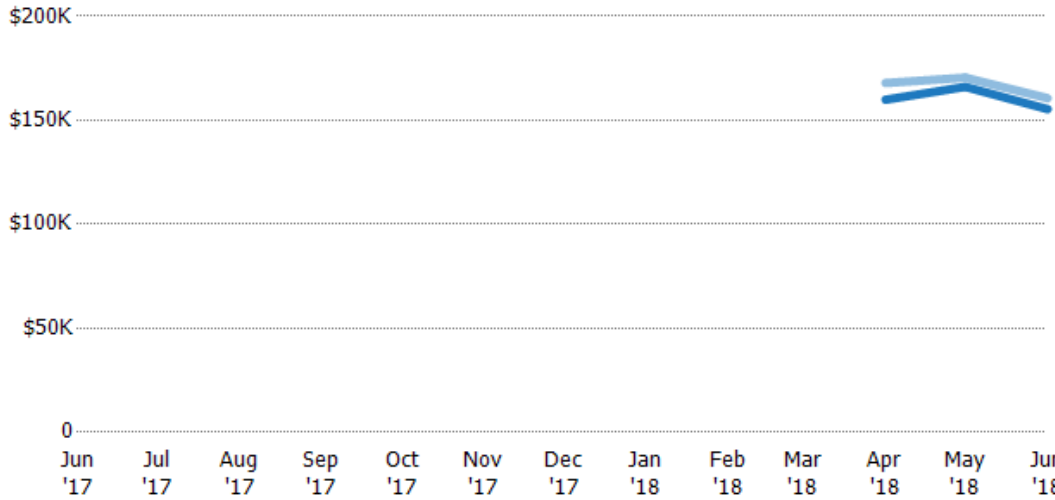
### Average Listing Price vs Average Est Value

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



	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Avg Est Value	-	-	-	-	-	-	-	-	-	-	\$160K	\$166K	\$155K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	\$168K	\$170K	\$161K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	105%	103%	103%

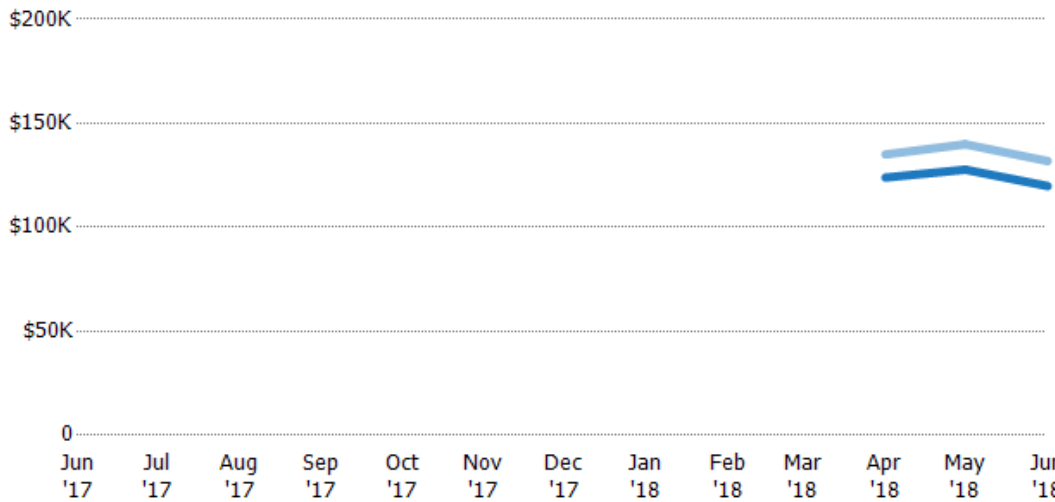
### Median Listing Price vs Median Est Value

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



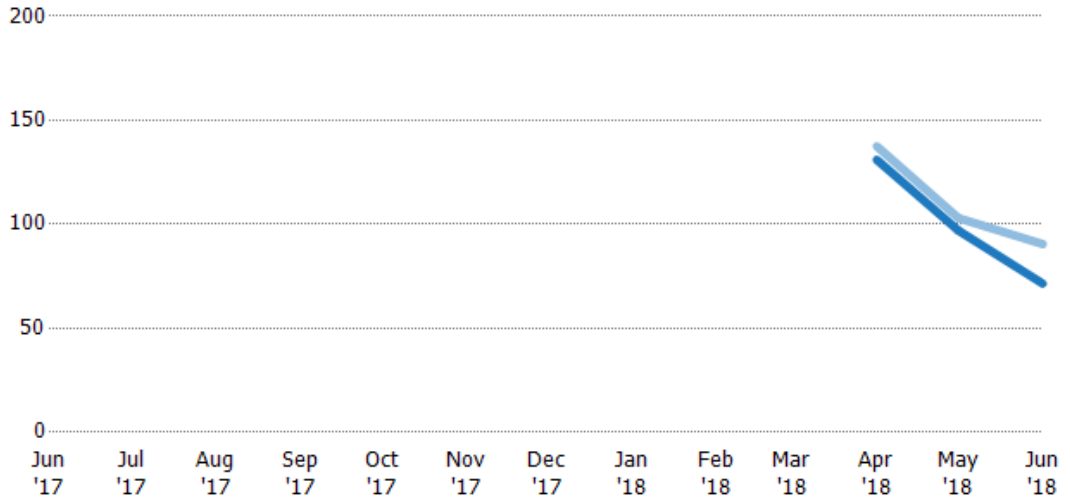
	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Median Est Value	-	-	-	-	-	-	-	-	-	-	\$124K	\$128K	\$120K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	\$135K	\$140K	\$132K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	109%	110%	110%

## 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



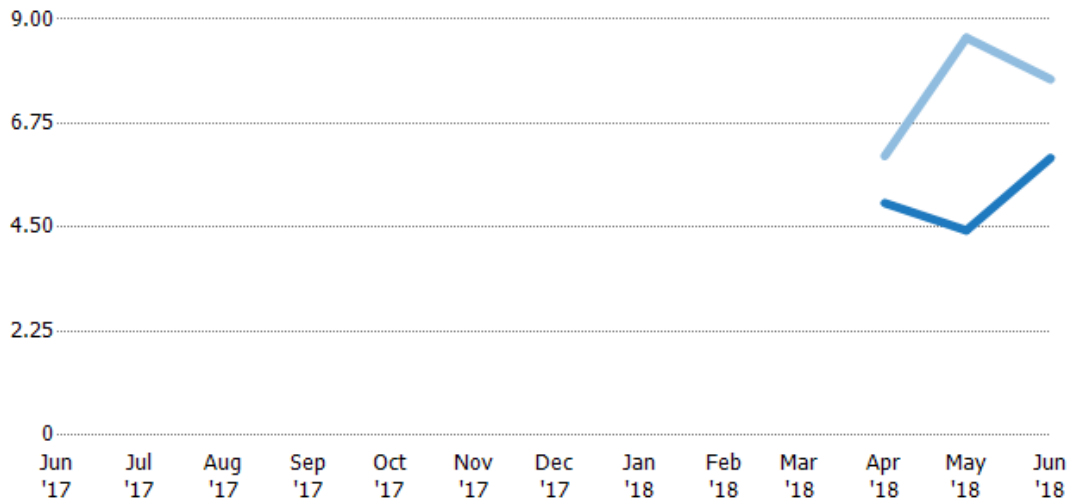
	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	131	97	71.5
Prior Year	-	-	-	-	-	-	-	-	-	-	138	103	90.5
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-5%	-6%	-21%

## 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, Single  
Family Residence



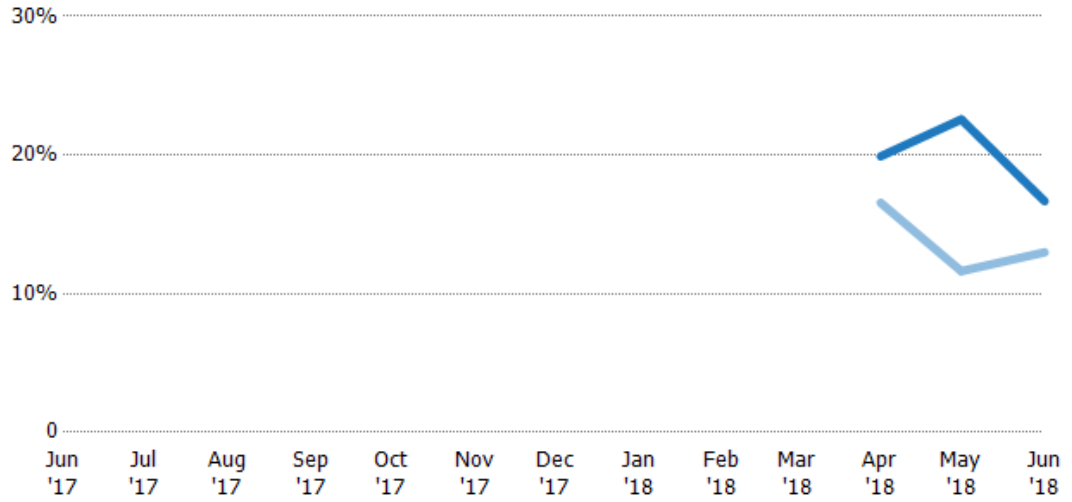
	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	5.02	4.43	6
Prior Year	-	-	-	-	-	-	-	-	-	-	6.04	8.6	7.7
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-17%	-48%	-22%

## Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



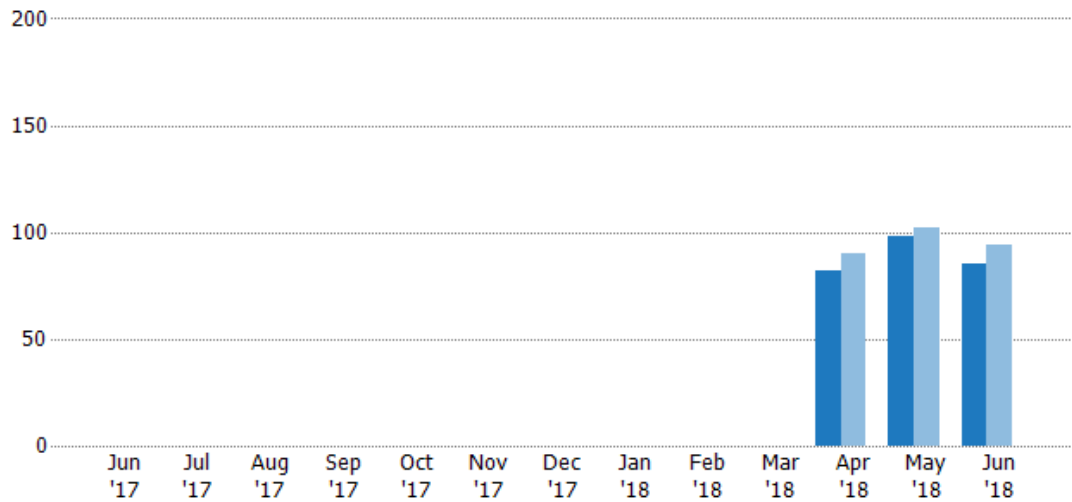
	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	20%	23%	17%
Prior Year	-	-	-	-	-	-	-	-	-	-	17%	12%	13%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-3%	-11%	-4%

## 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



	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	82	98	85
Prior Year	-	-	-	-	-	-	-	-	-	-	90	102	94
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-9%	-4%	-10%

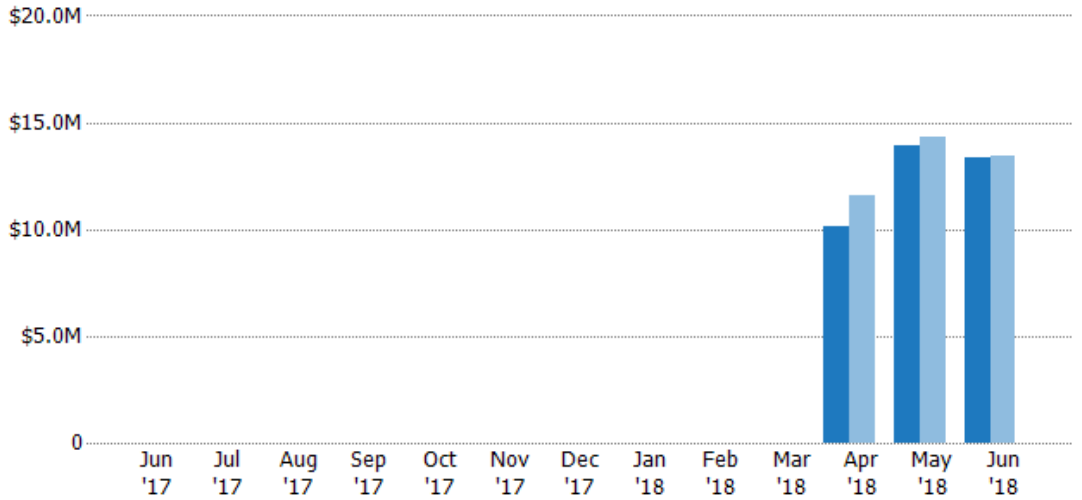


## Pending Sales Volume

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



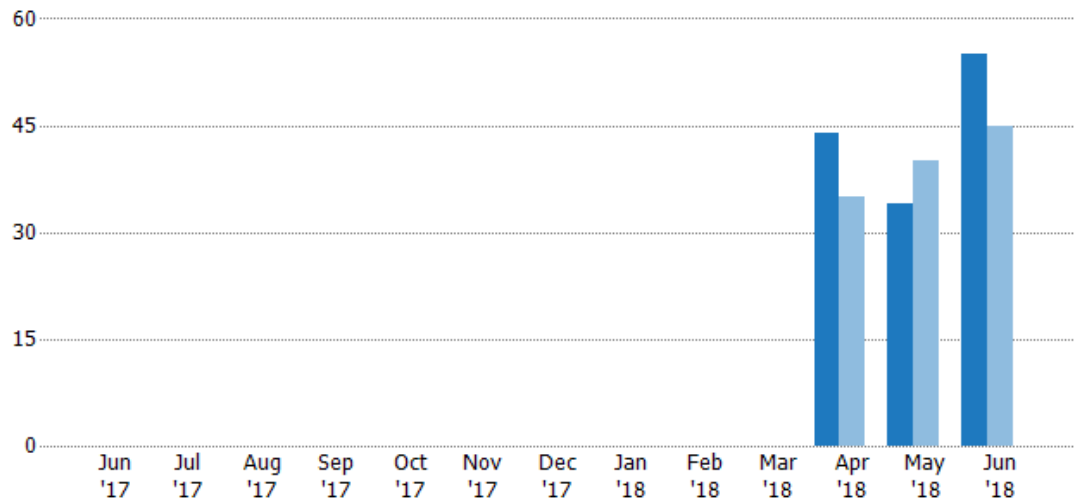
	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	\$10.2M	\$13.9M	\$13.3M
Prior Year	-	-	-	-	-	-	-	-	-	-	\$11.6M	\$14.3M	\$13.4M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-12%	-3%	-1%

## Closed Sales

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

Filters Used

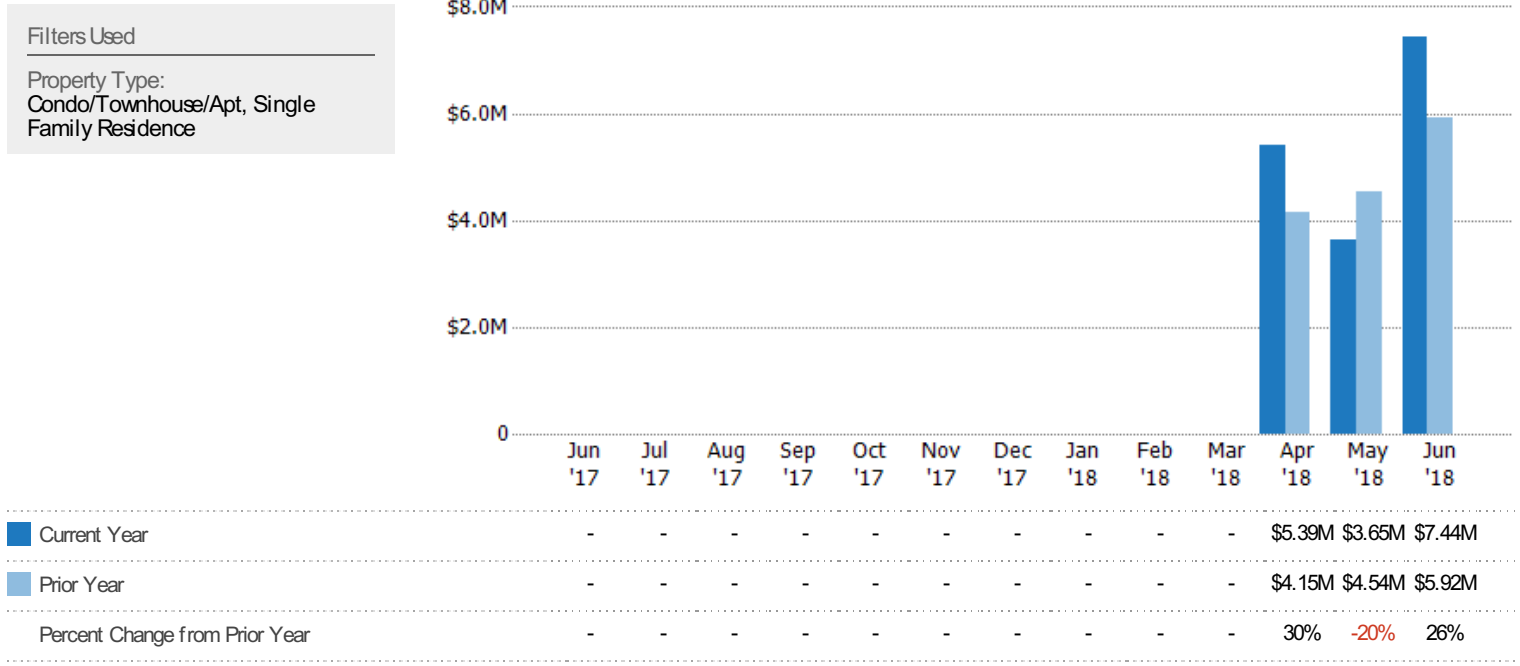
Property Type:  
Condo/Townhouse/Apt, Single  
Family Residence



	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	-	-	-	-	-	-	-	-	-	-	44	34	55
Prior Year	-	-	-	-	-	-	-	-	-	-	35	40	45
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	26%	-15%	22%

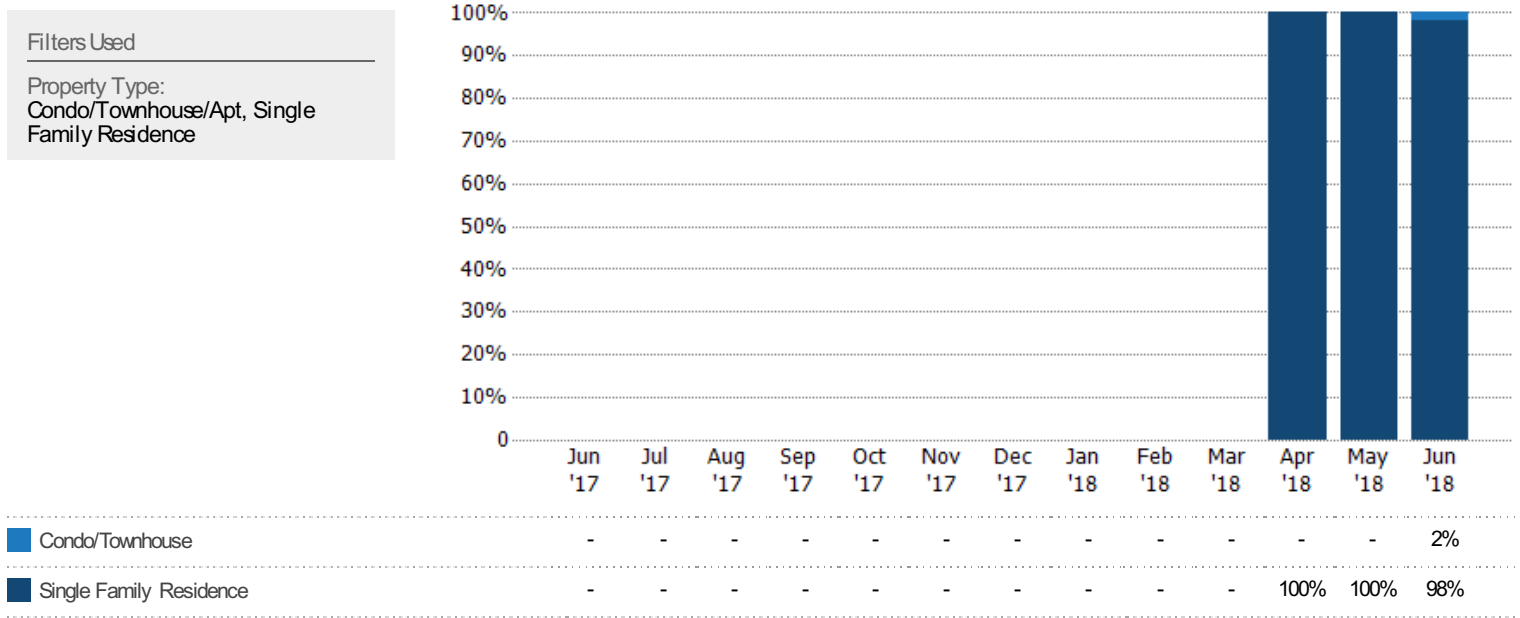
### Closed Sales Volume

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.



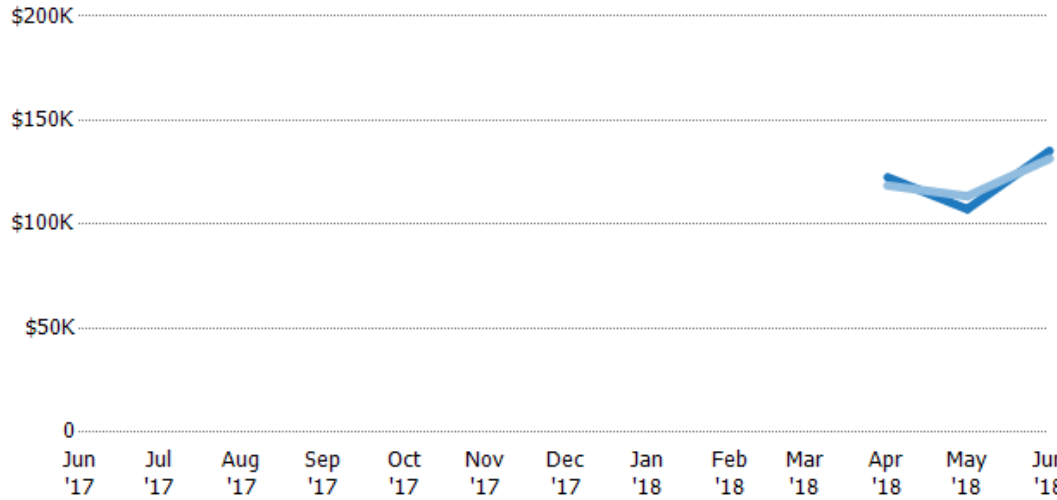
## Average Sales Price

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



Current Year	-	-	-	-	-	-	-	-	-	-	\$123K	\$107K	\$135K
Prior Year	-	-	-	-	-	-	-	-	-	-	\$119K	\$113K	\$132K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	3%	-5%	3%

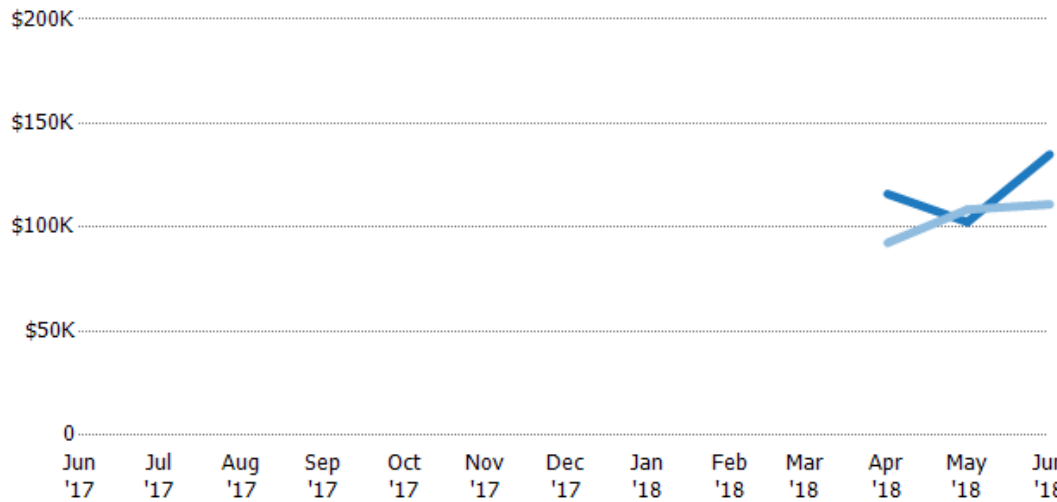
## Median Sales Price

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



Current Year	-	-	-	-	-	-	-	-	-	-	\$116K	\$103K	\$135K
Prior Year	-	-	-	-	-	-	-	-	-	-	\$92.5K	\$109K	\$111K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	25%	-6%	22%

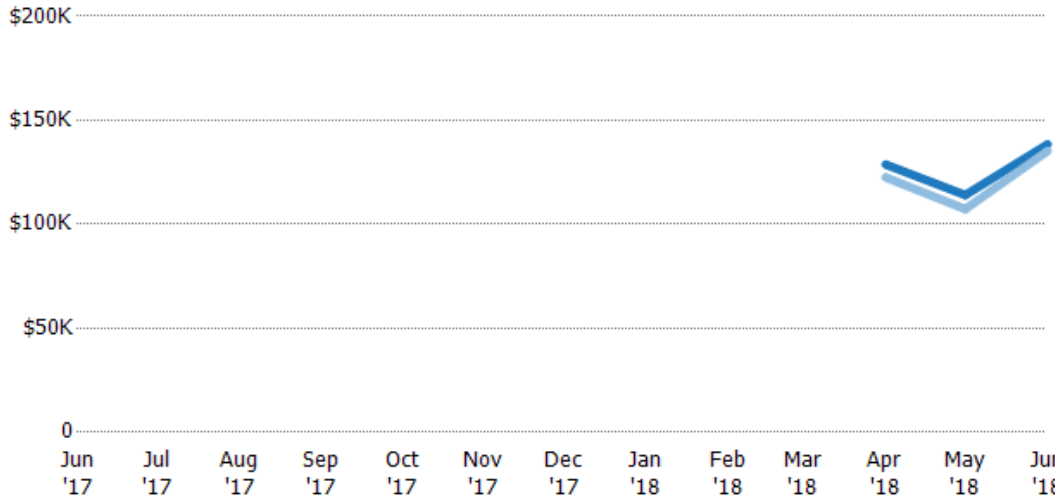
### Average Sales Price vs Average Listing Price

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



	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Avg List Price	-	-	-	-	-	-	-	-	-	-	\$129K	\$114K	\$138K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	\$123K	\$107K	\$135K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	95%	94%	98%

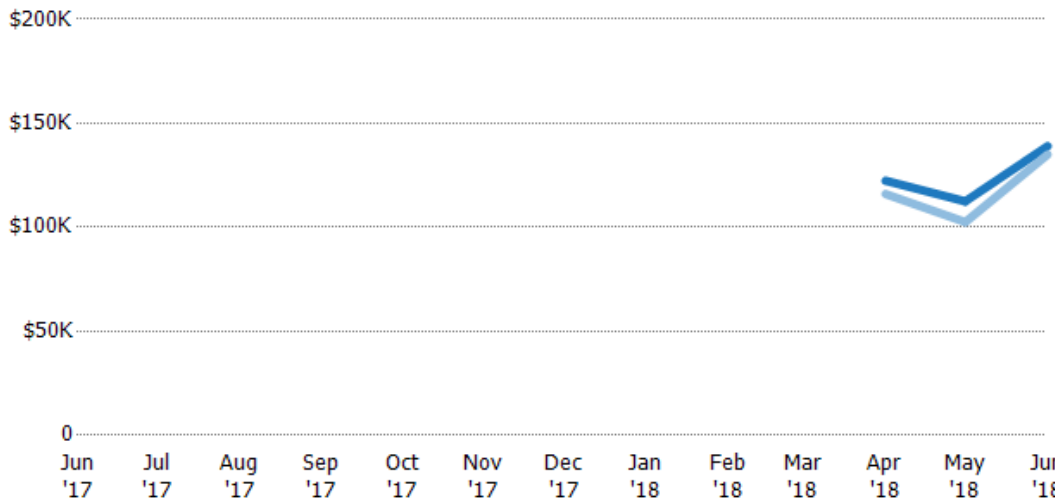
### Median Sales Price vs Median Listing Price

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 Residence



	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Median List Price	-	-	-	-	-	-	-	-	-	-	\$122K	\$112K	\$139K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	\$116K	\$103K	\$135K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	95%	91%	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:** April - June, 2018

**Run Date:** 08/28/2018

**Scheduled:** No

**Report Date Range:** From 4/2018 To: 6/2018

## 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 7/2018 data

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