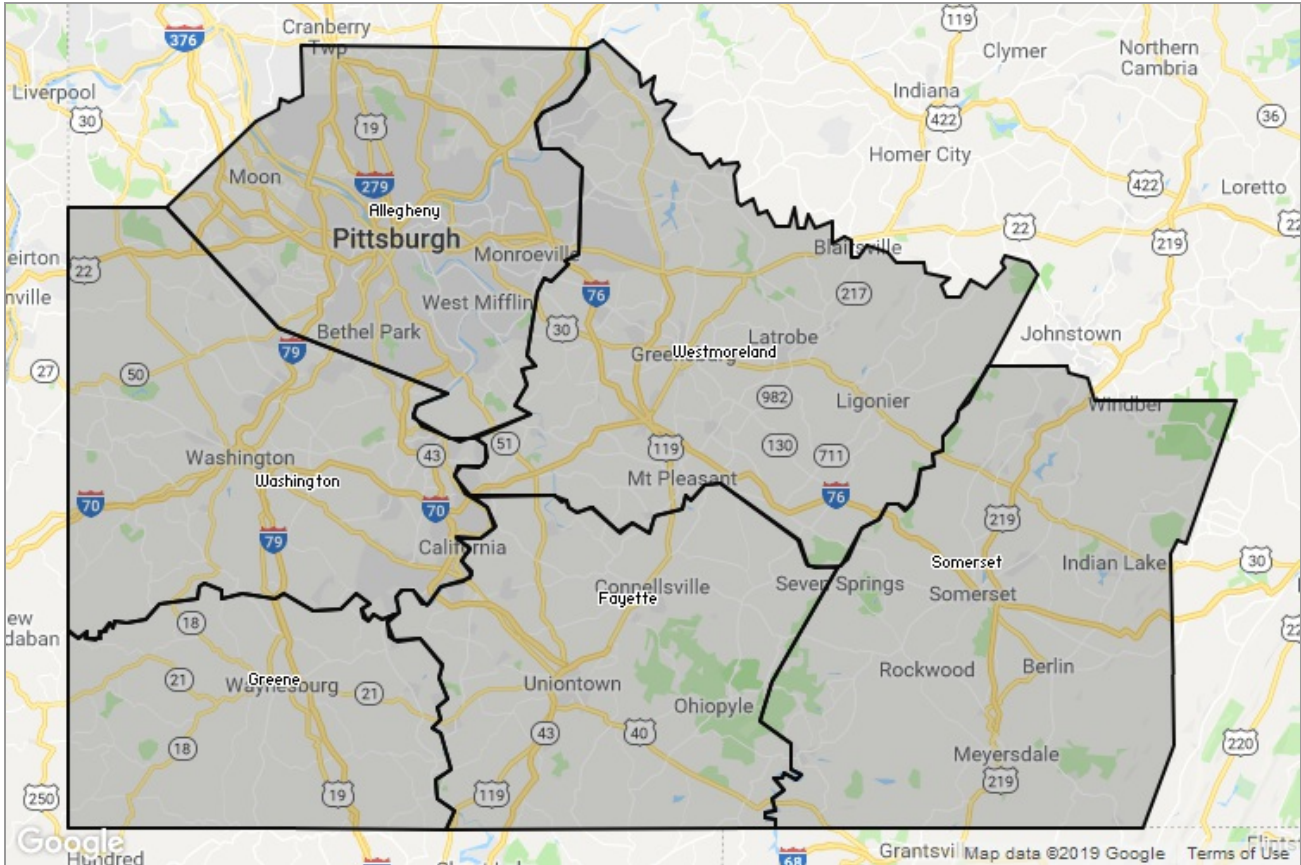


MARKET DATA REPORT

Jan - March, 2019



Report Characteristics

Report Name:

Jan - March, 2019

Report Date Range:

1/2019 – 3/2019

Filters Used:

Property Type

Avg/Med: Both

Run Date: 04/16/2019

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.

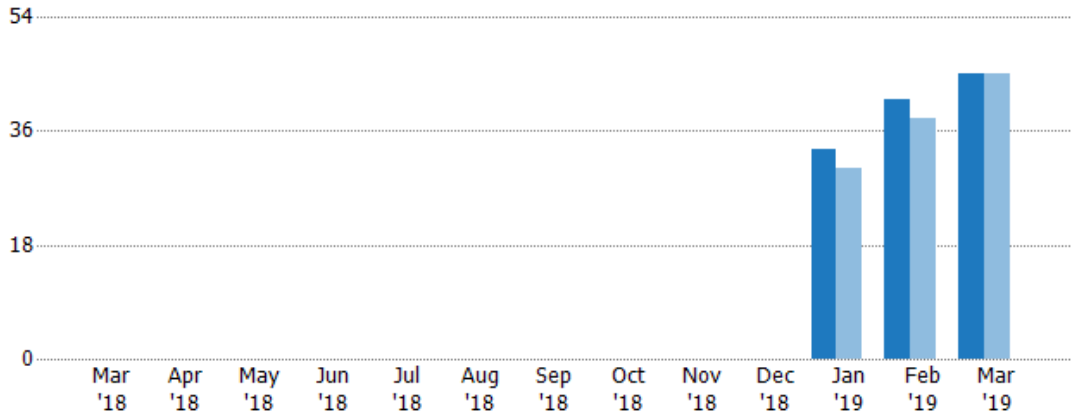
Key Metrics	Mar 2019	Mar 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	45	45	+/-	119	113	+5.3%
New Listing Volume	\$7,027,700	\$5,337,999	+31.7%	\$17,050,999	\$15,413,647	+10.6%
Active Listing Count	189	213	-11.3%	N/A	N/A	
Active Listing Volume	\$29,984,096	\$31,721,321	-5.5%	N/A	N/A	
Average Listing Price	\$158,646	\$148,926	+6.5%	\$158,656	\$144,991	+9.4%
Median Listing Price	\$133,000	\$117,900	+12.8%	\$126,807	\$118,614	+6.9%
Median Days in RPR	153	142	+7.7%	144.57	142.78	+1.3%
Months of Inventory	7.3	8.2	-11.3%	6.2	6.4	-3%
Absorption Rate	13.76%	12.21%	+1.6%	16.13%	15.65%	+0.5%
Sales Activity Charts Metrics						
Pending Sales Count	91	83	+9.6%	N/A	N/A	
Pending Sales Volume	\$14,392,090	\$11,265,750	+27.8%	N/A	N/A	
Closed Sales Count	30	40	-25%	79	101	-21.8%
Closed Sales Volume	\$3,646,838	\$4,443,890	-17.9%	\$9,408,323	\$11,868,951	-20.7%
Average Sales Price	\$121,561	\$111,097	+9.4%	\$119,093	\$117,514	+1.3%
Median Sales Price	\$89,500	\$108,450	-17.5%	\$86,905	\$103,494	-16%

New Listings

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

Filters Used

Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured, Other
Residential, Single Family
Residence



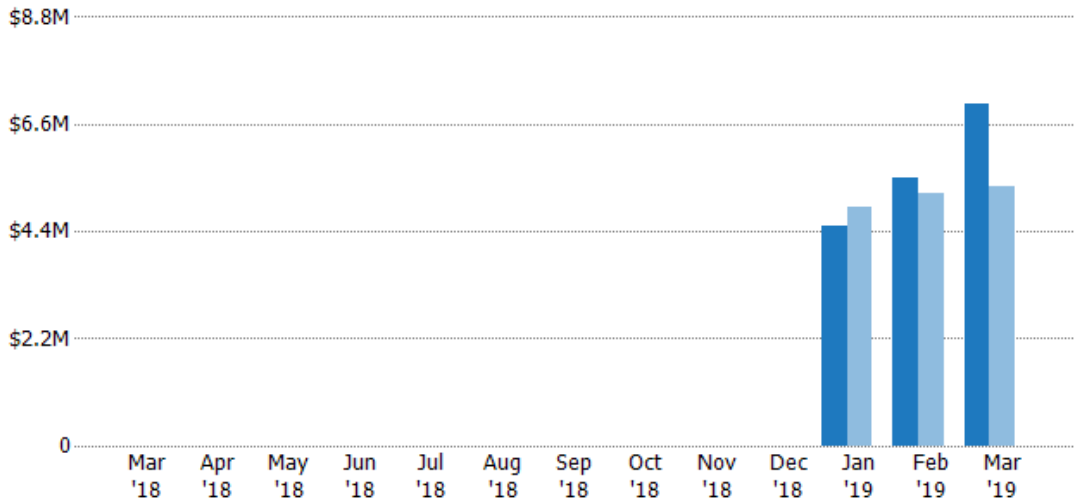
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	-	-	-	-	-	-	-	-	-	-	33	41	45
Prior Year	-	-	-	-	-	-	-	-	-	-	30	38	45
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	10%	8%	0%

New Listing Volume

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

Filters Used

Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured, Other
Residential, Single Family
Residence



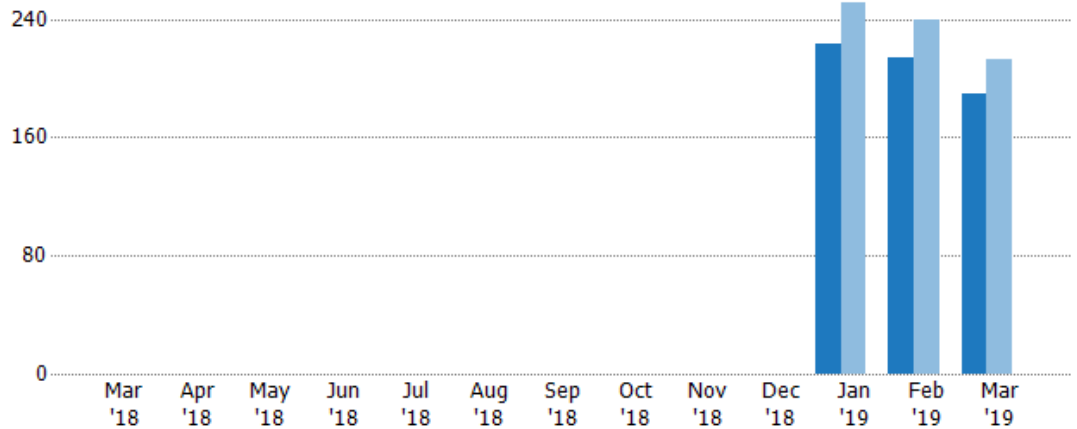
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	-	-	-	-	-	-	-	-	-	-	\$4.53M	\$5.5M	\$7.03M
Prior Year	-	-	-	-	-	-	-	-	-	-	\$4.89M	\$5.19M	\$5.34M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-7%	6%	32%

Active Listings

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

Filters Used

Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured, Other
Residential, Single Family
Residence



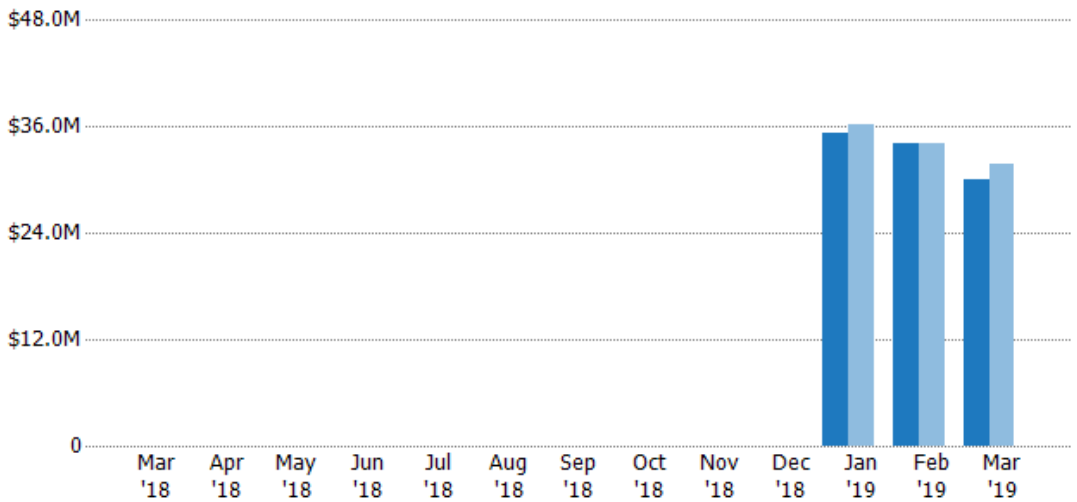
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	-	-	-	-	-	-	-	-	-	-	223	214	189
Prior Year	-	-	-	-	-	-	-	-	-	-	251	239	213
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-11%	-10%	-11%

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,
Mobile/Manufactured, Other
Residential, Single Family
Residence



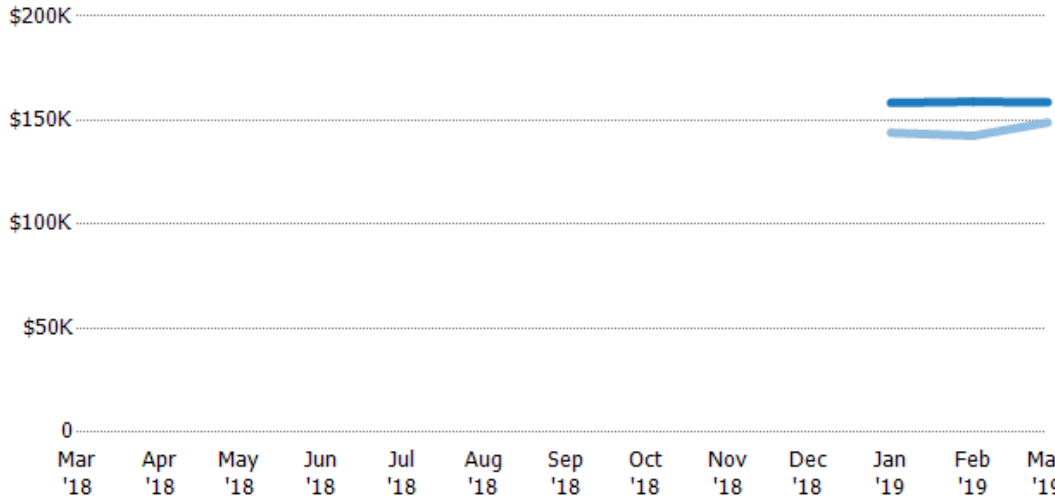
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	-	-	-	-	-	-	-	-	-	-	\$35.3M	\$34M	\$30M
Prior Year	-	-	-	-	-	-	-	-	-	-	\$36.1M	\$34.1M	\$31.7M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-2%	0%	-5%

Average Listing Price

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

Filters Used

Property Type:
 Condo/Townhouse/Apt,
 Mobile/Manufactured, Other
 Residential, Single Family
 Residence



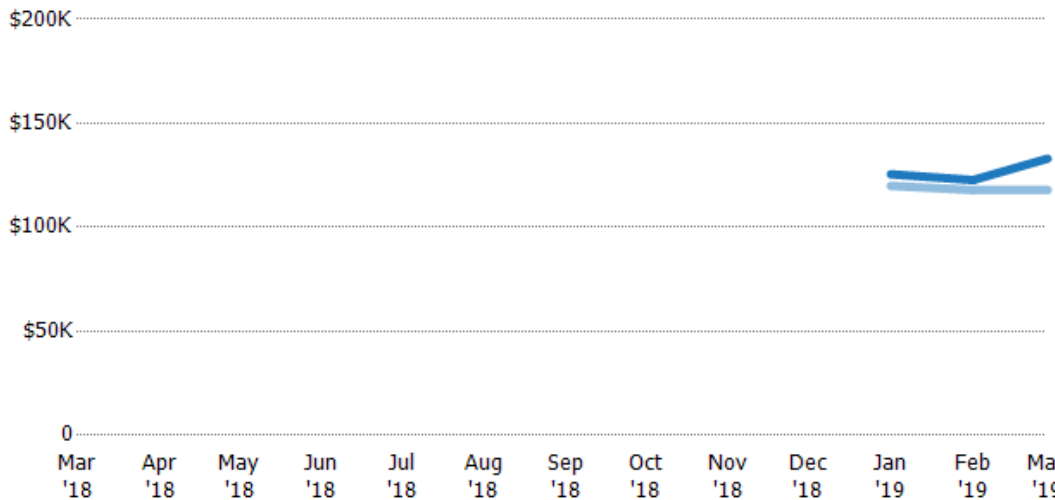
Current Year	-	-	-	-	-	-	-	-	-	-	\$158K	\$159K	\$159K
Prior Year	-	-	-	-	-	-	-	-	-	-	\$144K	\$143K	\$149K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	10%	12%	7%

Median Listing Price

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

Filters Used

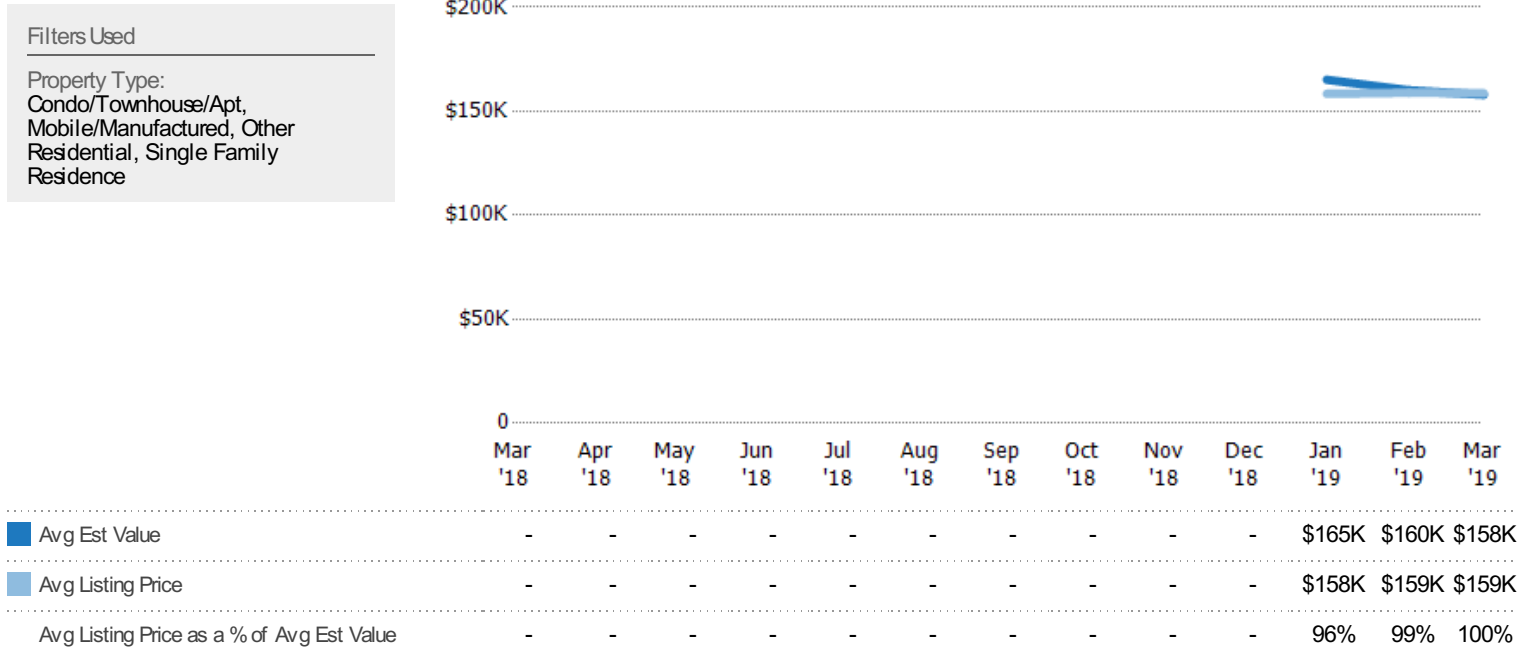
Property Type:
 Condo/Townhouse/Apt,
 Mobile/Manufactured, Other
 Residential, Single Family
 Residence



Current Year	-	-	-	-	-	-	-	-	-	-	\$126K	\$123K	\$133K
Prior Year	-	-	-	-	-	-	-	-	-	-	\$120K	\$118K	\$118K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	5%	4%	13%

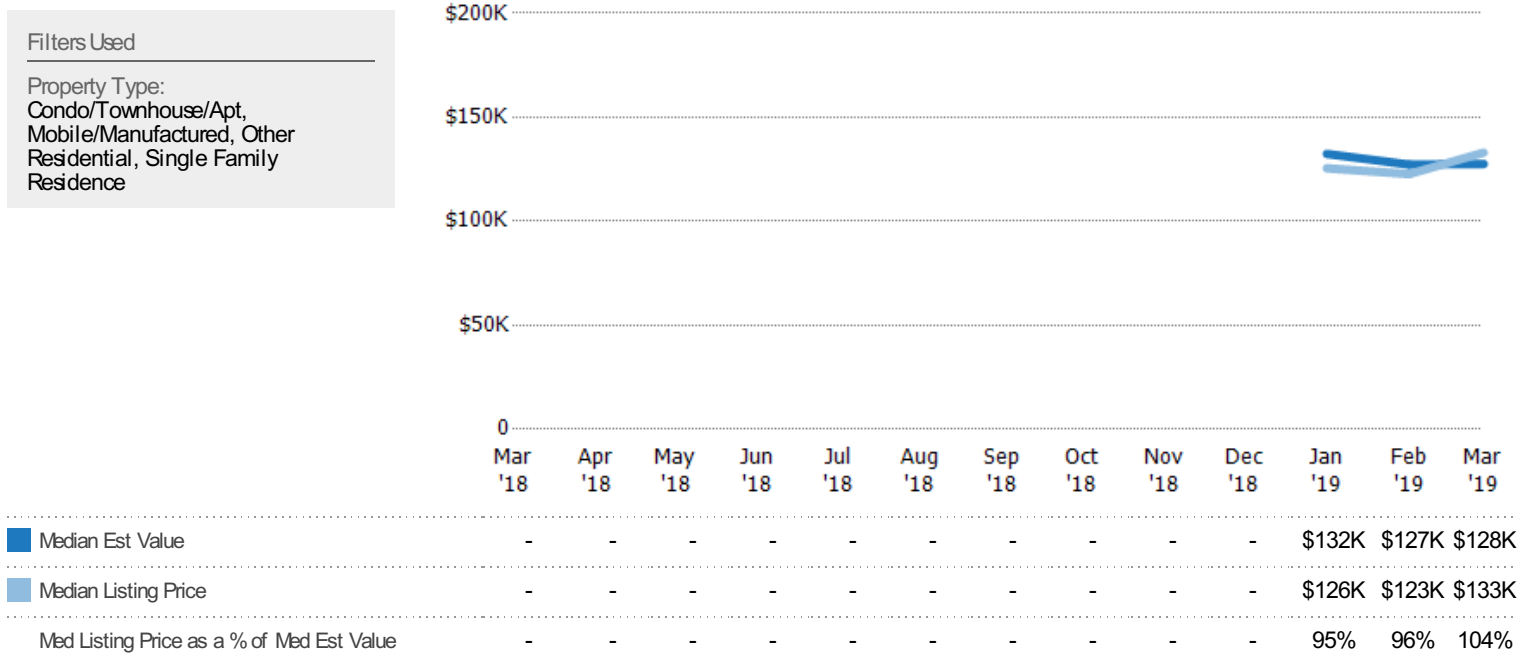
Average Listing Price vs Average Est Value

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.

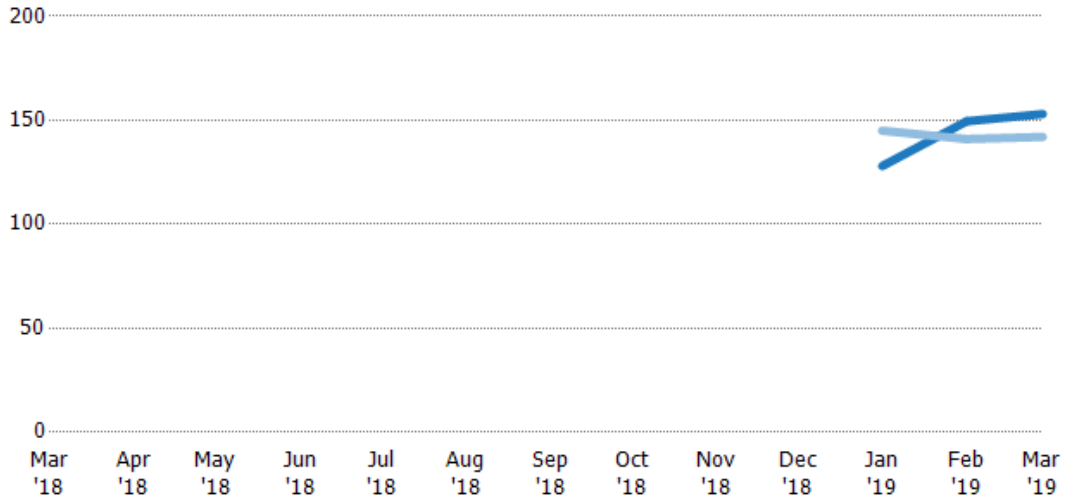


Median Days in RPR

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,
Mobile/Manufactured, Other
Residential, Single Family
Residence



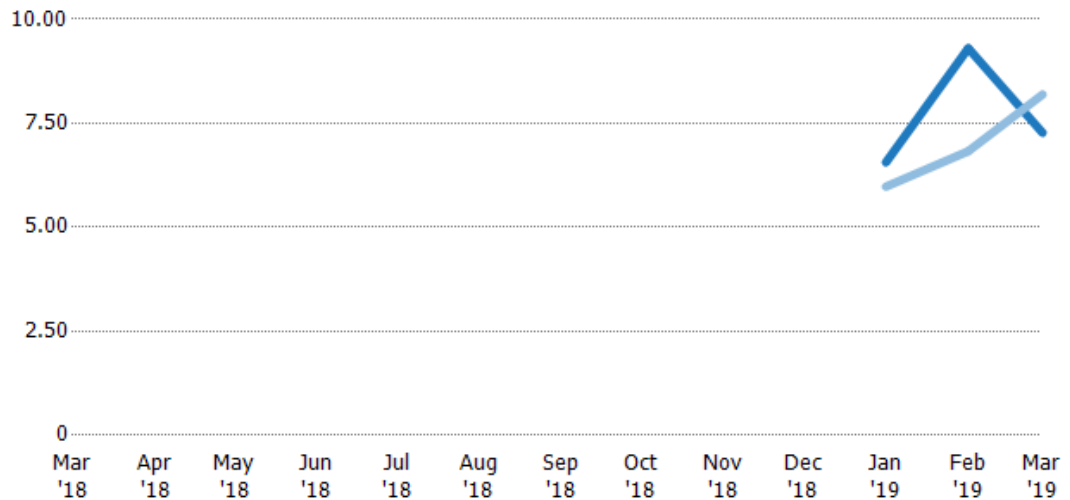
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	-	-	-	-	-	-	-	-	-	-	128	150	153
Prior Year	-	-	-	-	-	-	-	-	-	-	145	141	142
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-12%	6%	8%

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,
Mobile/Manufactured, Other
Residential, Single Family
Residence



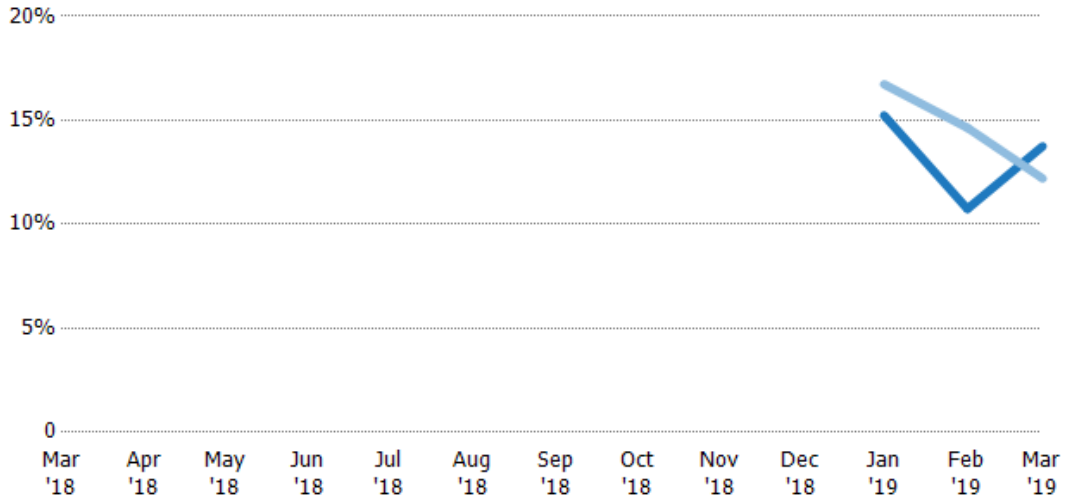
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	-	-	-	-	-	-	-	-	-	-	6.56	9.3	7.27
Prior Year	-	-	-	-	-	-	-	-	-	-	5.98	6.83	8.19
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	10%	36%	-11%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured, Other
Residential, Single Family
Residence



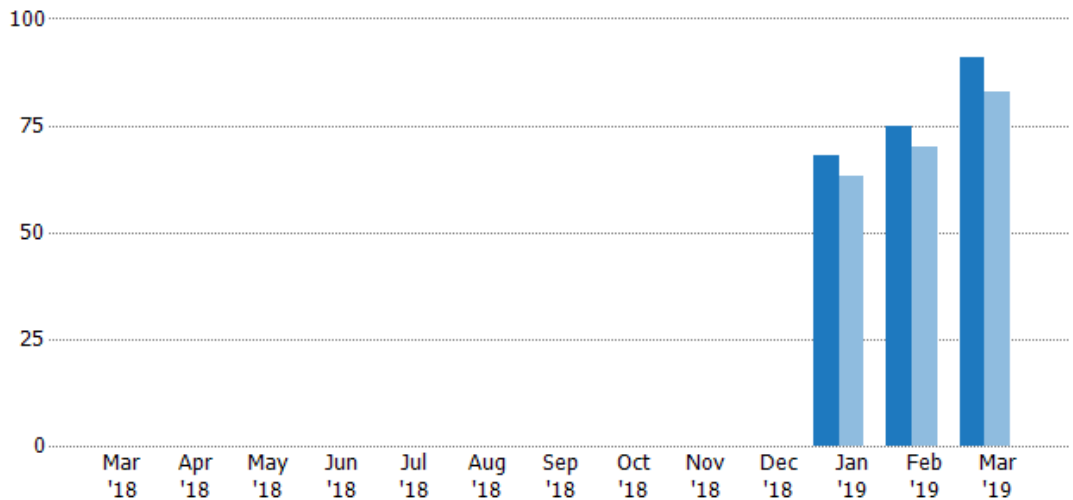
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	-	-	-	-	-	-	-	-	-	-	15%	11%	14%
Prior Year	-	-	-	-	-	-	-	-	-	-	17%	15%	12%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	1%	4%	-2%

Pending Sales

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

Filters Used

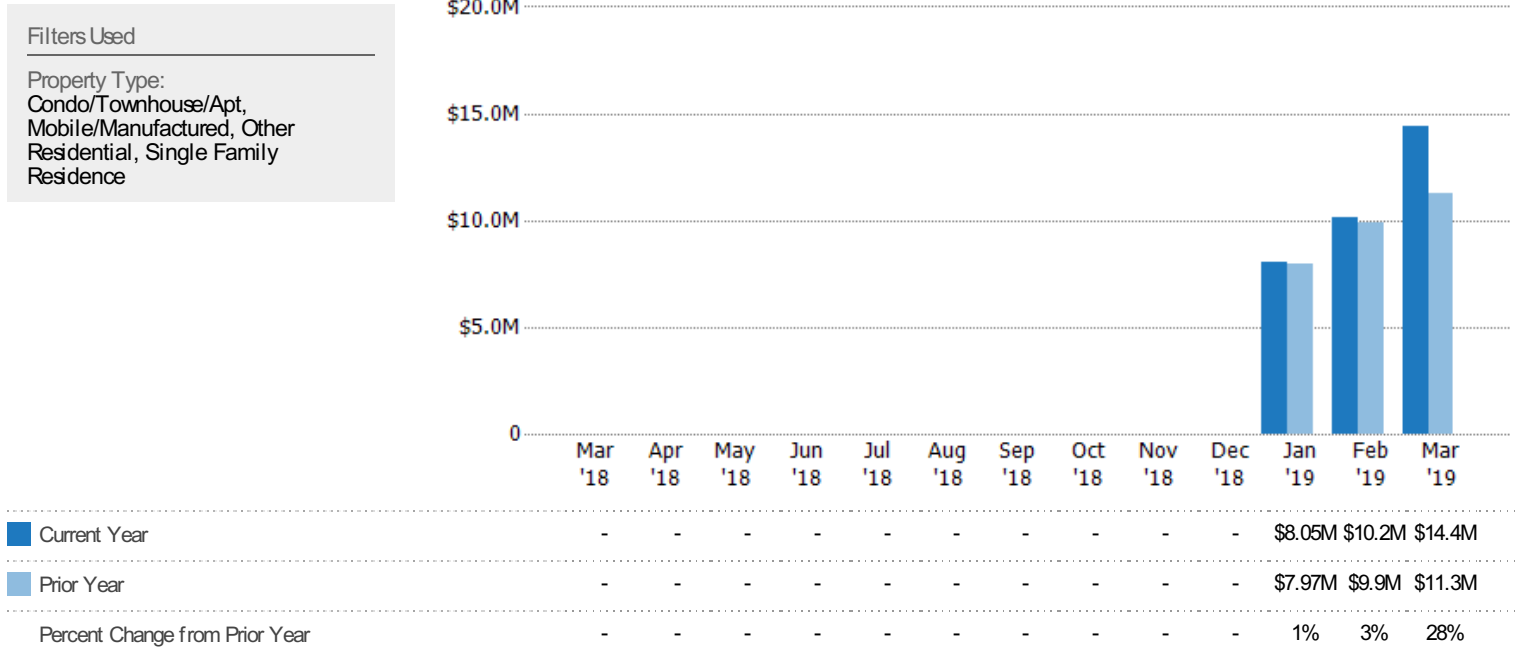
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured, Other
Residential, Single Family
Residence



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	-	-	-	-	-	-	-	-	-	-	68	75	91
Prior Year	-	-	-	-	-	-	-	-	-	-	63	70	83
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	8%	7%	10%

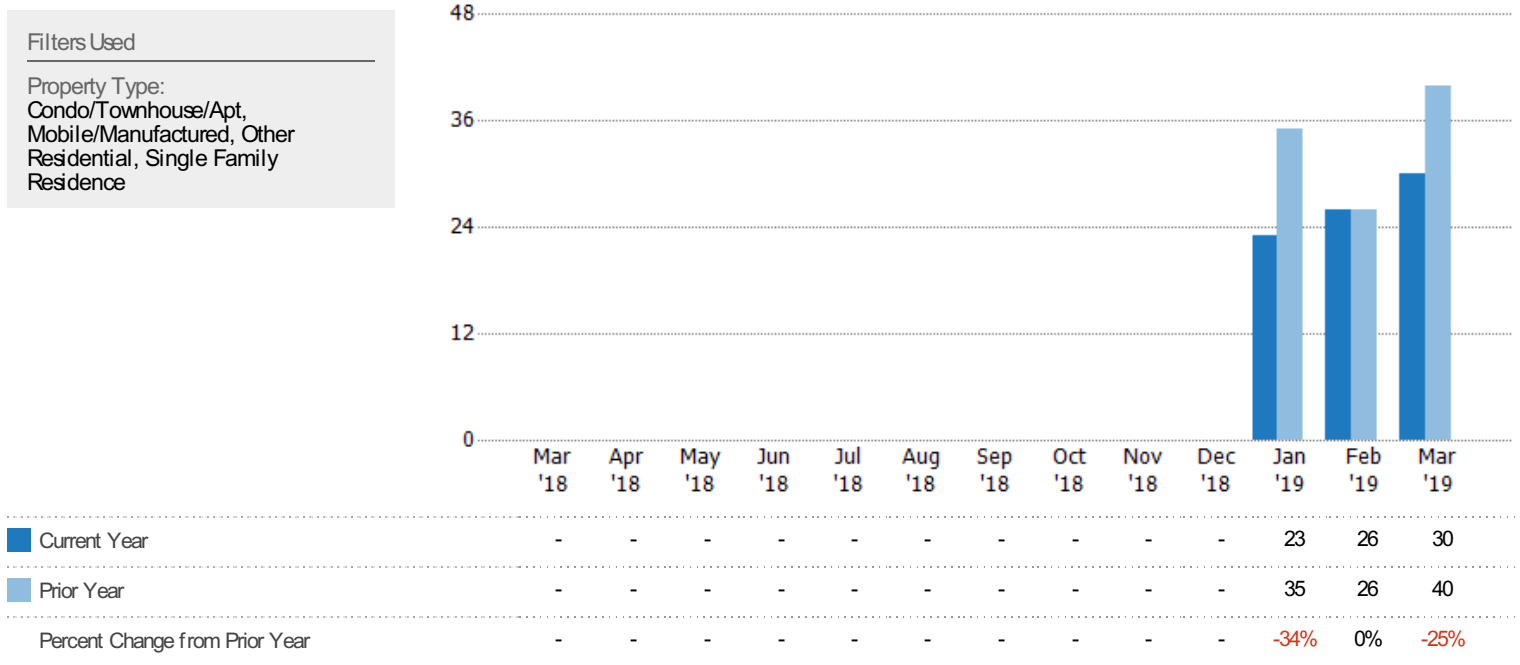
Pending Sales Volume

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



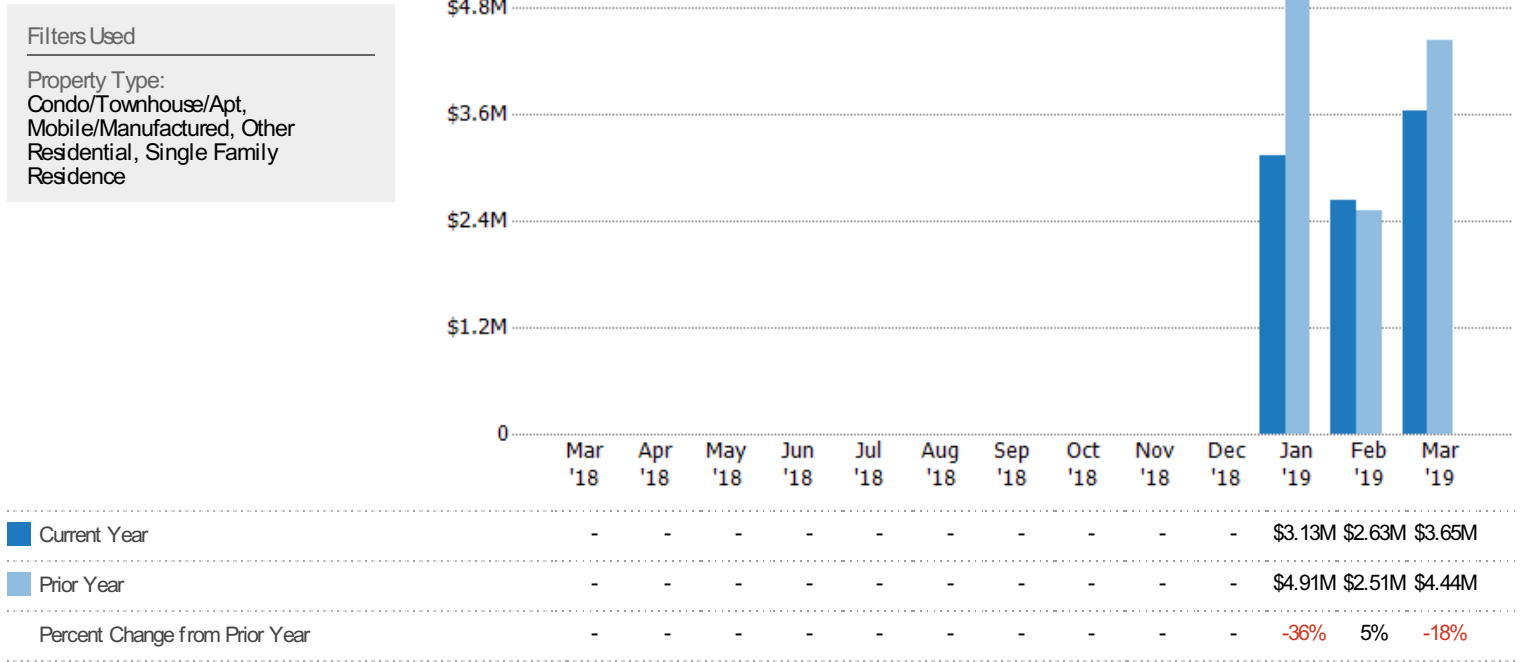
Closed Sales

The total number of residential properties sold each month.



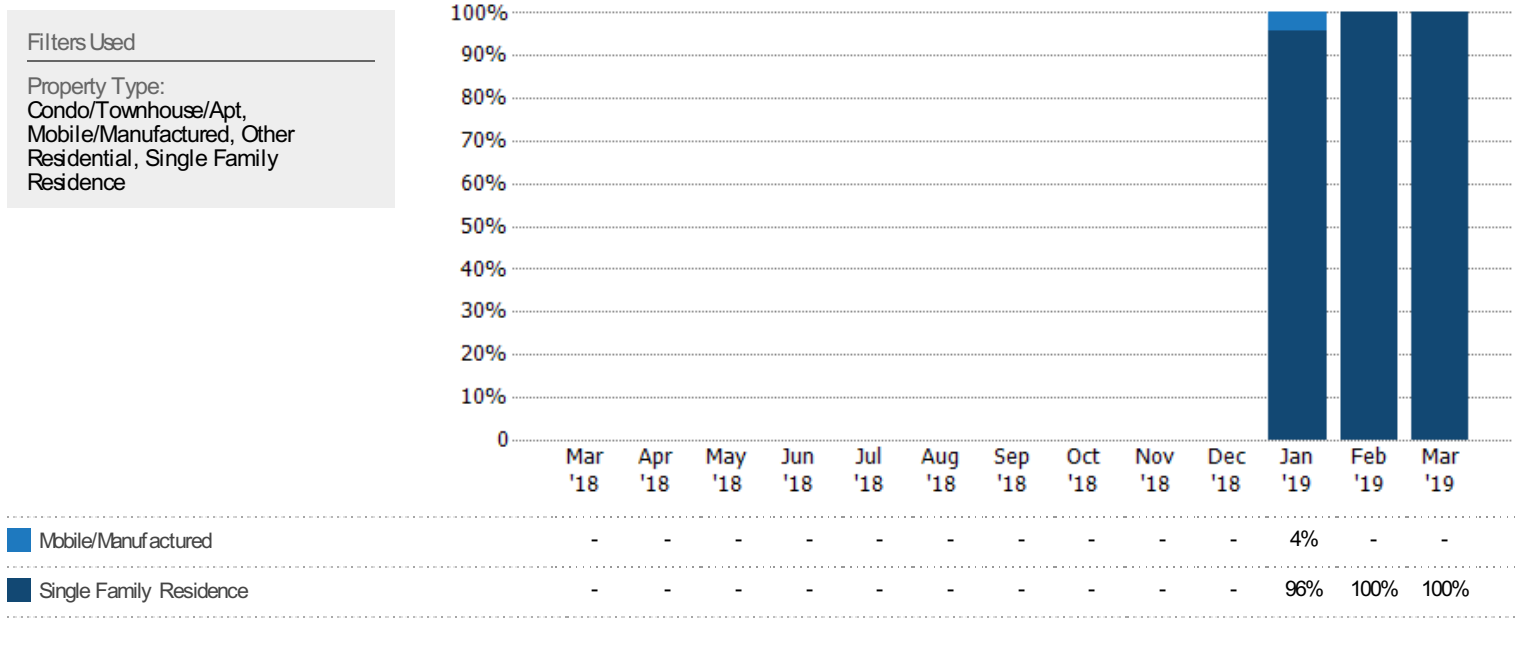
Closed Sales Volume

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.

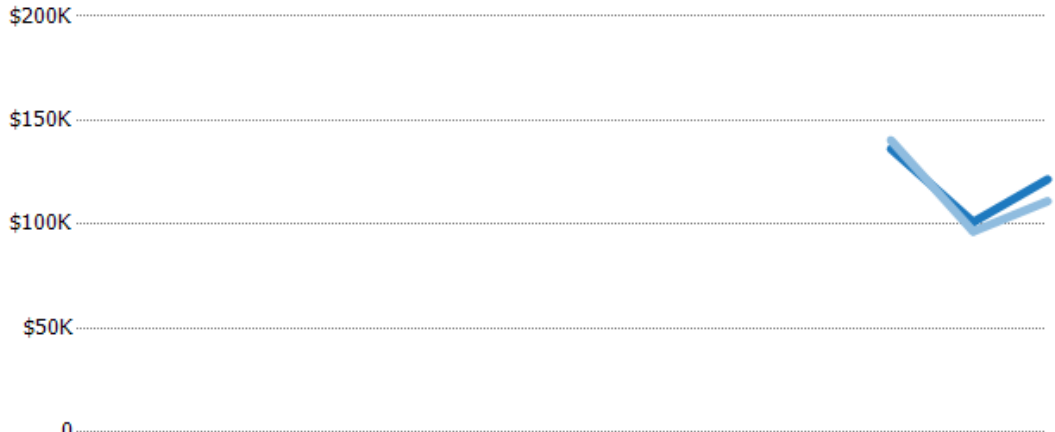


Average Sales Price

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

Filters Used

Property Type:
 Condo/Townhouse/Apt,
 Mobile/Manufactured, Other
 Residential, Single Family
 Residence



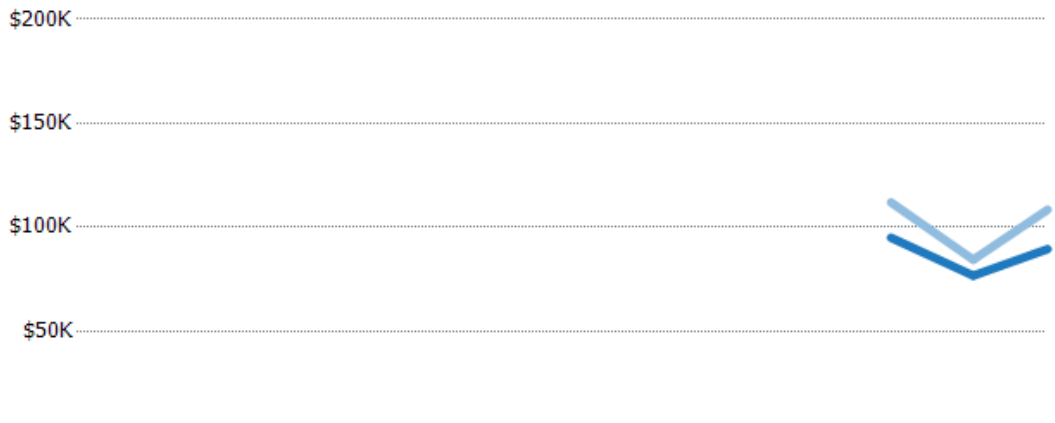
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	-	-	-	-	-	-	-	-	-	-	\$136K	\$101K	\$122K
Prior Year	-	-	-	-	-	-	-	-	-	-	\$140K	\$96.5K	\$111K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-3%	5%	9%

Median Sales Price

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

Filters Used

Property Type:
 Condo/Townhouse/Apt,
 Mobile/Manufactured, Other
 Residential, Single Family
 Residence



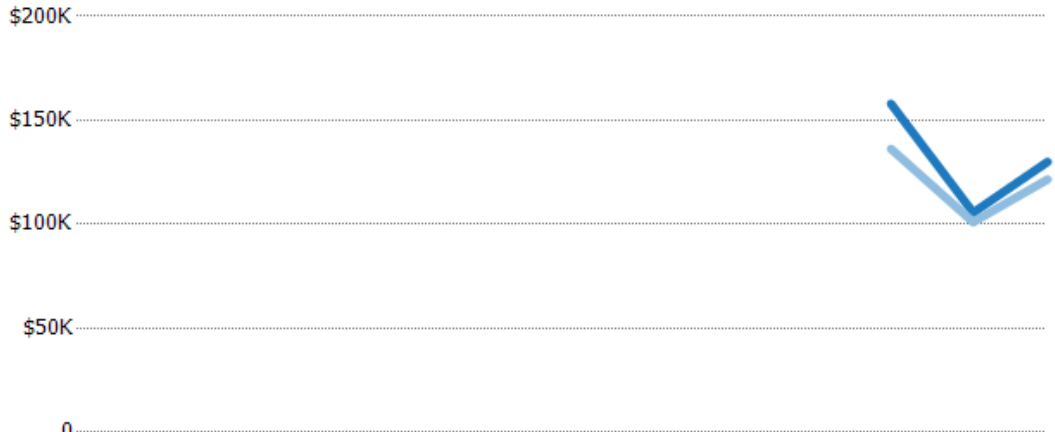
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	-	-	-	-	-	-	-	-	-	-	\$95K	\$76.8K	\$89.5K
Prior Year	-	-	-	-	-	-	-	-	-	-	\$112K	\$84.4K	\$108K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-15%	-9%	-17%

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,
 Mobile/Manufactured, Other
 Residential, Single Family
 Residence



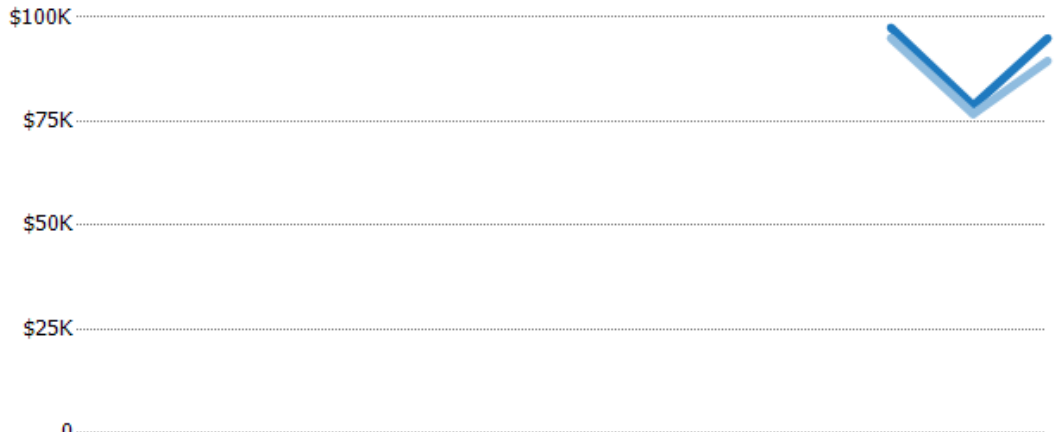
	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Avg List Price	-	-	-	-	-	-	-	-	-	-	\$158K	\$106K	\$130K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	\$136K	\$101K	\$122K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	86%	96%	94%

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,
 Mobile/Manufactured, Other
 Residential, Single Family
 Residence



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Median List Price	-	-	-	-	-	-	-	-	-	-	\$97.5K	\$78.8K	\$95K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	\$95K	\$76.8K	\$89.5K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	97%	97%	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: Jan - March, 2019

Run Date: 04/16/2019

Scheduled: No

Report Date Range: From 1/2019 To: 3/2019

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 Mobile/Manufactured Other Residential
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 3/2019 data

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