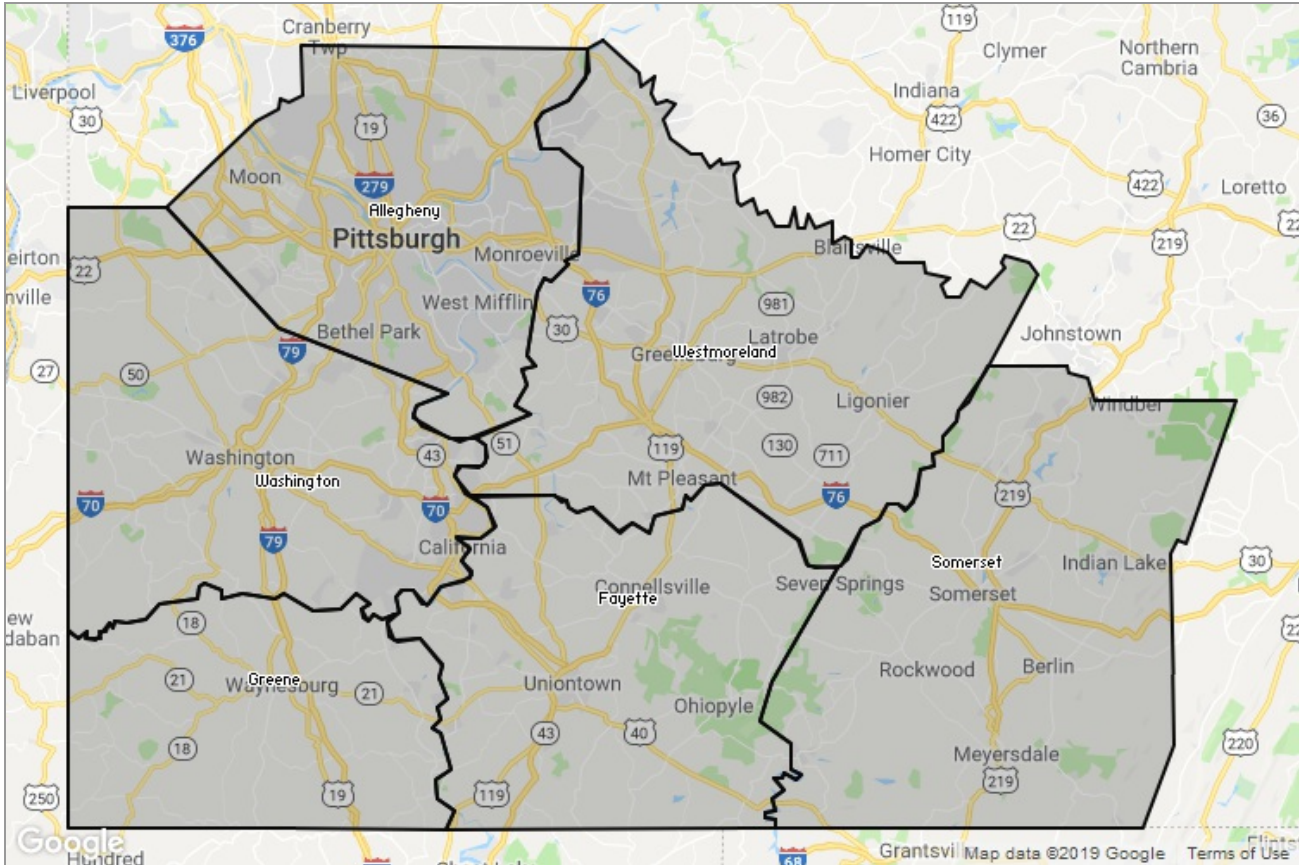


MARKET DATA REPORT

2nd Quarter Report



Report Characteristics

Report Name:
2nd Quarter Report

Report Date Range:
4/2019 – 6/2019

Filters Used:
Property Type

Avg/Med: Both

Run Date: 07/15/2019

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.

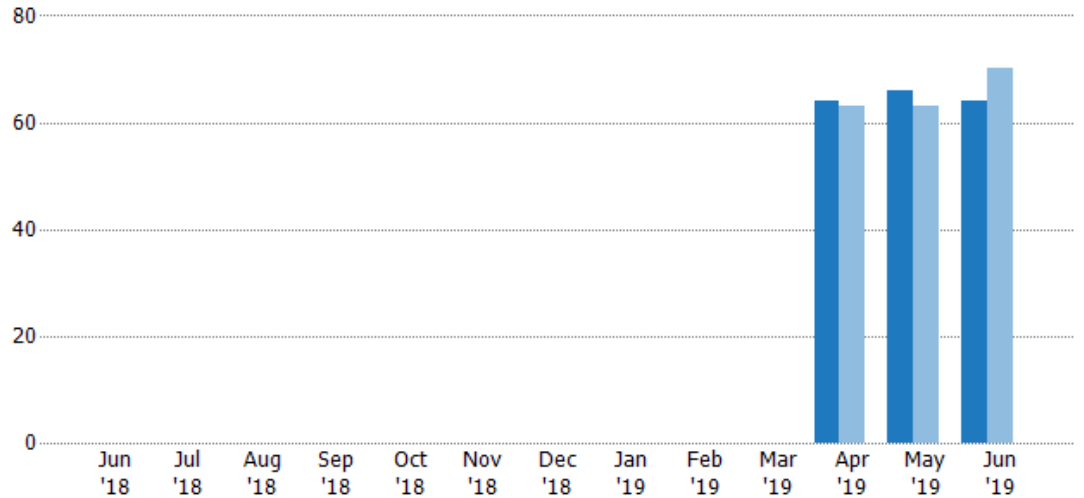
Key Metrics	Jun 2019	Jun 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	64	70	-8.6%	194	196	-1%
New Listing Volume	\$10,433,900	\$9,741,300	+7.1%	\$28,338,740	\$27,810,799	+1.9%
Active Listing Count	213	205	+3.9%	N/A	N/A	
Active Listing Volume	\$33,585,350	\$30,557,271	+9.9%	N/A	N/A	
Average Listing Price	\$157,678	\$149,060	+5.8%	\$156,374	\$154,985	+0.9%
Median Listing Price	\$129,900	\$122,900	+5.7%	\$125,849	\$124,469	+1.1%
Median Days in RPR	83	79	+5.1%	105.94	92.08	+15.1%
Months of Inventory	5.1	5.9	-13.4%	4.8	5.3	-9.1%
Absorption Rate	19.72%	17.07%	+2.6%	20.85%	18.95%	+1.9%
Sales Activity Charts Metrics						
Pending Sales Count	83	83	+/-	N/A	N/A	
Pending Sales Volume	\$12,481,799	\$13,019,400	-4.1%	N/A	N/A	
Closed Sales Count	44	54	-18.5%	125	132	-5.3%
Closed Sales Volume	\$5,572,100	\$7,195,351	-22.6%	\$18,300,200	\$16,418,329	+11.5%
Average Sales Price	\$126,639	\$133,247	-5%	\$146,402	\$124,381	+17.7%
Median Sales Price	\$131,200	\$132,000	-0.6%	\$141,006	\$121,197	+16.3%

New Listings

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

Filters Used

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



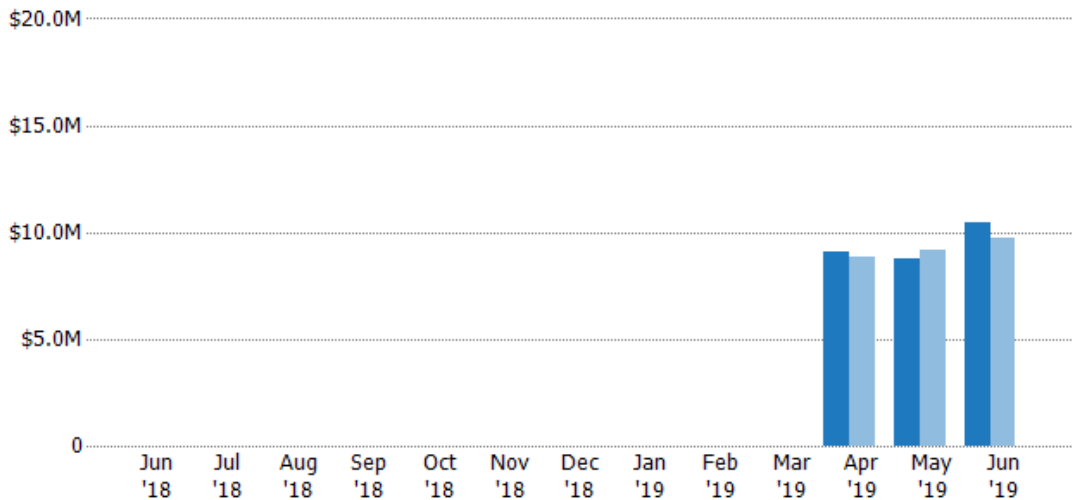
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	-	-	-	-	-	-	-	-	-	-	64	66	64
Prior Year	-	-	-	-	-	-	-	-	-	-	63	63	70
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	2%	5%	-9%

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



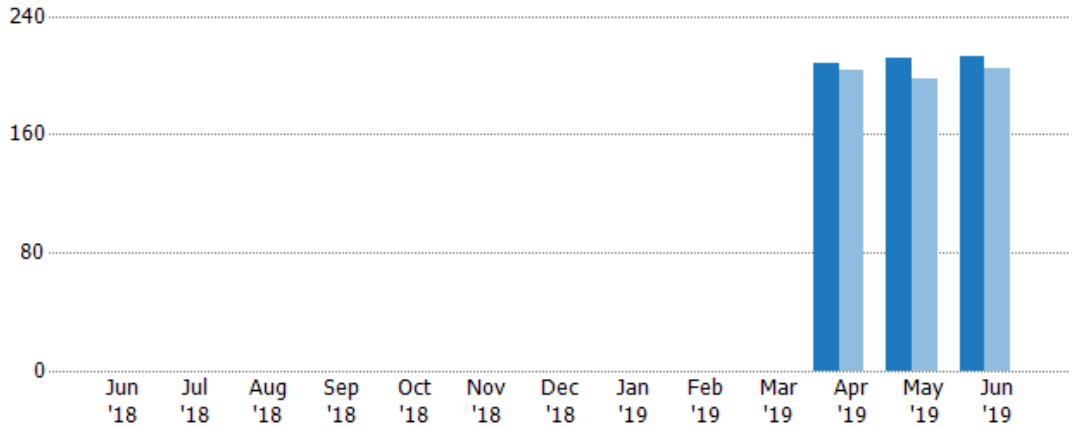
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	-	-	-	-	-	-	-	-	-	-	\$9.12M	\$8.78M	\$10.4M
Prior Year	-	-	-	-	-	-	-	-	-	-	\$8.88M	\$9.19M	\$9.74M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	3%	-4%	7%

Active Listings

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

Filters Used

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



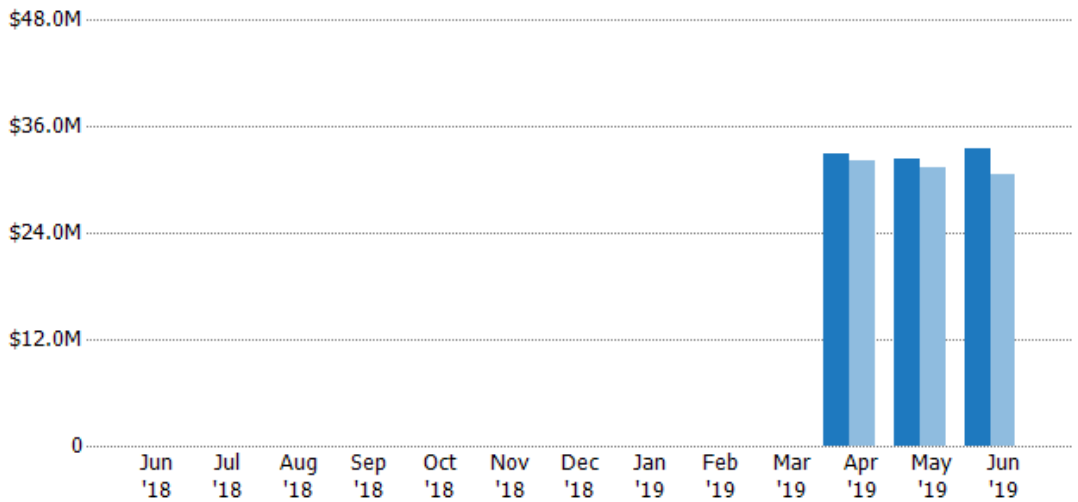
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	-	-	-	-	-	-	-	-	-	-	208	212	213
Prior Year	-	-	-	-	-	-	-	-	-	-	204	198	205
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	2%	7%	4%

Active Listing Volume

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

Filters Used

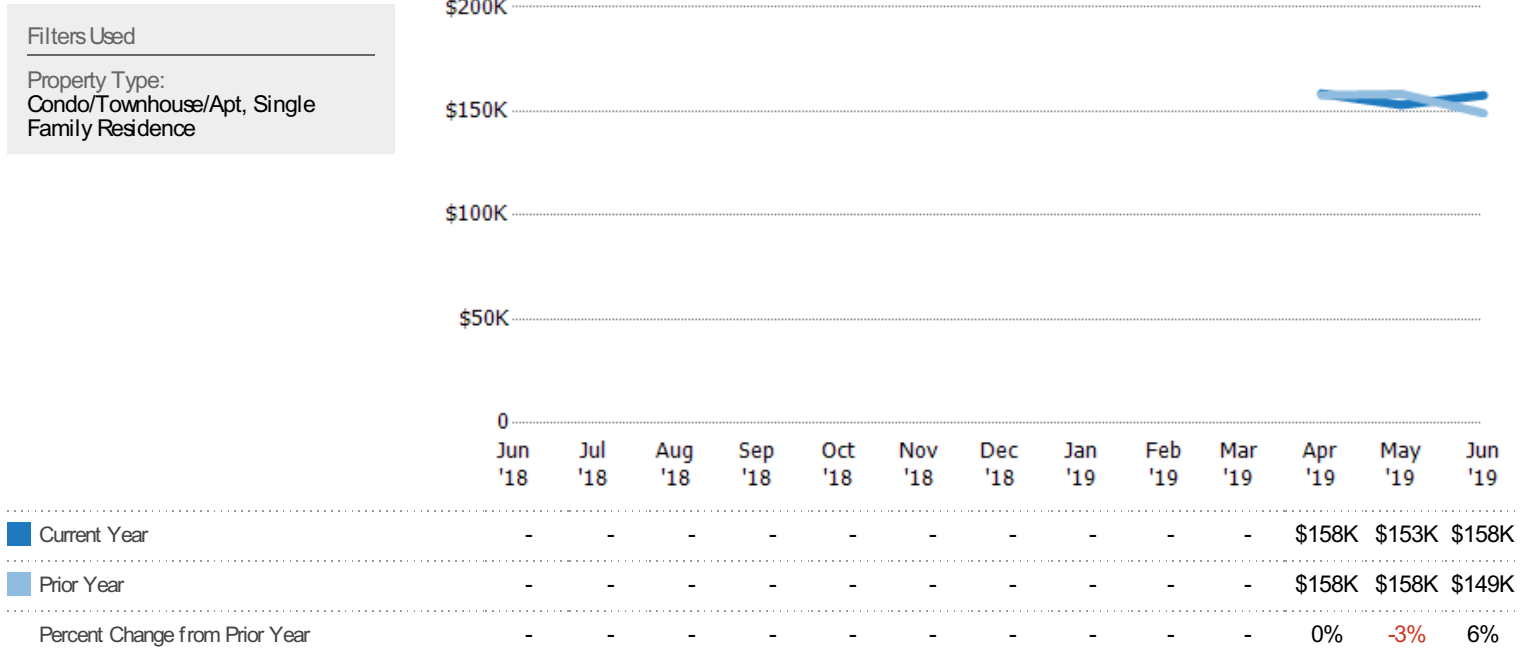
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	-	-	-	-	-	-	-	-	-	-	\$33M	\$32.4M	\$33.6M
Prior Year	-	-	-	-	-	-	-	-	-	-	\$32.2M	\$31.3M	\$30.6M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	2%	3%	10%

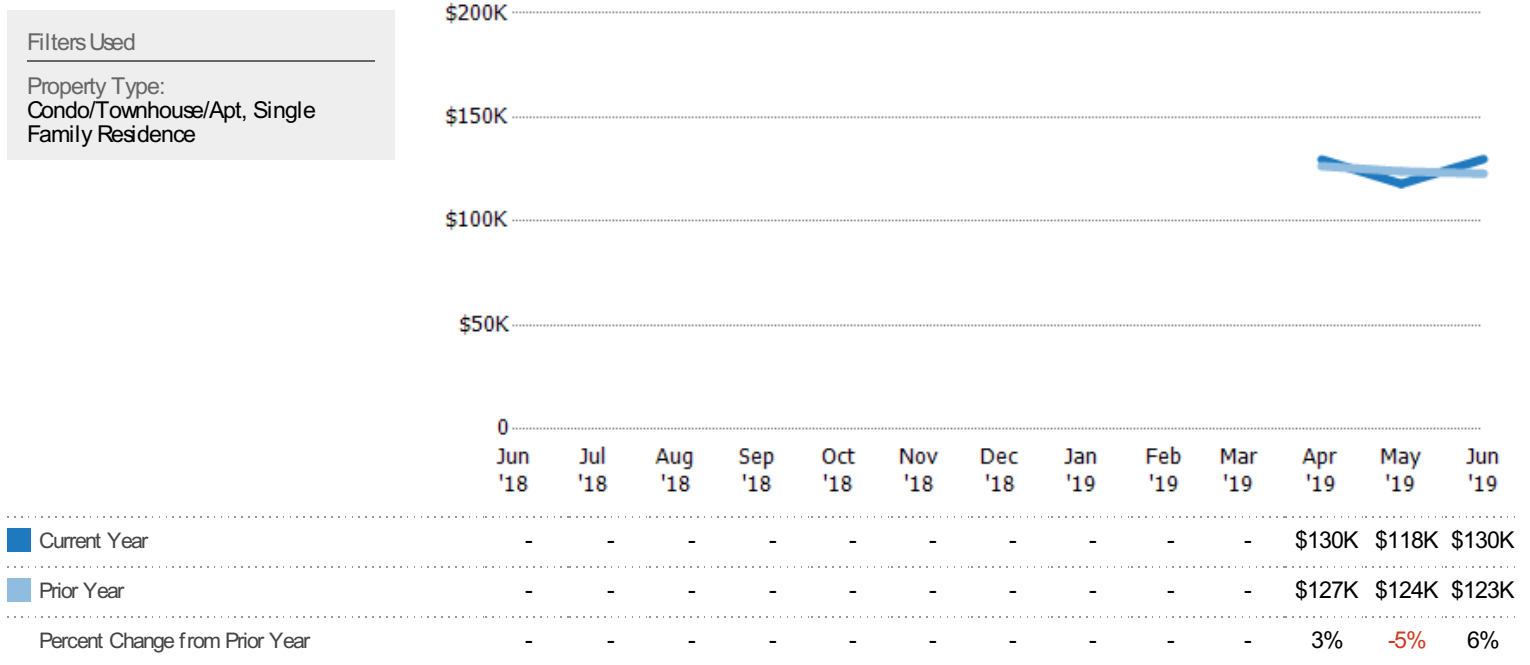
Average Listing Price

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.

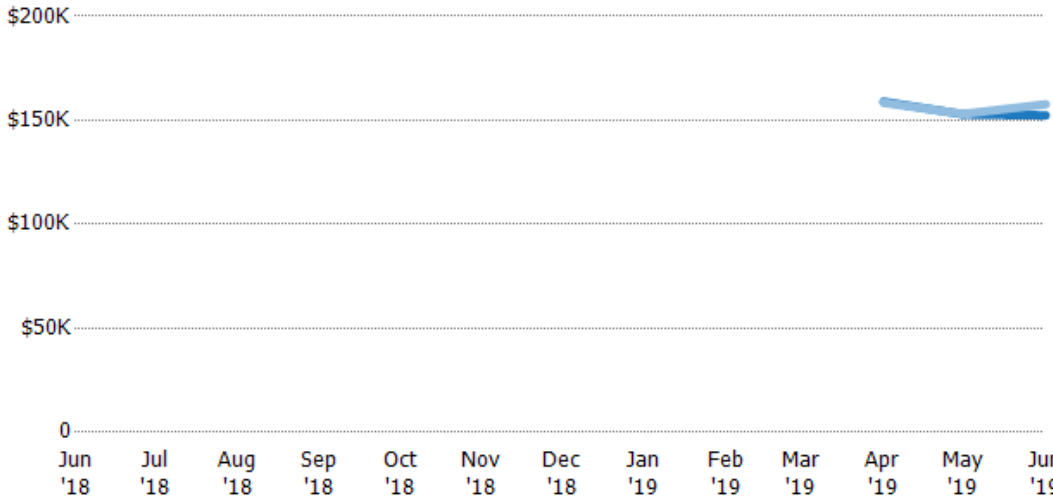


Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used

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



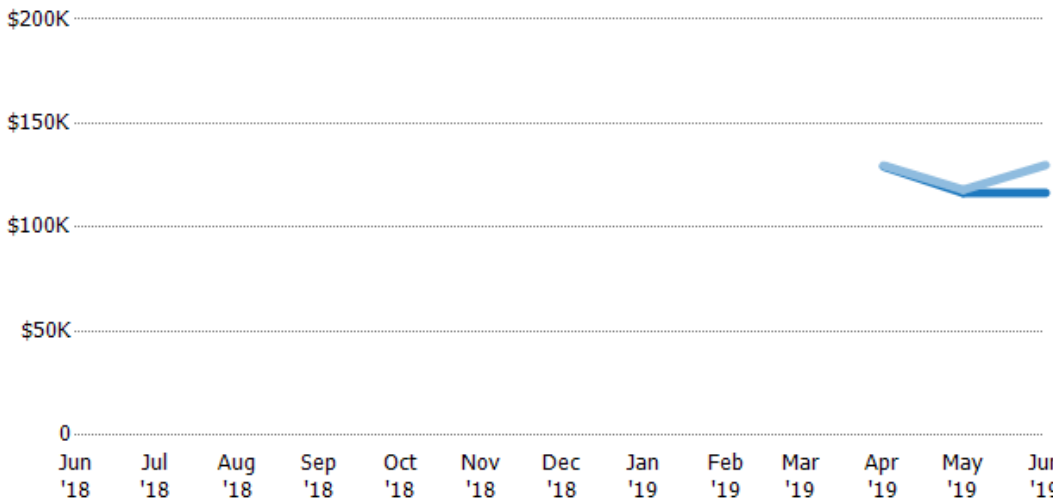
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg Est Value	-	-	-	-	-	-	-	-	-	-	\$159K	\$153K	\$152K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	\$158K	\$153K	\$158K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	100%	100%	103%

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



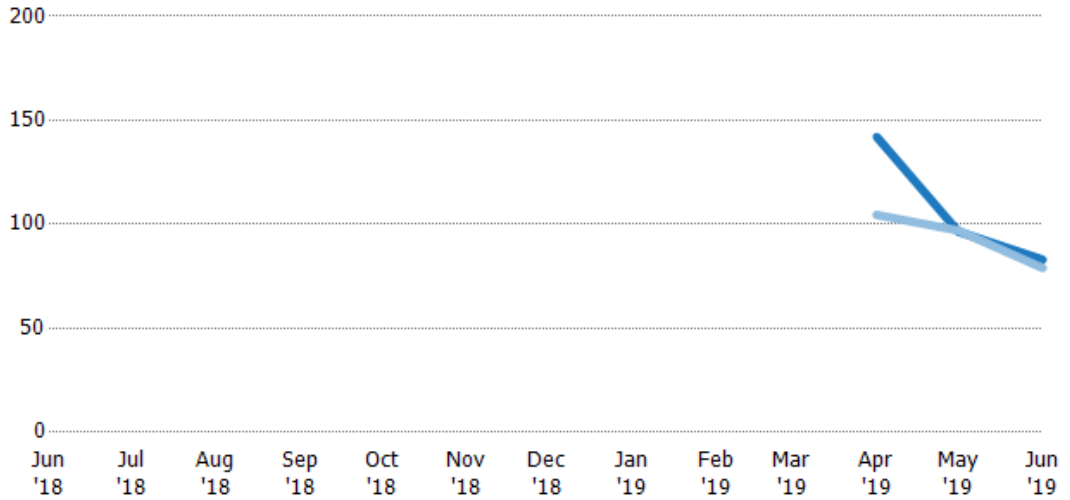
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median Est Value	-	-	-	-	-	-	-	-	-	-	\$129K	\$117K	\$117K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	\$130K	\$118K	\$130K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	100%	101%	111%

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



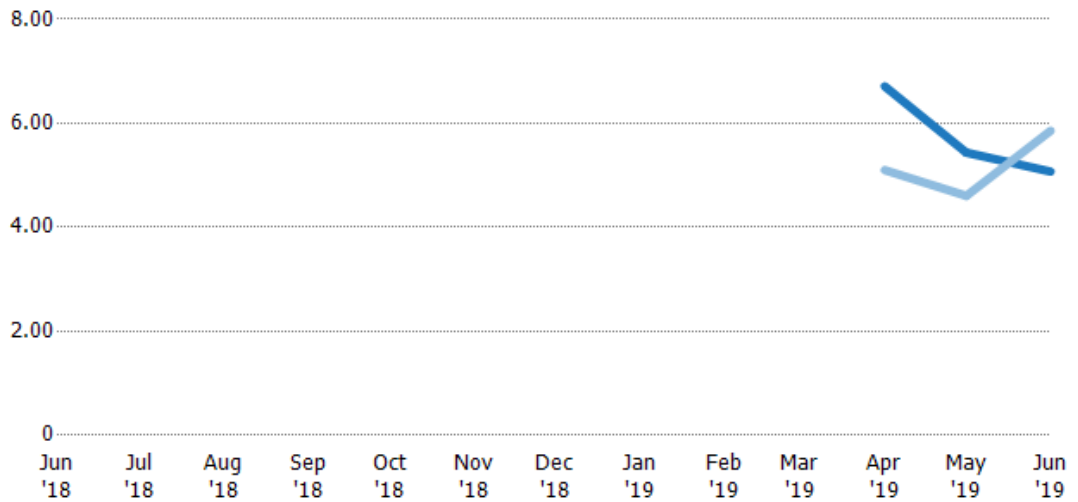
Current Year	-	-	-	-	-	-	-	-	-	-	142	96.5	83
Prior Year	-	-	-	-	-	-	-	-	-	-	105	97	79
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	36%	-1%	5%

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



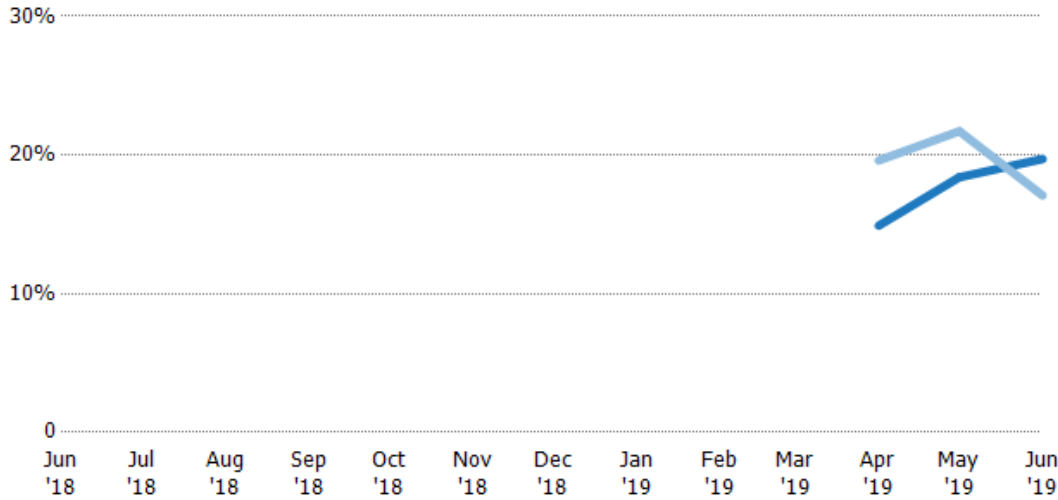
Current Year	-	-	-	-	-	-	-	-	-	-	6.71	5.44	5.07
Prior Year	-	-	-	-	-	-	-	-	-	-	5.1	4.6	5.86
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	32%	18%	-13%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



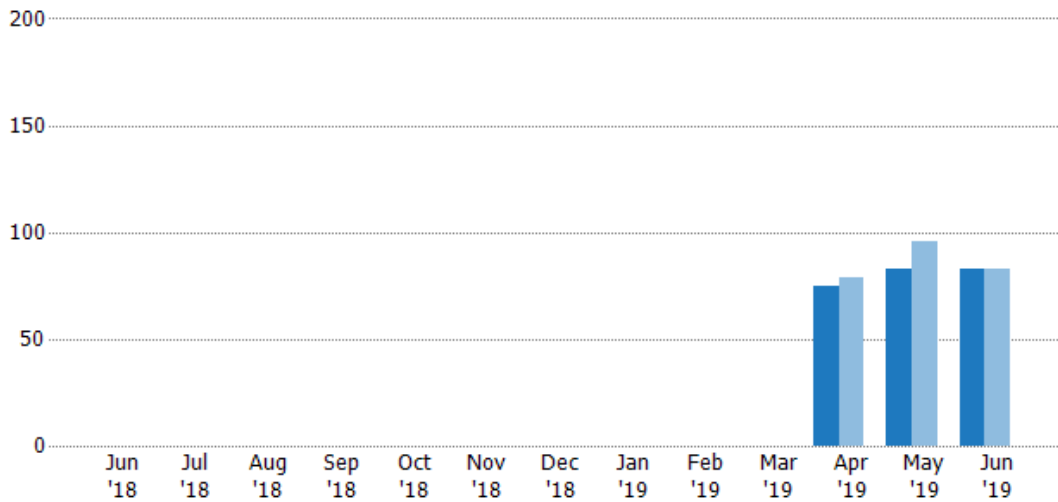
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	-	-	-	-	-	-	-	-	-	-	15%	18%	20%
Prior Year	-	-	-	-	-	-	-	-	-	-	20%	22%	17%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	5%	3%	-3%

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



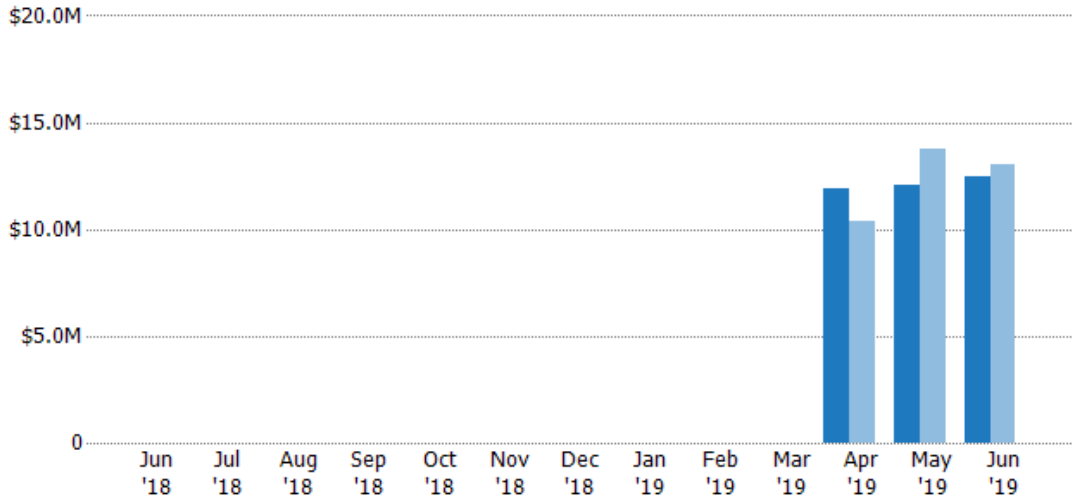
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	-	-	-	-	-	-	-	-	-	-	75	83	83
Prior Year	-	-	-	-	-	-	-	-	-	-	79	96	83
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-5%	-14%	0%

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



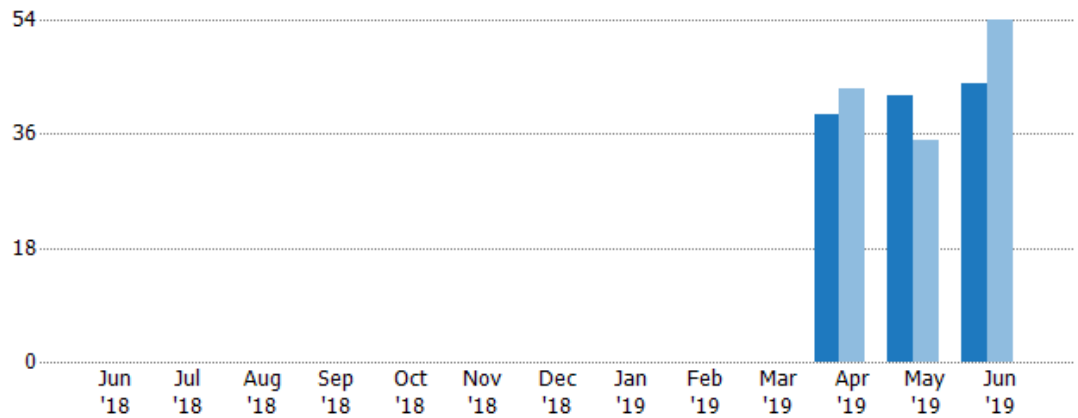
Current Year	-	-	-	-	-	-	-	-	-	-	-	\$11.9M	\$12.1M	\$12.5M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	\$10.4M	\$13.8M	\$13M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	14%	-12%	-4%

Closed Sales

The total number of residential properties sold each month.

Filters Used

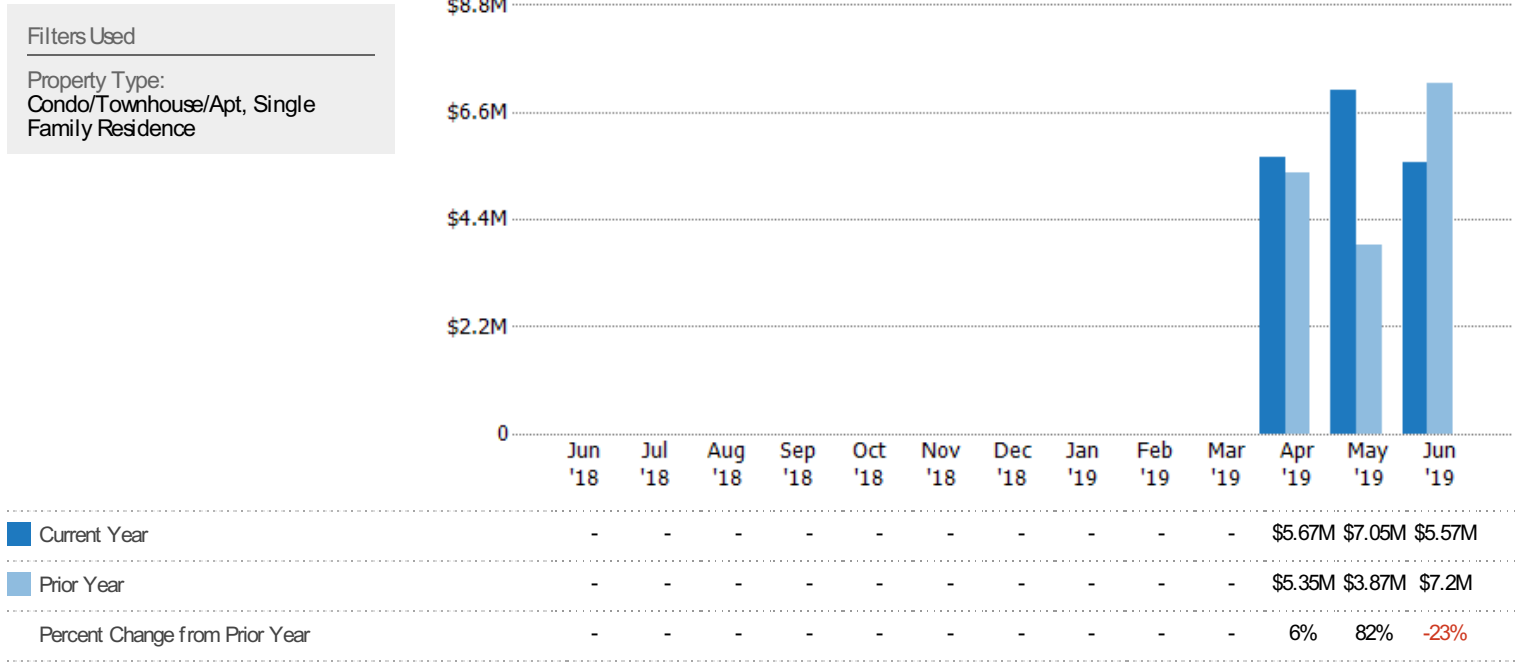
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Current Year	-	-	-	-	-	-	-	-	-	-	-	39	42	44
Prior Year	-	-	-	-	-	-	-	-	-	-	-	43	35	54
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-9%	20%	-19%

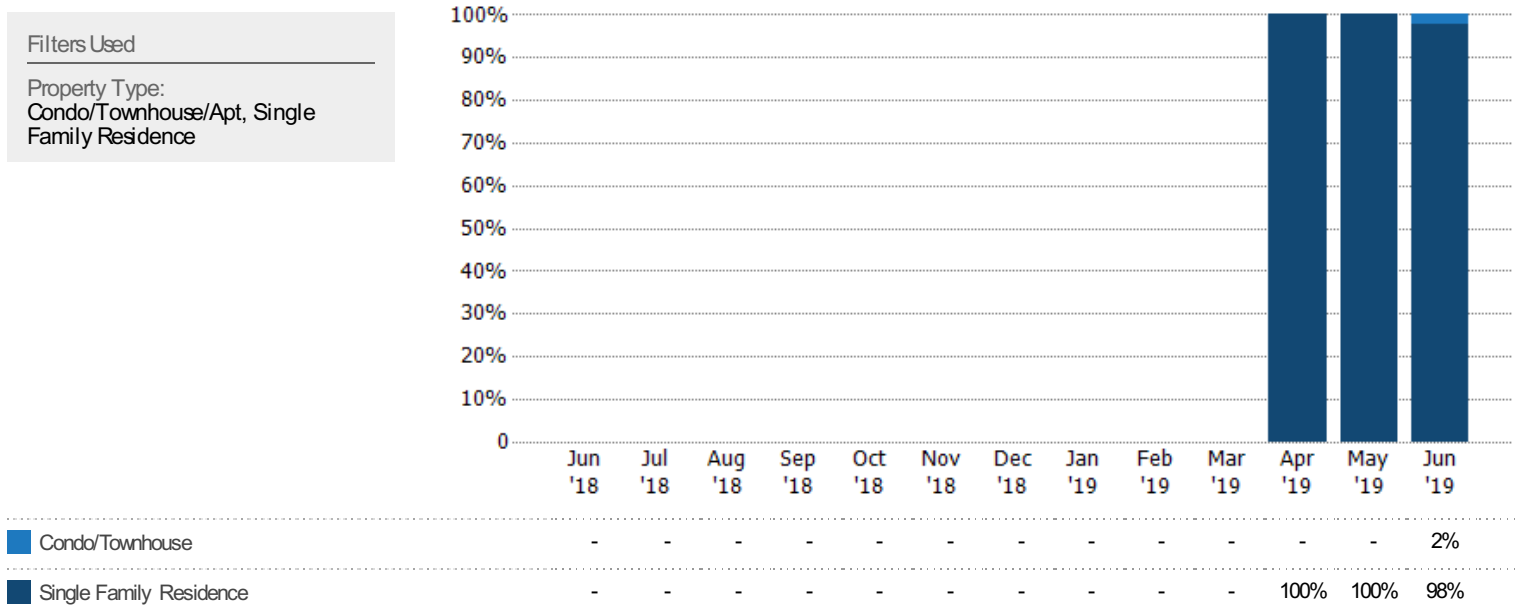
Closed Sales Volume

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.

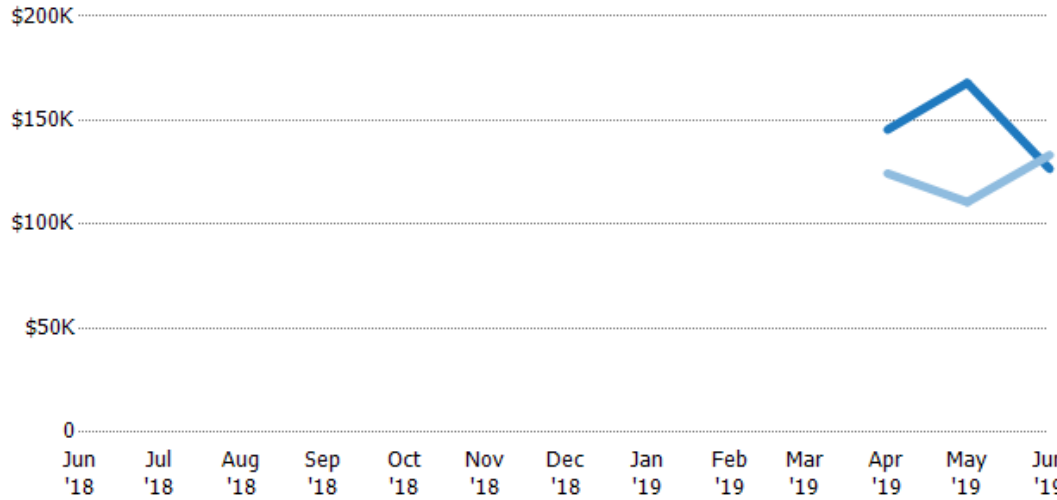


Average Sales Price

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

Filters Used

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



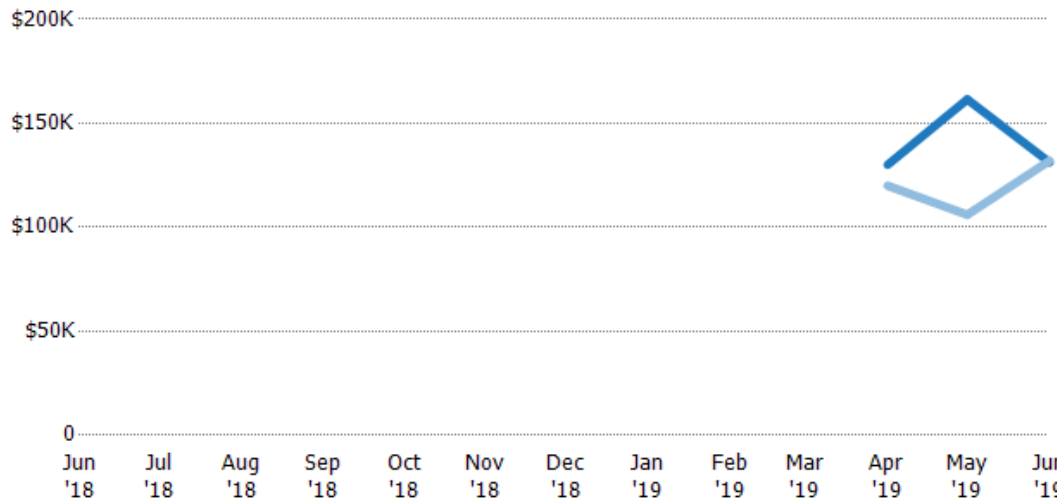
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	-	-	-	-	-	-	-	-	-	-	\$146K	\$168K	\$127K
Prior Year	-	-	-	-	-	-	-	-	-	-	\$124K	\$111K	\$133K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	17%	52%	-5%

Median Sales Price

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

Filters Used

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



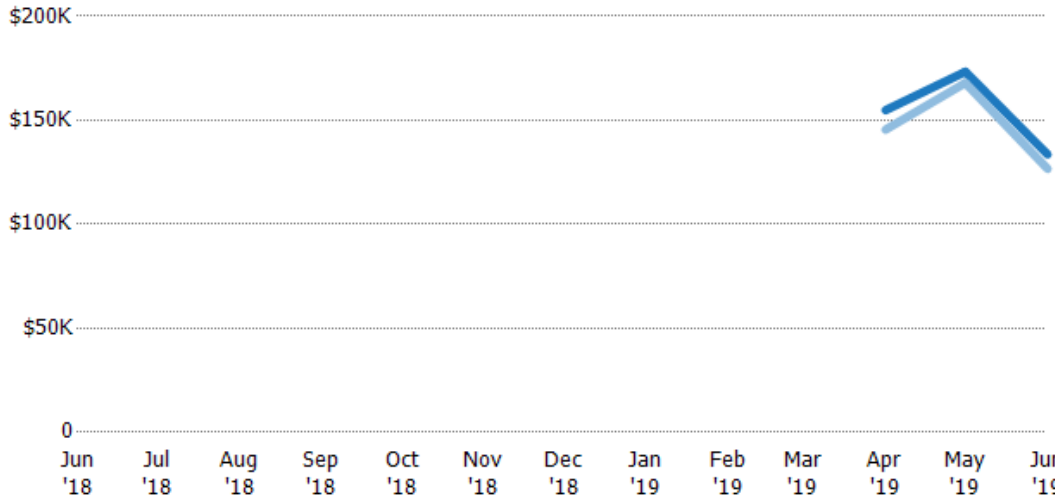
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	-	-	-	-	-	-	-	-	-	-	\$130K	\$162K	\$131K
Prior Year	-	-	-	-	-	-	-	-	-	-	\$120K	\$106K	\$132K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	8%	52%	-1%

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



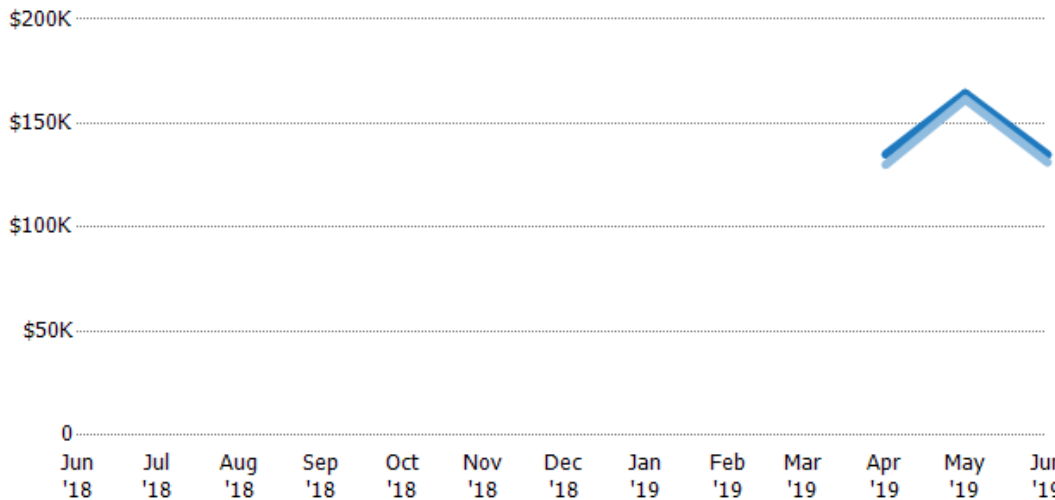
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Avg List Price	-	-	-	-	-	-	-	-	-	-	\$155K	\$173K	\$134K
Avg Sales Price	-	-	-	-	-	-	-	-	-	-	\$146K	\$168K	\$127K
Avg Sales Price as a % of Avg List Price	-	-	-	-	-	-	-	-	-	-	94%	97%	95%

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



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Median List Price	-	-	-	-	-	-	-	-	-	-	\$135K	\$164K	\$135K
Median Sales Price	-	-	-	-	-	-	-	-	-	-	\$130K	\$162K	\$131K
Med Sales Price as a % of Med List Price	-	-	-	-	-	-	-	-	-	-	96%	98%	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: 2nd Quarter Report

Run Date: 07/15/2019

Scheduled: No

Report Date Range: From 4/2019 To: 6/2019

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 6/2019 data

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