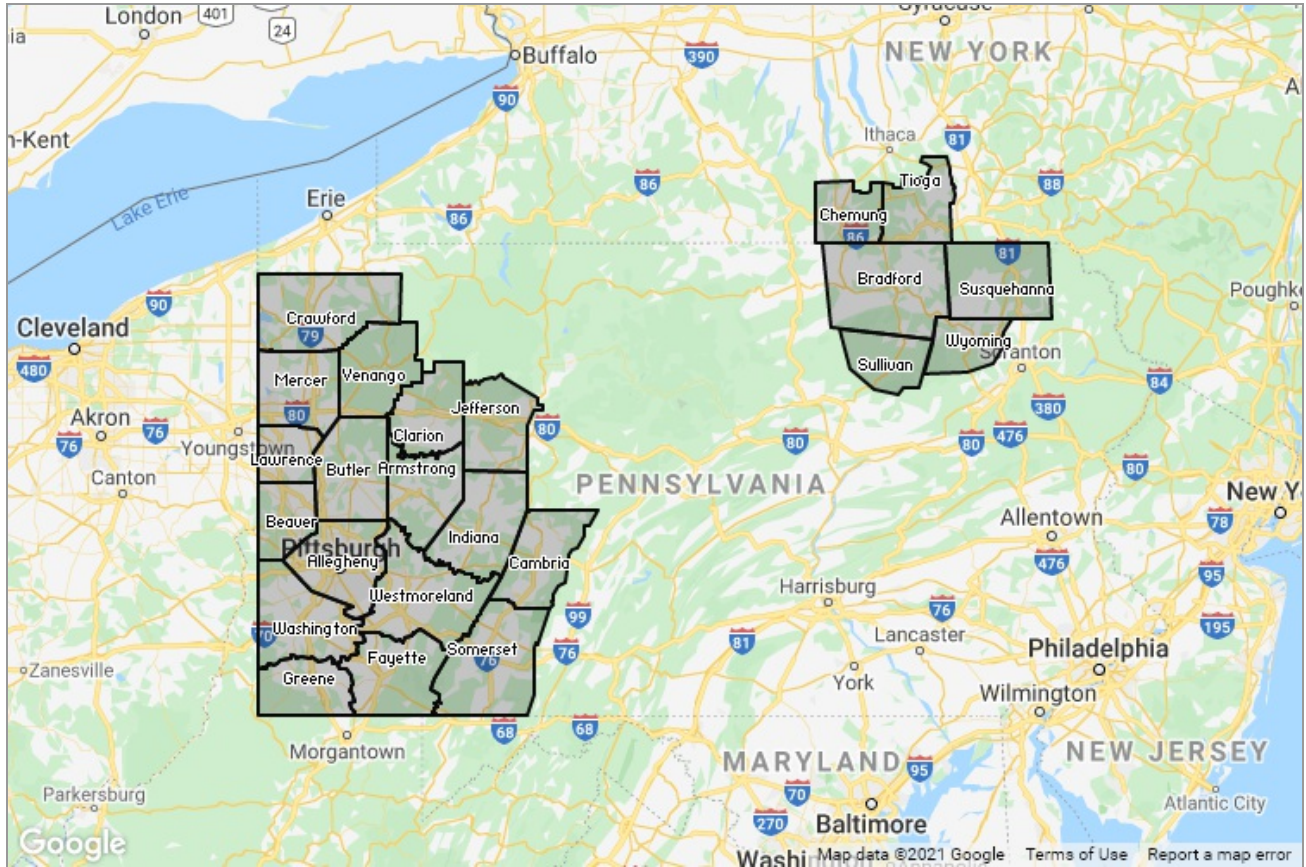


Fayette Board of REALTORS®

MARKET DATA REPORT

Quarterly Report - Jan .1, 2021 to March 31 2021



Report Characteristics

Report Name:

Quarterly Report - Jan .1, 2021 to March 31 2021

Report Date Range:

1/2021 – 3/2021

Filters Used:

Property Type

Avg/Med: Both

Run Date: 06/22/2021

Scheduled: No

Presented by

Fayette Board of REALTORS®

(724) 437-1740

Other: www.fayetteboard.com

315 A Morgantown St
Uniontown, PA 15401

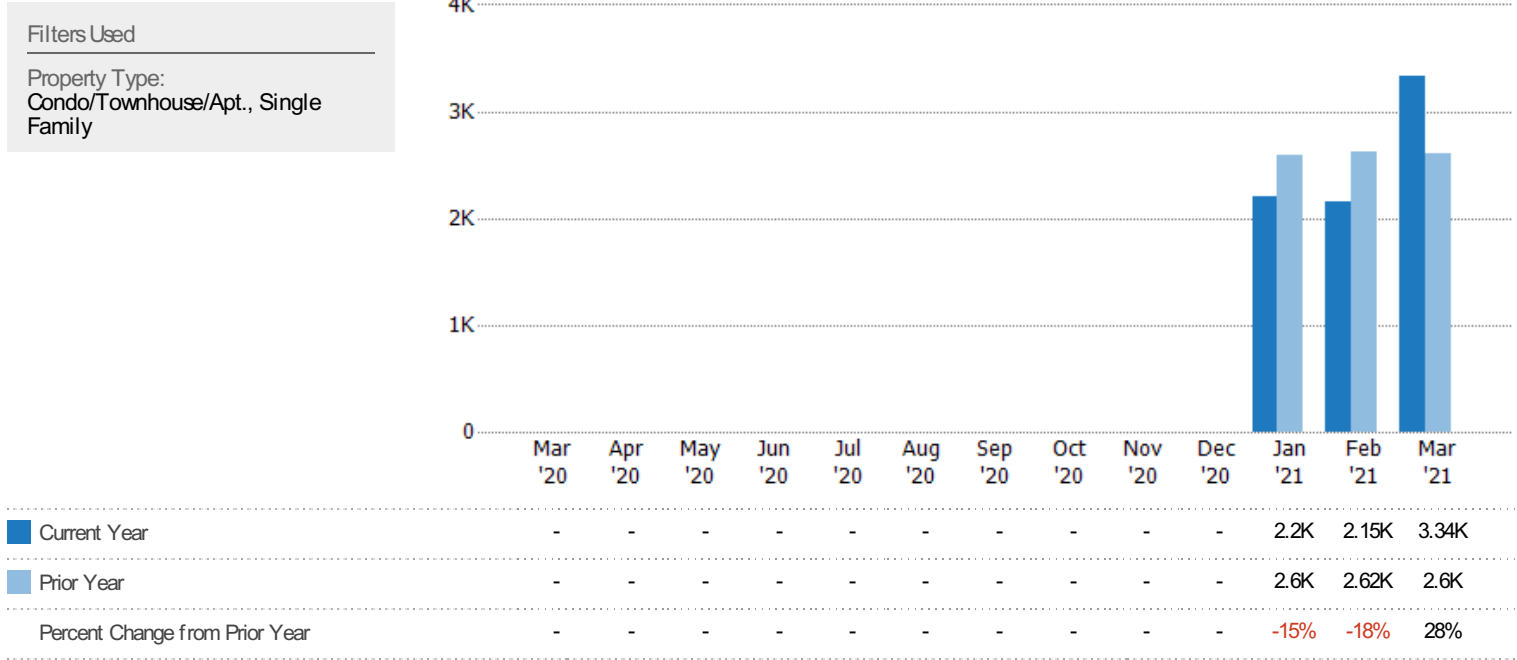
Summary of Key Listing and Sales Metrics

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

Key Metrics	Mar 2021	Mar 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	3,338	2,601	+28.3%	7,690	7,815	-1.6%
New Listing Volume	\$957,172,407	\$680,075,112	+40.7%	\$2,099,728,403	\$1,927,509,708	+8.9%
Active Listing Count	4,568	9,022	-49.4%	N/A	N/A	
Active Listing Volume	\$1,572,425,004	\$2,441,711,854	-35.6%	N/A	N/A	
Average Listing Price	\$344,302	\$270,670	+27.2%	\$326,614	\$263,377	+24%
Median Listing Price	\$224,900	\$179,900	+25%	\$212,170	\$174,843	+21.3%
Median Days in RPR	44	102	-56.9%	70.68	108.67	-35%
Months of Inventory	2.6	5.1	-49.3%	2.6	5.2	-50.3%
Absorption Rate	38.7%	19.62%	+19.1%	38.42%	19.08%	+19.3%
Sales Activity Charts Metrics						
Pending Sales Count	3,639	3,260	+11.6%	N/A	N/A	
Pending Sales Volume	\$952,219,627	\$768,338,220	+23.9%	N/A	N/A	
Closed Sales Count	2,551	2,250	+13.4%	6,235	5,712	+9.2%
Closed Sales Volume	\$616,787,251	\$451,423,002	+36.6%	\$1,469,510,158	\$1,110,739,773	+32.3%
Average Sales Price	\$241,783	\$200,632	+20.5%	\$235,687	\$194,457	+21.2%
Median Sales Price	\$200,300	\$170,000	+17.8%	\$192,335	\$159,375	+20.7%

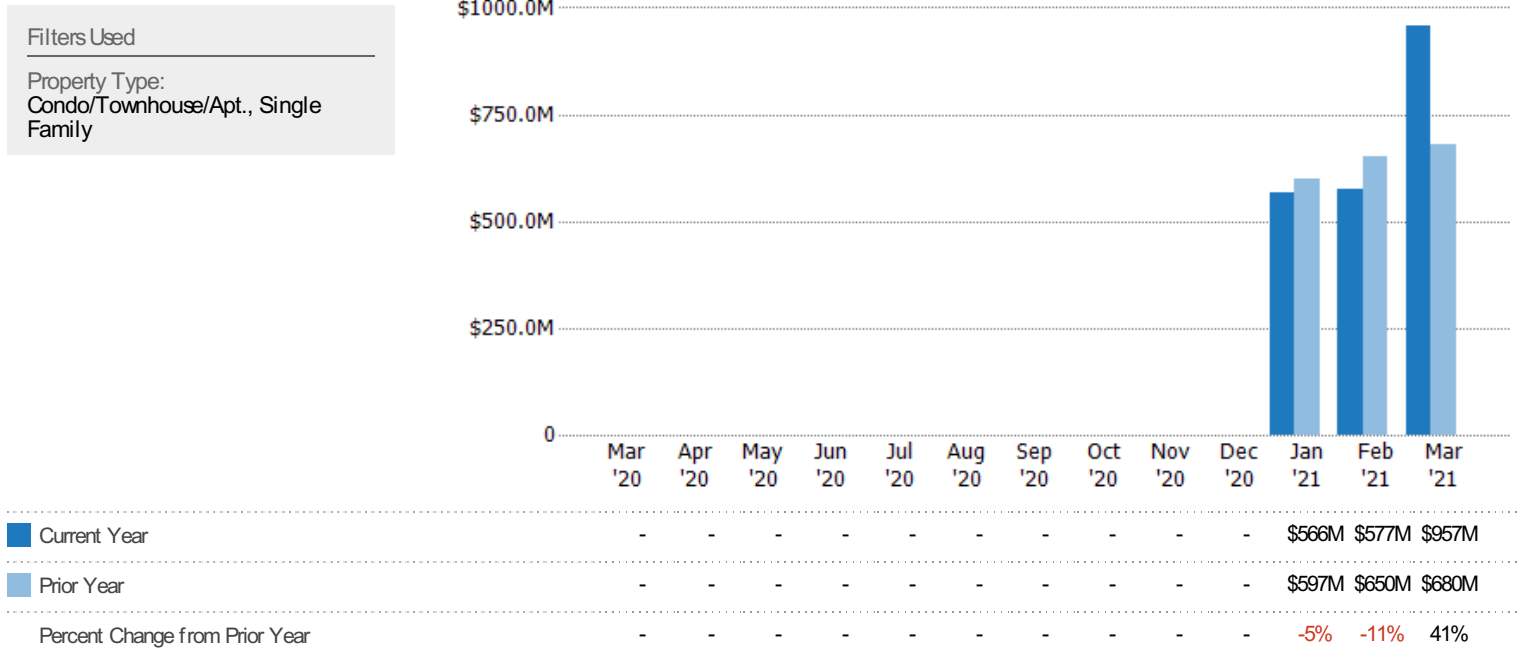
New Listings

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



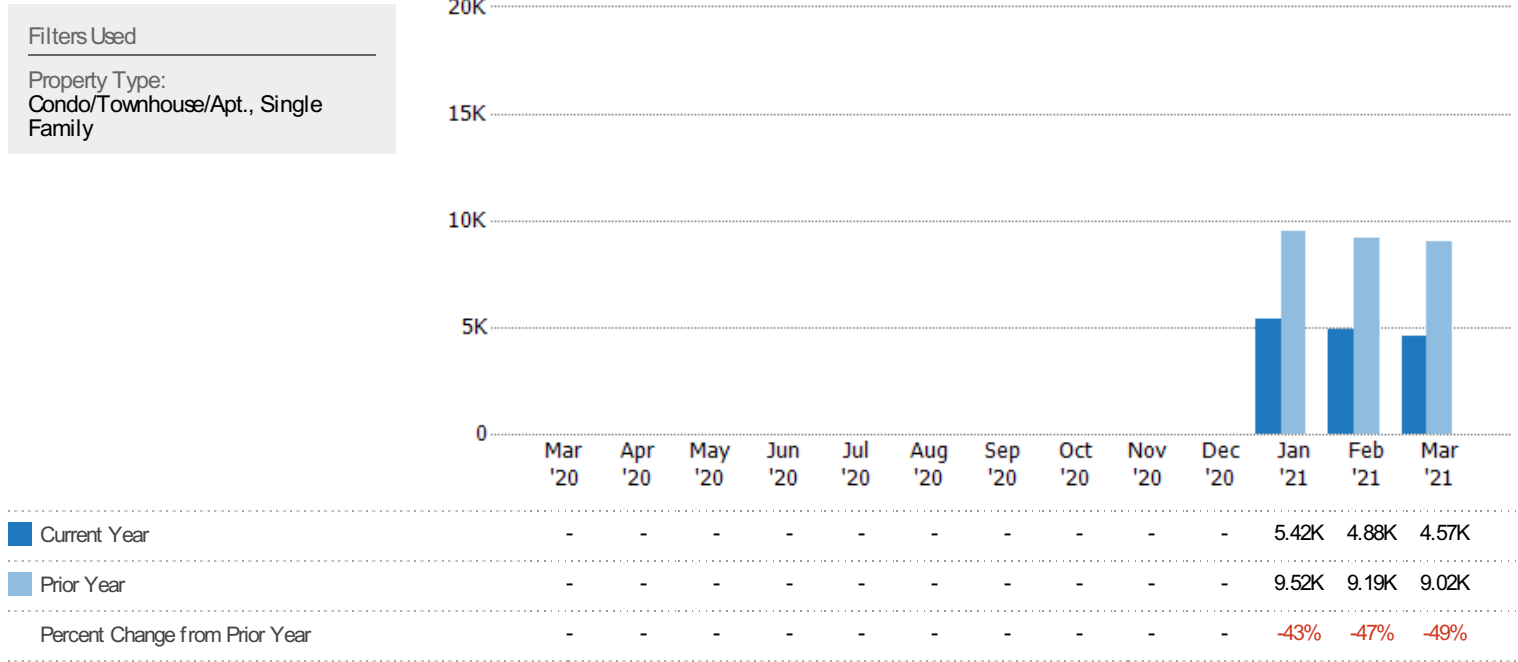
New Listing Volume

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



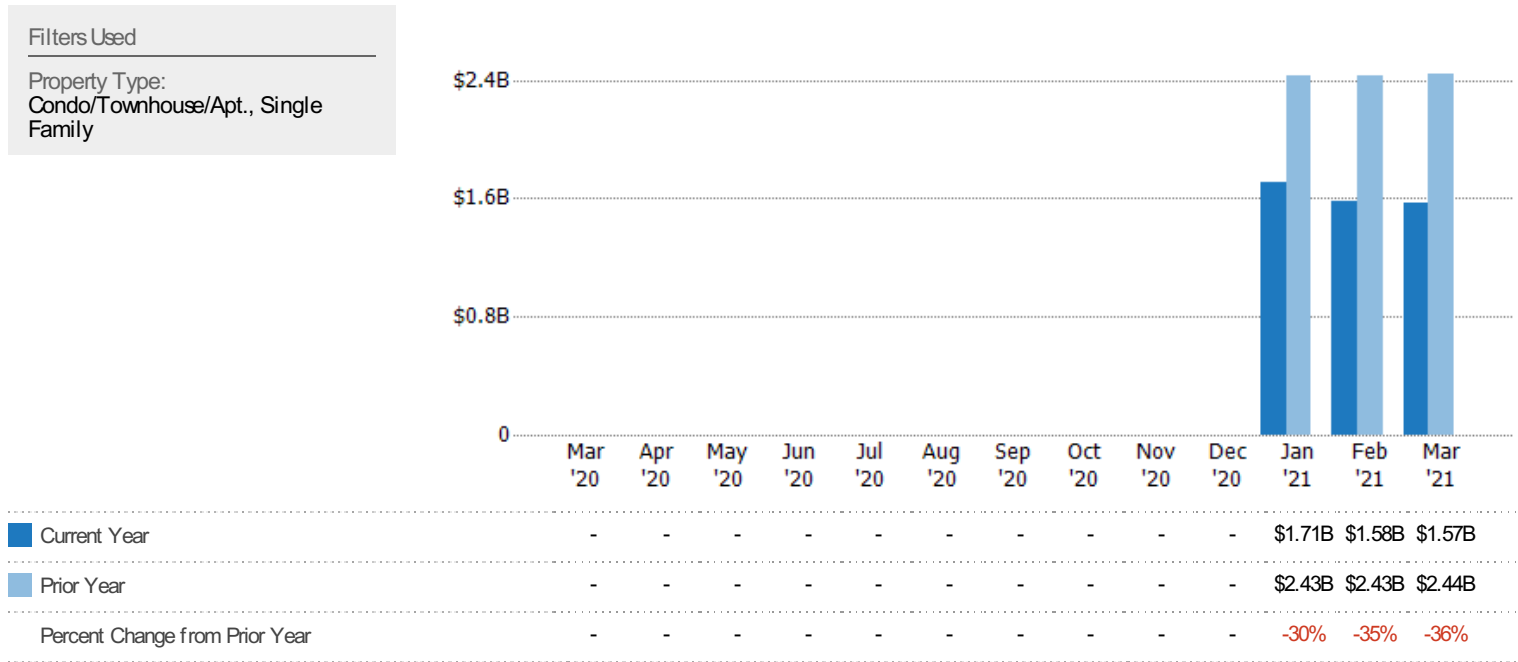
Active Listings

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.

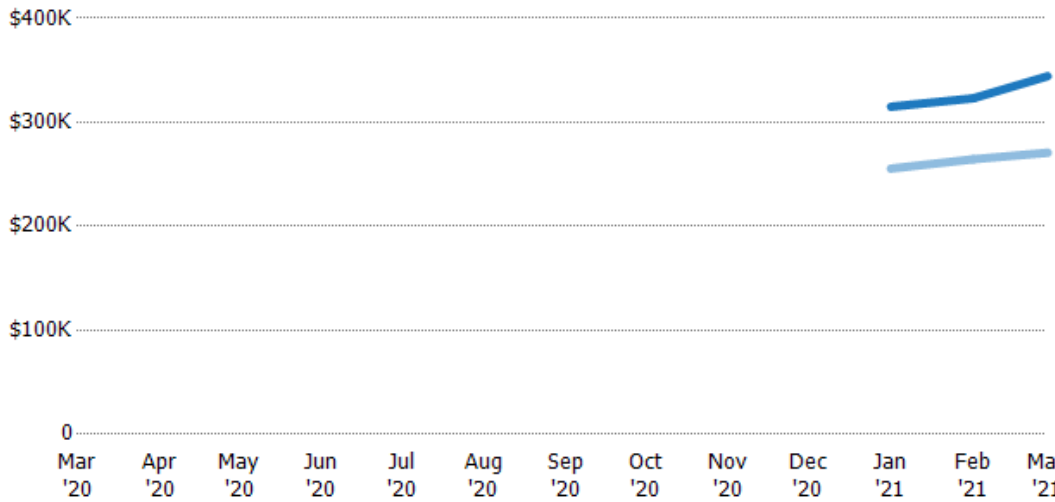


Average Listing Price

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

Filters Used

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



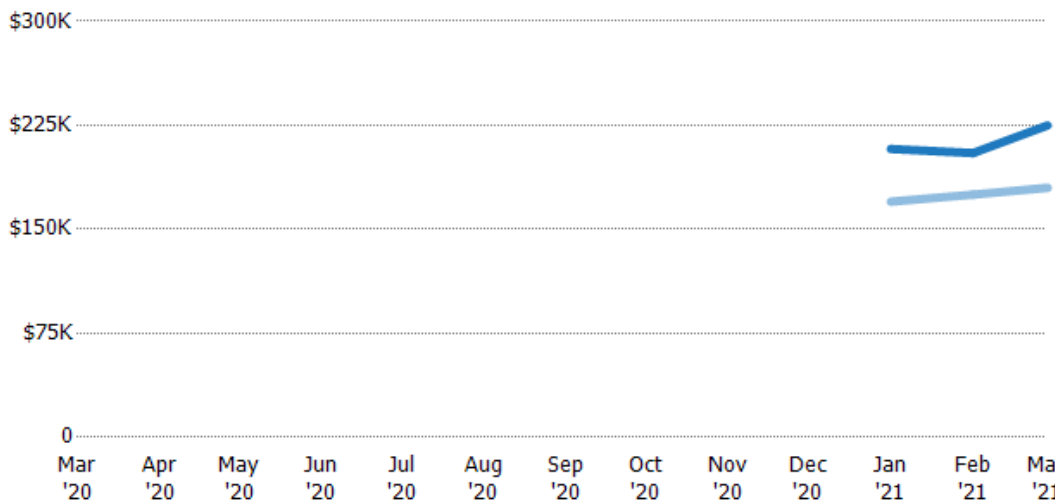
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	-	-	-	-	-	-	-	-	-	-	\$315K	\$323K	\$344K
Prior Year	-	-	-	-	-	-	-	-	-	-	\$255K	\$264K	\$271K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	23%	22%	27%

Median Listing Price

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

Filters Used

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



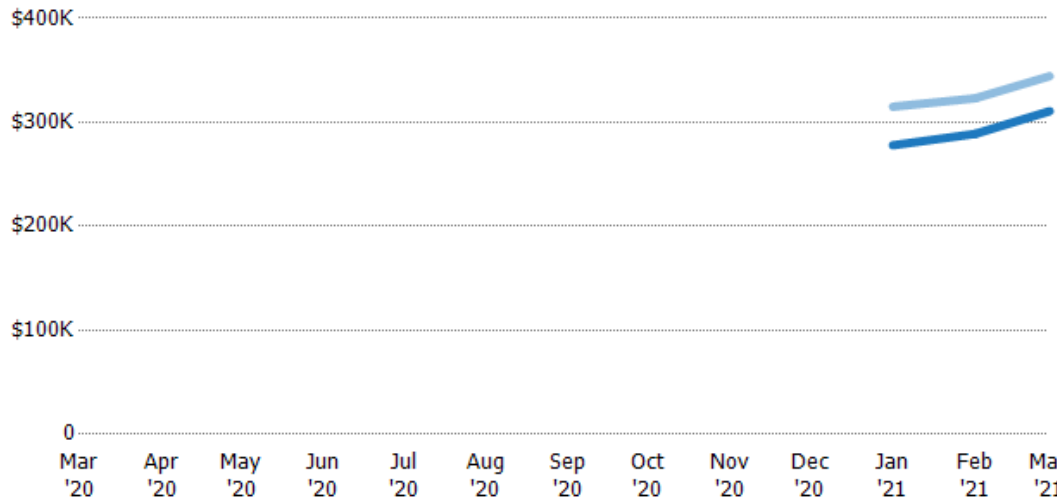
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	-	-	-	-	-	-	-	-	-	-	\$208K	\$205K	\$225K
Prior Year	-	-	-	-	-	-	-	-	-	-	\$170K	\$175K	\$180K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	22%	17%	25%

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



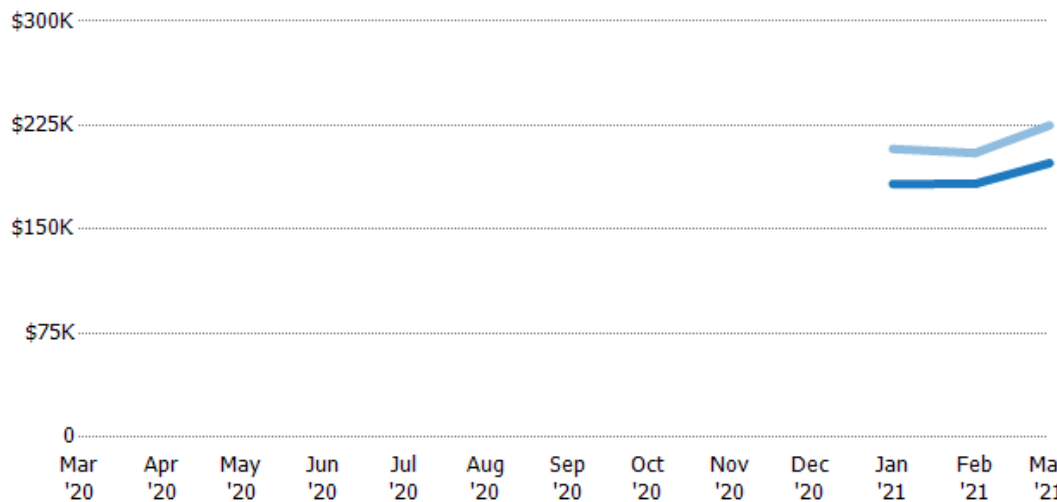
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg Est Value	-	-	-	-	-	-	-	-	-	-	\$278K	\$289K	\$311K
Avg Listing Price	-	-	-	-	-	-	-	-	-	-	\$315K	\$323K	\$344K
Avg Listing Price as a % of Avg Est Value	-	-	-	-	-	-	-	-	-	-	113%	112%	111%

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



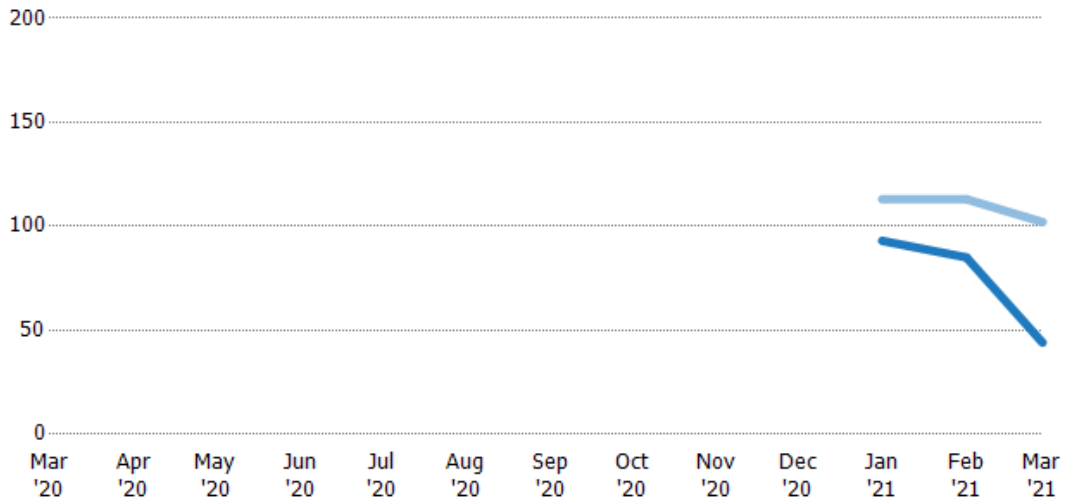
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Median Est Value	-	-	-	-	-	-	-	-	-	-	\$183K	\$183K	\$198K
Median Listing Price	-	-	-	-	-	-	-	-	-	-	\$208K	\$205K	\$225K
Med Listing Price as a % of Med Est Value	-	-	-	-	-	-	-	-	-	-	114%	112%	114%

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



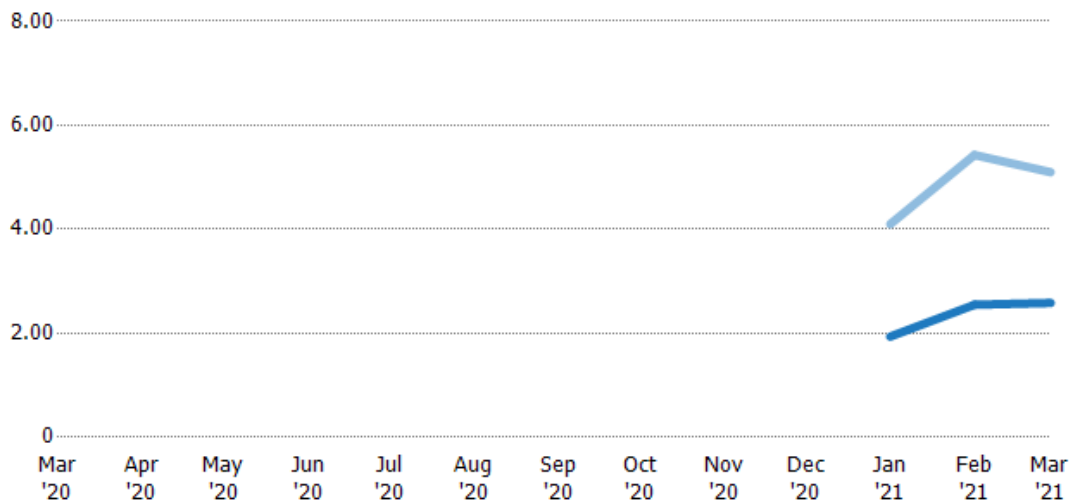
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	-	-	-	-	-	-	-	-	-	-	93	85	44
Prior Year	-	-	-	-	-	-	-	-	-	-	113	113	102
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-18%	-25%	-57%

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



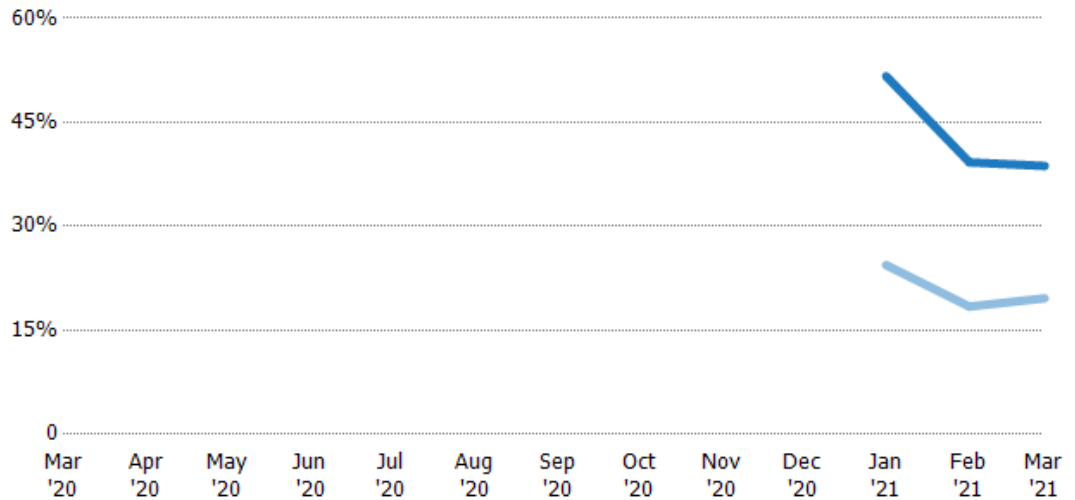
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	-	-	-	-	-	-	-	-	-	-	1.94	2.55	2.58
Prior Year	-	-	-	-	-	-	-	-	-	-	4.1	5.43	5.1
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-53%	-53%	-49%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

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



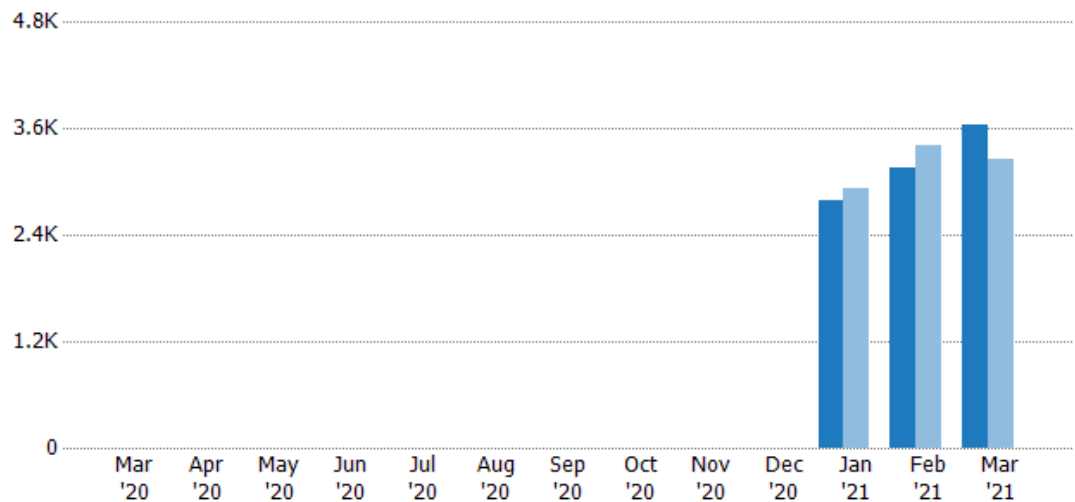
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	-	-	-	-	-	-	-	-	-	-	52%	39%	39%
Prior Year	-	-	-	-	-	-	-	-	-	-	24%	18%	20%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-27%	-21%	-19%

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



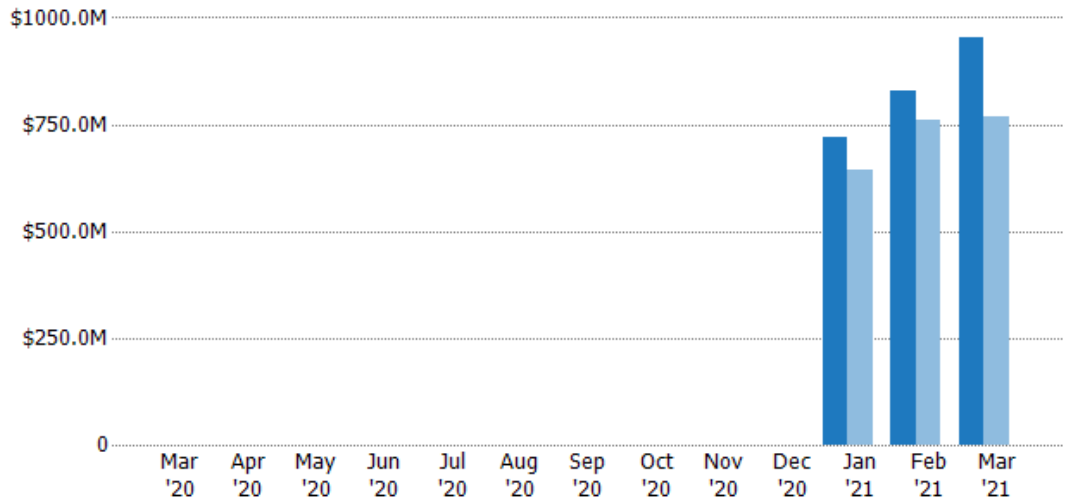
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	-	-	-	-	-	-	-	-	-	-	2.79K	3.17K	3.64K
Prior Year	-	-	-	-	-	-	-	-	-	-	2.93K	3.41K	3.26K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-5%	-7%	12%

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



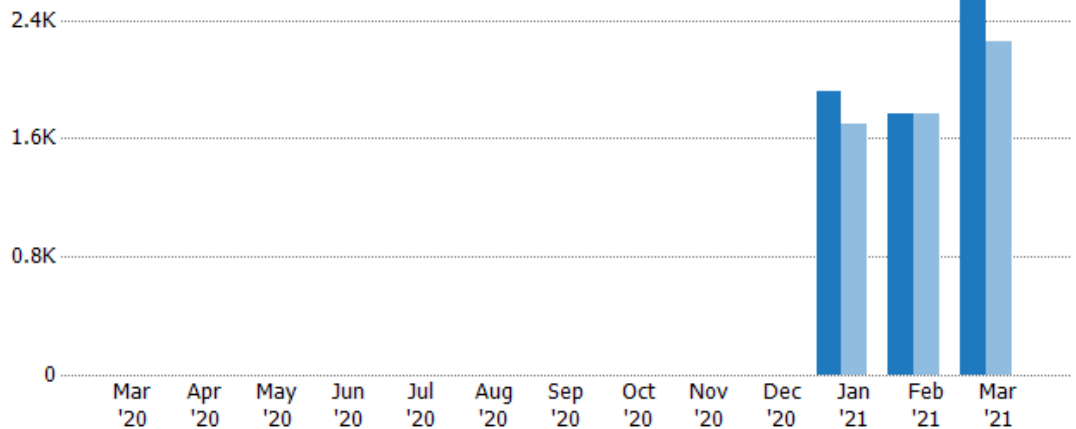
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	-	-	-	-	-	-	-	-	-	-	\$721M	\$827M	\$952M
Prior Year	-	-	-	-	-	-	-	-	-	-	\$643M	\$758M	\$768M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	12%	9%	24%

Closed Sales

The total number of residential properties sold each month.

Filters Used

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



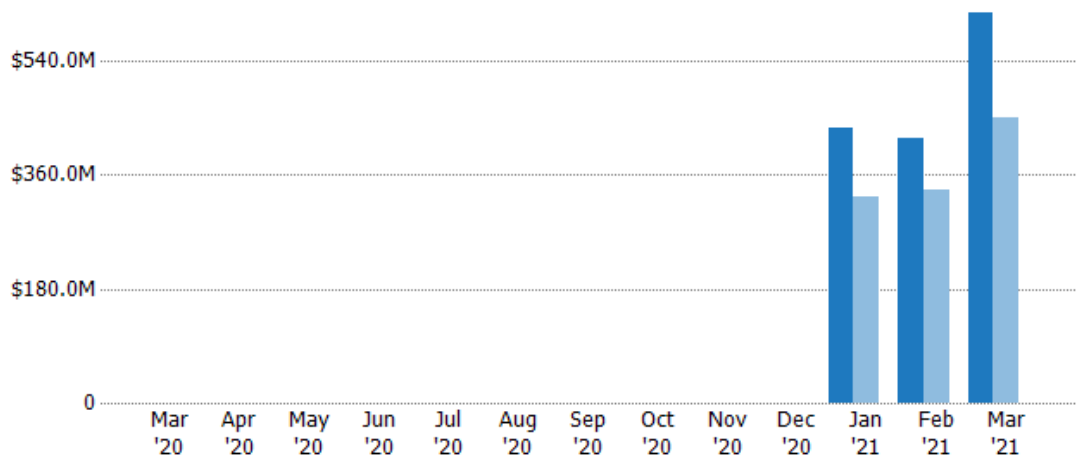
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	-	-	-	-	-	-	-	-	-	-	1.92K	1.77K	2.55K
Prior Year	-	-	-	-	-	-	-	-	-	-	1.69K	1.77K	2.25K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	13%	0%	13%

Closed Sales Volume

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

Filters Used

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



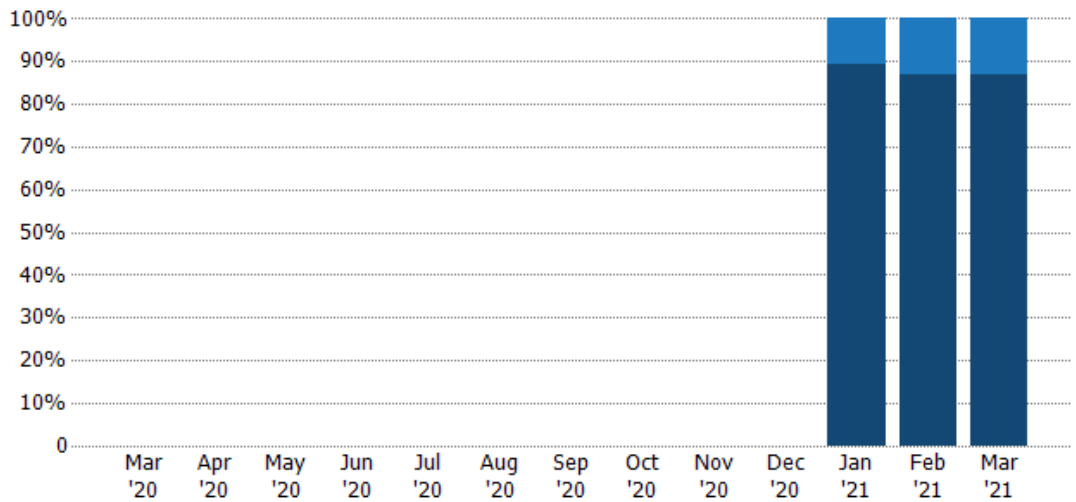
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	-	-	-	-	-	-	-	-	-	-	\$434M	\$418M	\$617M
Prior Year	-	-	-	-	-	-	-	-	-	-	\$324M	\$335M	\$451M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	34%	25%	37%

Closed Sales by Property Type

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

Filters Used

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



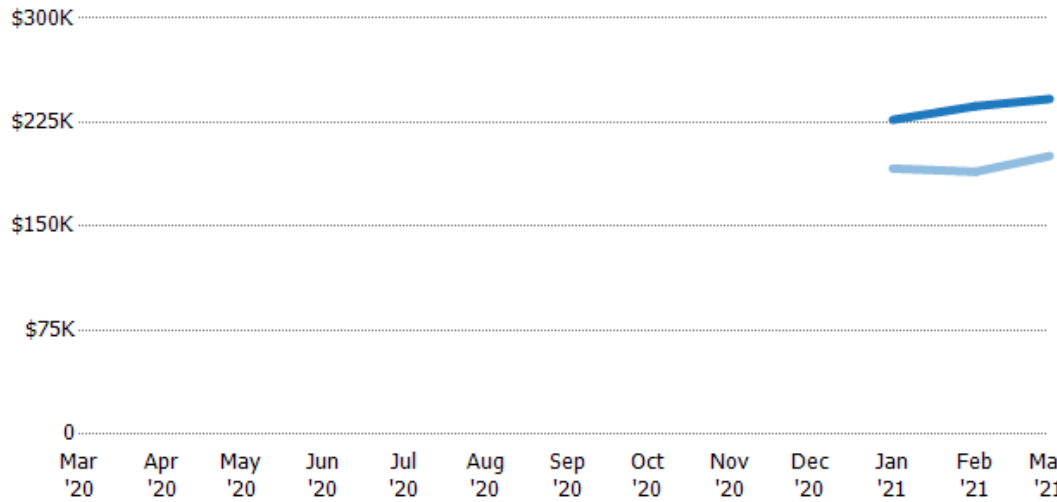
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Condo/Townhouse	-	-	-	-	-	-	-	-	-	-	11%	13%	13%
Single Family Residence	-	-	-	-	-	-	-	-	-	-	89%	87%	87%

Average Sales Price

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

Filters Used

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



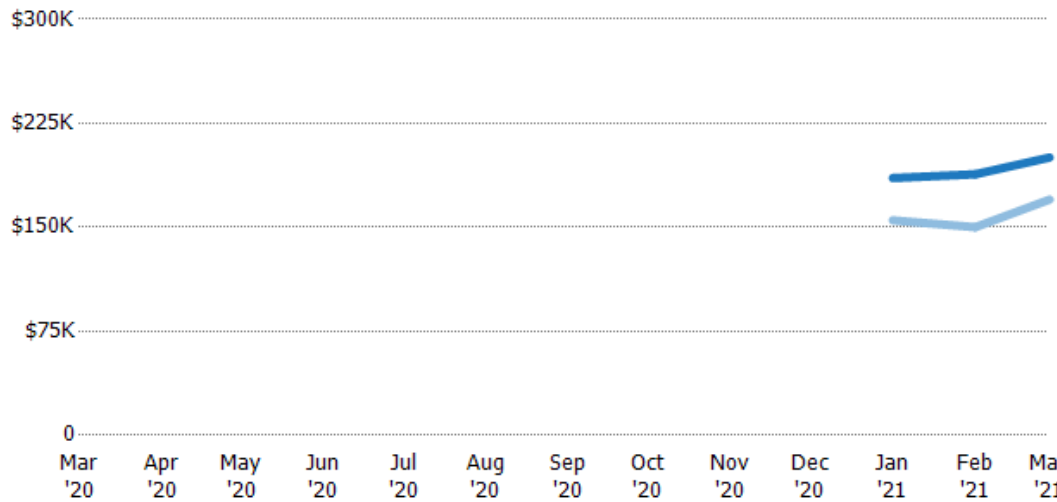
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	-	-	-	-	-	-	-	-	-	-	\$227K	\$237K	\$242K
Prior Year	-	-	-	-	-	-	-	-	-	-	\$192K	\$189K	\$201K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	18%	25%	21%

Median Sales Price

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

Filters Used

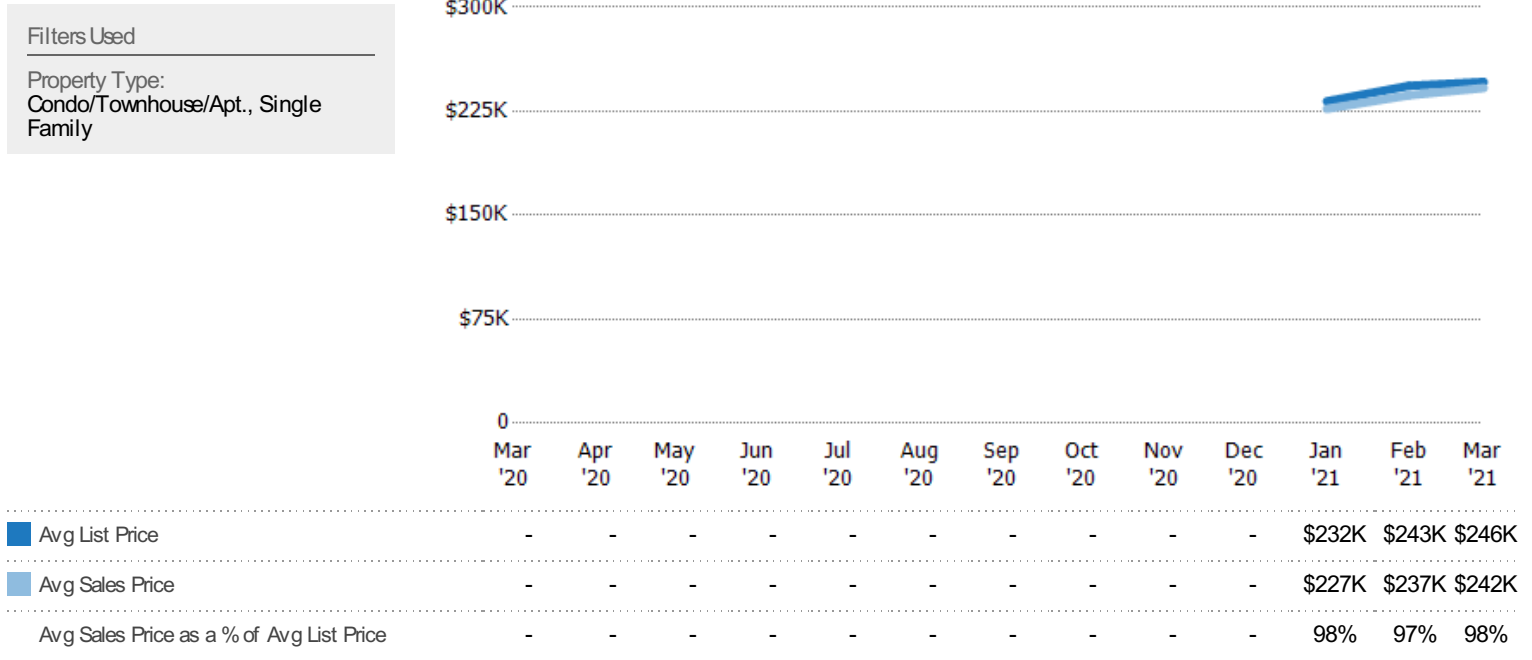
Property Type:
Condo/Townhouse/Apt., Single Family



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	-	-	-	-	-	-	-	-	-	-	\$186K	\$188K	\$200K
Prior Year	-	-	-	-	-	-	-	-	-	-	\$155K	\$150K	\$170K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	20%	25%	18%

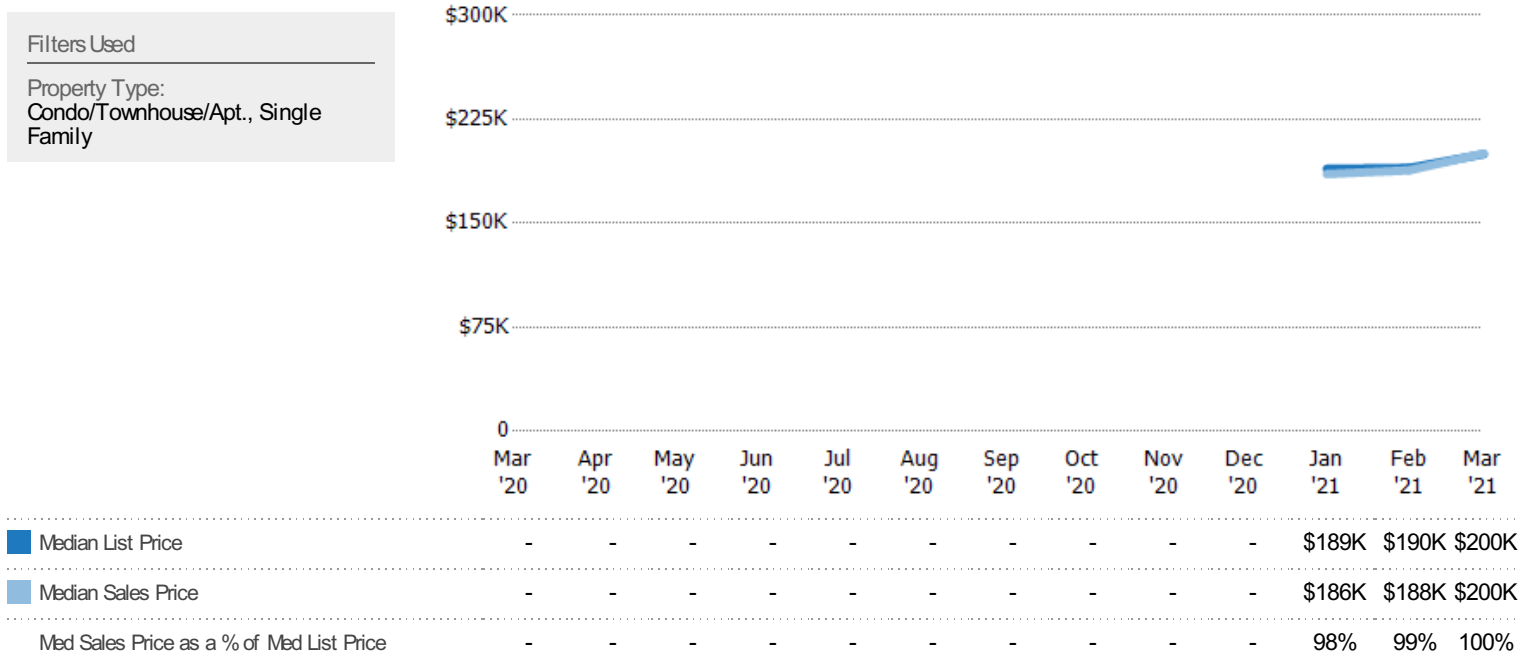
Average Sales Price vs Average Listing Price

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



Median Sales Price vs Median Listing Price

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



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: Quarterly Report - Jan .1, 2021 to March 31 2021

Run Date: 06/22/2021

Scheduled: No

Report Date Range: From 1/2021 To: 3/2021

Information Included

- | | |
|--|--|
| <input checked="" type="checkbox"/> Include Cover Sheet | <input checked="" type="checkbox"/> Averages |
| <input checked="" type="checkbox"/> Include Key Metric Summary * | <input checked="" type="checkbox"/> Medians |
| <input type="checkbox"/> Include Metrics By | <input checked="" type="checkbox"/> 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 5/2021 data

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