

Summary of Key Listing and Sales Metrics

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

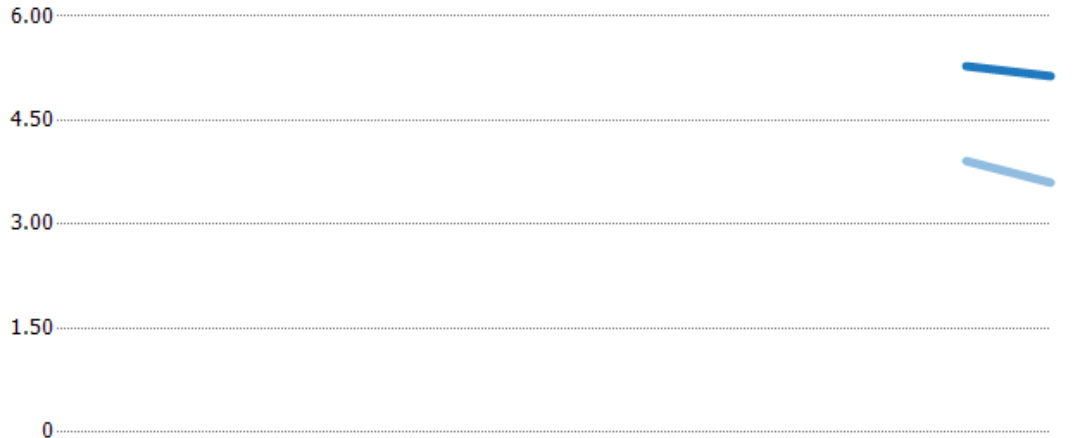
Key Metrics	Nov 2019	Nov 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
Months of Inventory	5.1	3.6	+42.7%	3.6	5.3	-32.8%
Absorption Rate	19.47%	27.78%	-8.3%	28.16%	18.92%	+9.2%
Sales Activity Charts Metrics						
Closed Sales Count	38	34	+11.8%	60	69	-13%
Closed Sales Volume	\$11,040,235	\$8,370,757	+31.9%	\$17,863,105	\$17,337,457	+3%
Average Sales Price	\$290,533	\$246,199	+18%	\$297,718	\$251,267	+18.5%
Median Sales Price	\$250,000	\$235,000	+6.4%	\$257,333	\$245,145	+5%
Average Sales Price per Sq Ft	\$190	\$155	+23.2%	\$191	\$157	+22.1%
Median Sales Price per Sq Ft	\$174	\$156	+11.9%	\$179	\$156	+14.9%

Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

Custom Area: Jefferson Saved Area
Property Type: Single Family Residence



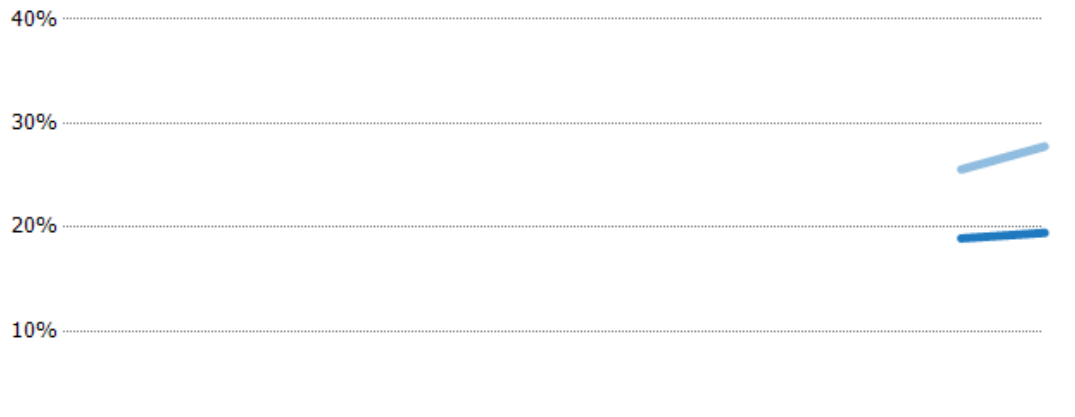
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	-	-	-	-	-	-	-	-	-	-	-	5.28	5.14
Prior Year	-	-	-	-	-	-	-	-	-	-	-	3.91	3.6
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	35%	43%

Absorption Rate

The percentage of inventory sold per month.

Filters Used

Custom Area: Jefferson Saved Area
Property Type: Single Family Residence

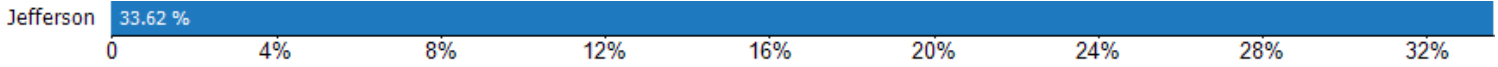


	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	-	-	-	-	-	-	-	-	-	-	-	19%	19%
Prior Year	-	-	-	-	-	-	-	-	-	-	-	26%	28%
Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	7%	8%

Absorption Rate (By County)

The percentage of the inventory sold during the last month by county.

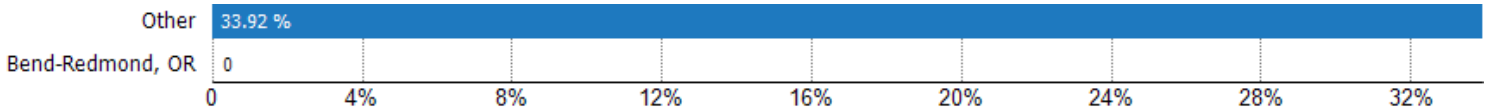
Filters Used: Custom Area: Jefferson Saved Area; Property Type: Single Family Residence



Absorption Rate (By Metro)

The percentage of the inventory sold during the last month by metro.

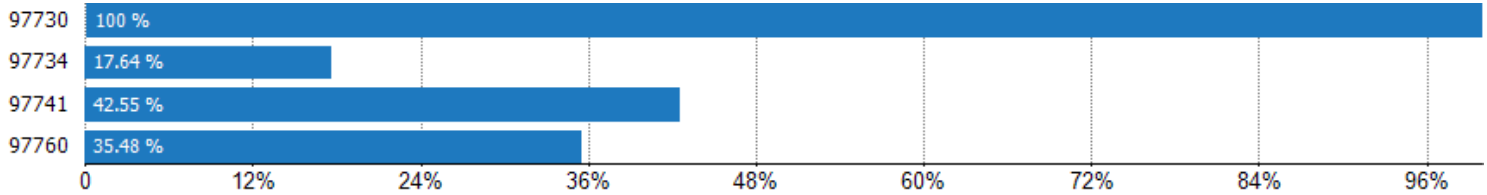
Filters Used: Custom Area: Jefferson Saved Area; Property Type: Single Family Residence



Absorption Rate (By Zip)

The percentage of the inventory sold during the last month by zip.

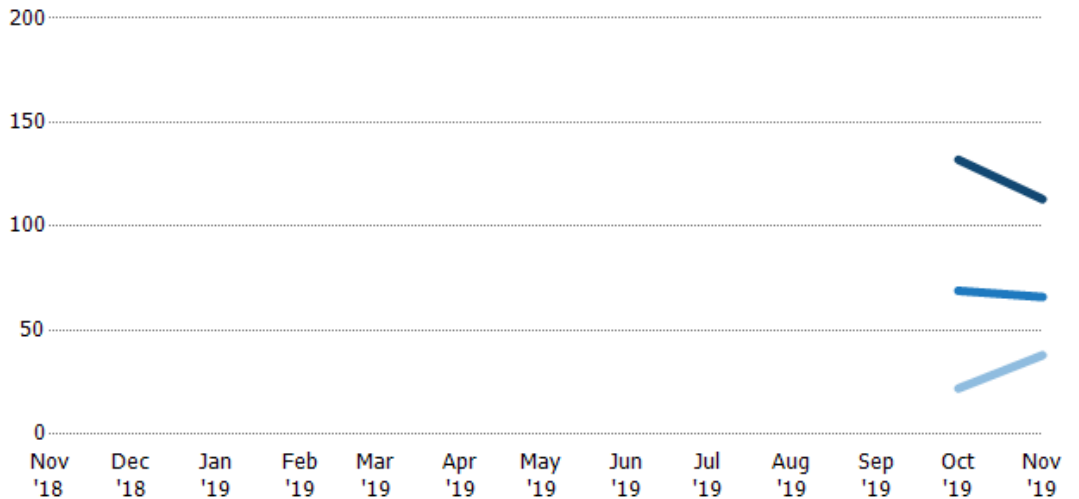
Filters Used: Custom Area: Jefferson Saved Area; Property Type: Single Family Residence



Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used
Custom Area: Jefferson Saved Area
Property Type: Single Family Residence



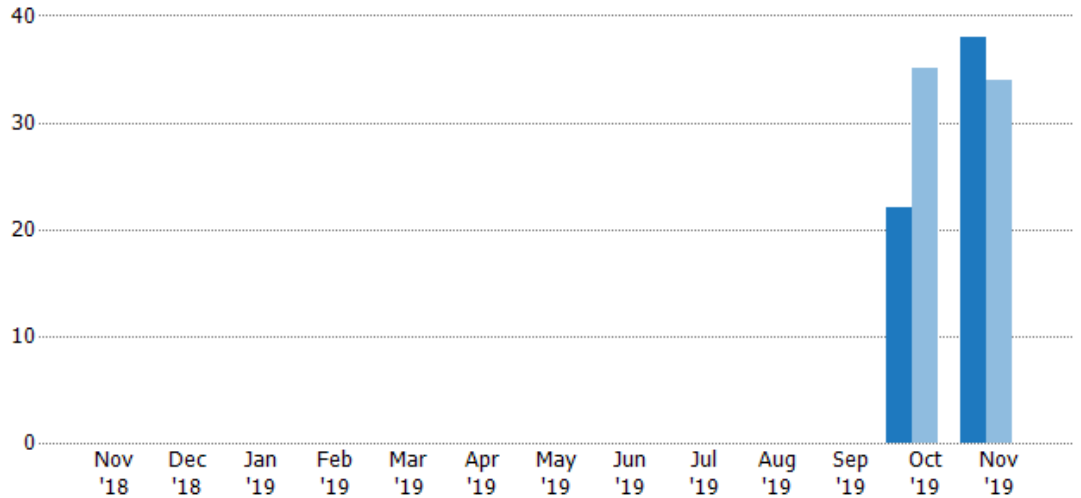
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Active	-	-	-	-	-	-	-	-	-	-	-	132	113
Pending	-	-	-	-	-	-	-	-	-	-	-	69	66
Sold	-	-	-	-	-	-	-	-	-	-	-	22	38

Closed Sales

The total number of residential properties sold each month.

Filters Used

Custom Area: Jefferson Saved Area
Property Type: Single Family Residence



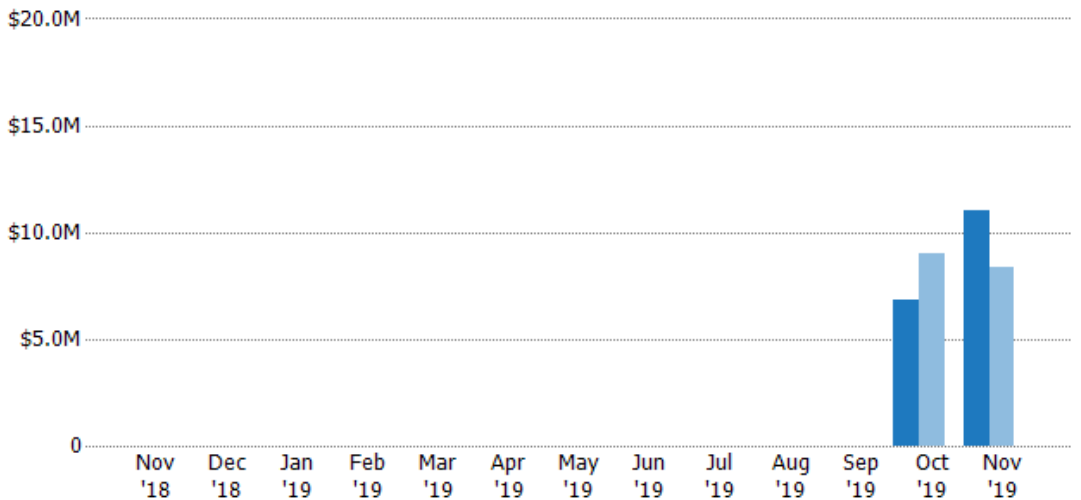
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	-	-	-	-	-	-	-	-	-	-	-	22	38
Prior Year	-	-	-	-	-	-	-	-	-	-	-	35	34
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-37%	12%

Closed Sales Volume

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

Filters Used

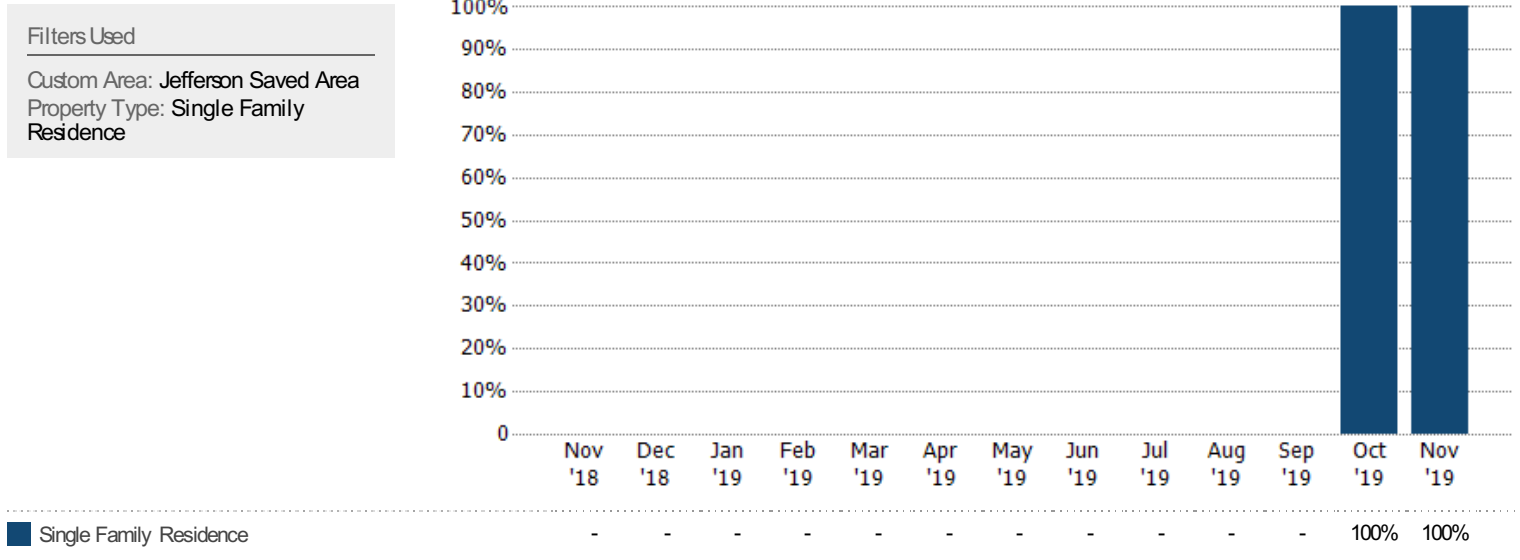
Custom Area: Jefferson Saved Area
Property Type: Single Family Residence



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	-	-	-	-	-	-	-	-	-	-	-	\$6.82M	\$11M
Prior Year	-	-	-	-	-	-	-	-	-	-	-	\$8.97M	\$8.37M
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	-24%	32%

Closed Sales by Property Type

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



Closed Sales (By County)

The total number of residential properties sold during the last month by county.

Filters Used: Custom Area: Jefferson Saved Area; Property Type: Single Family Residence



Closed Sales (By Metro)

The total number of residential properties sold during the last month by metro.

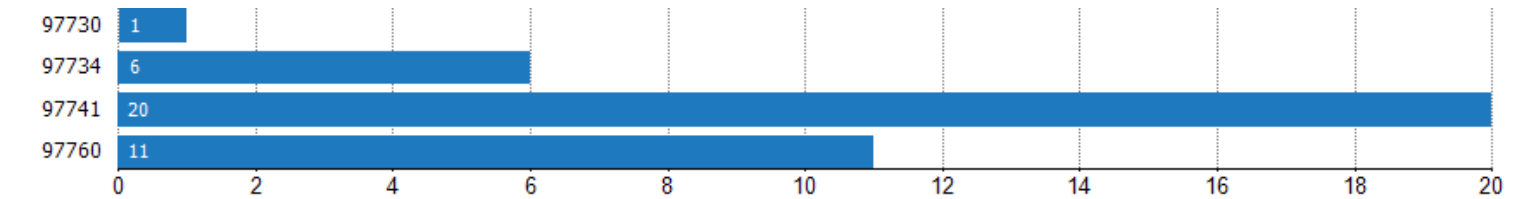
Filters Used: Custom Area: Jefferson Saved Area; Property Type: Single Family Residence



Closed Sales (By Zip)

The total number of residential properties sold during the last month by zip.

Filters Used: Custom Area: Jefferson Saved Area; Property Type: Single Family Residence

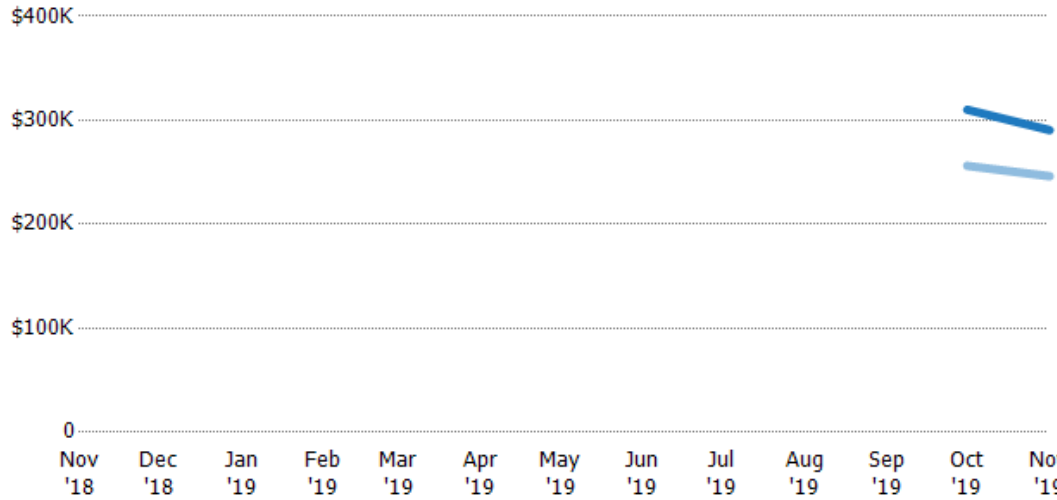


Average Sales Price

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

Filters Used

Custom Area: Jefferson Saved Area
Property Type: Single Family Residence



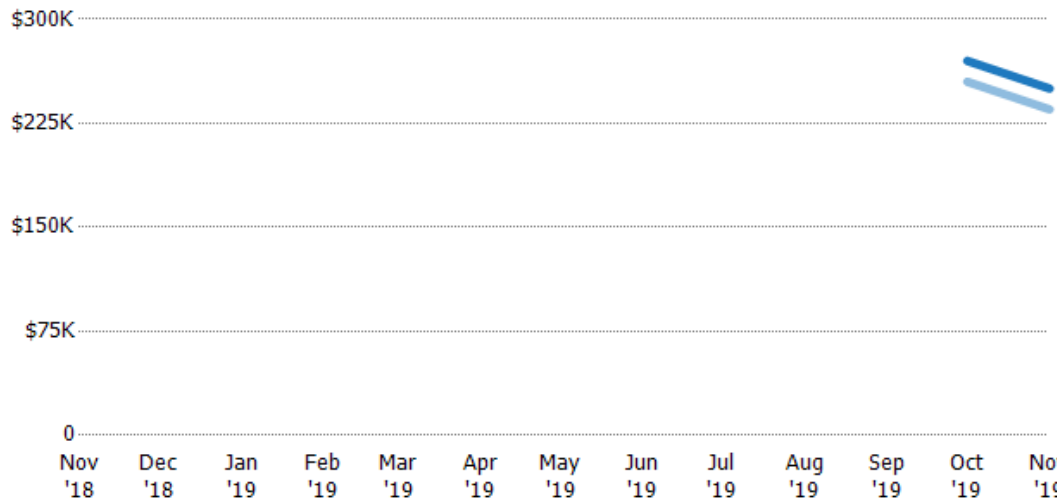
Current Year	-	-	-	-	-	-	-	-	-	-	-	\$310K	\$291K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	\$256K	\$246K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	21%	18%

Median Sales Price

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

Filters Used

Custom Area: Jefferson Saved Area
Property Type: Single Family Residence



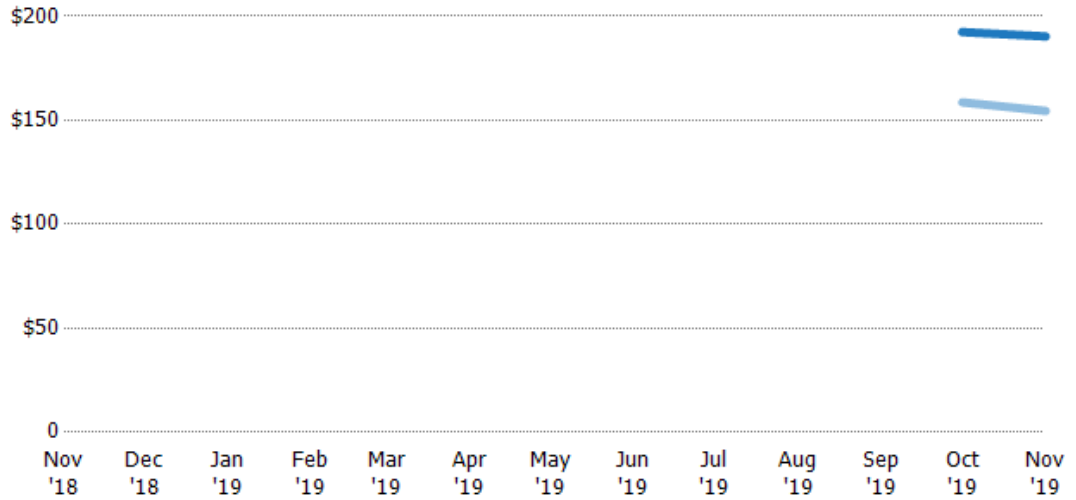
Current Year	-	-	-	-	-	-	-	-	-	-	-	\$270K	\$250K
Prior Year	-	-	-	-	-	-	-	-	-	-	-	\$255K	\$235K
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	6%	6%

Average Sales Price per Sq Ft

The average of the sales price divided by the living area of properties sold each month.

Filters Used

Custom Area: Jefferson Saved Area
Property Type: Single Family Residence



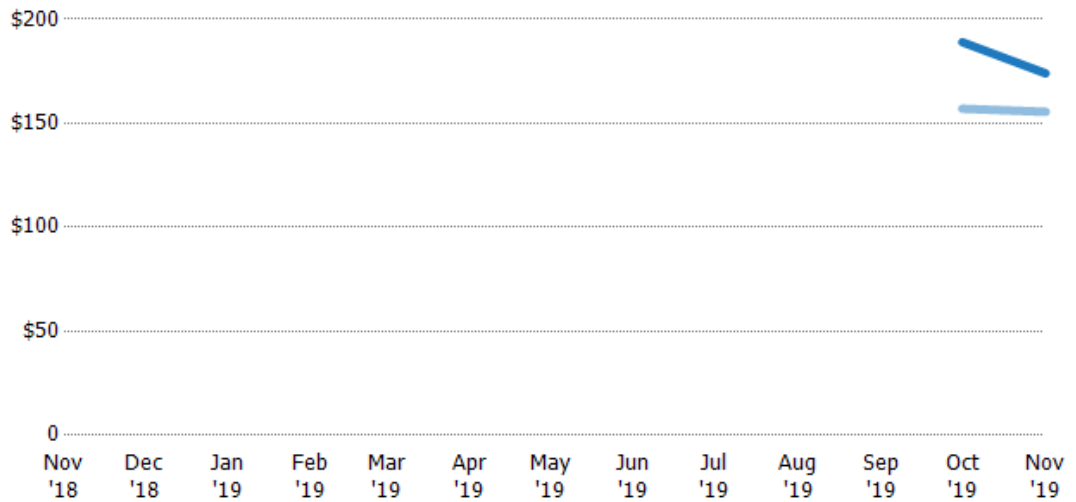
Current Year	-	-	-	-	-	-	-	-	-	-	-	\$192	\$190
Prior Year	-	-	-	-	-	-	-	-	-	-	-	\$159	\$155
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	21%	23%

Median Sales Price per Sq Ft

The median of the sales price divided by the living area of properties sold each month.

Filters Used

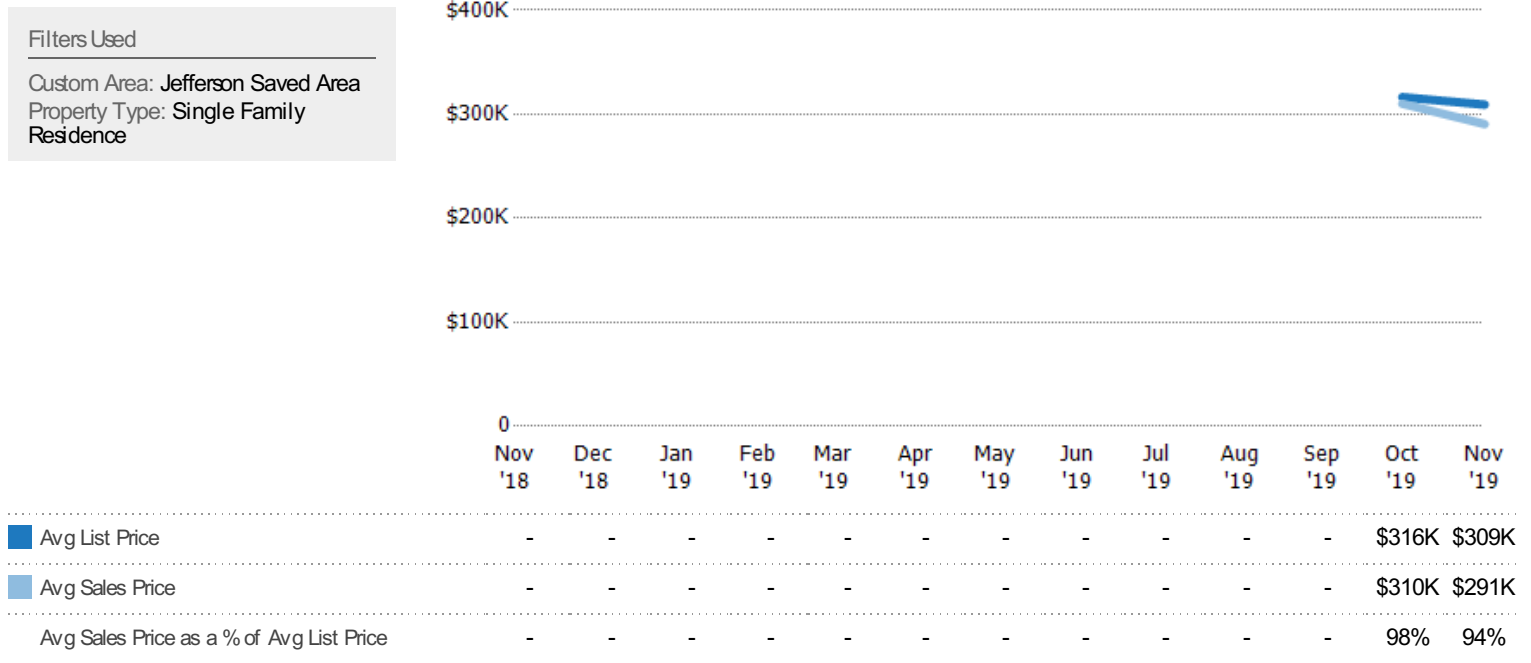
Custom Area: Jefferson Saved Area
Property Type: Single Family Residence



Current Year	-	-	-	-	-	-	-	-	-	-	-	\$189	\$174
Prior Year	-	-	-	-	-	-	-	-	-	-	-	\$157	\$156
Percent Change from Prior Year	-	-	-	-	-	-	-	-	-	-	-	20%	12%

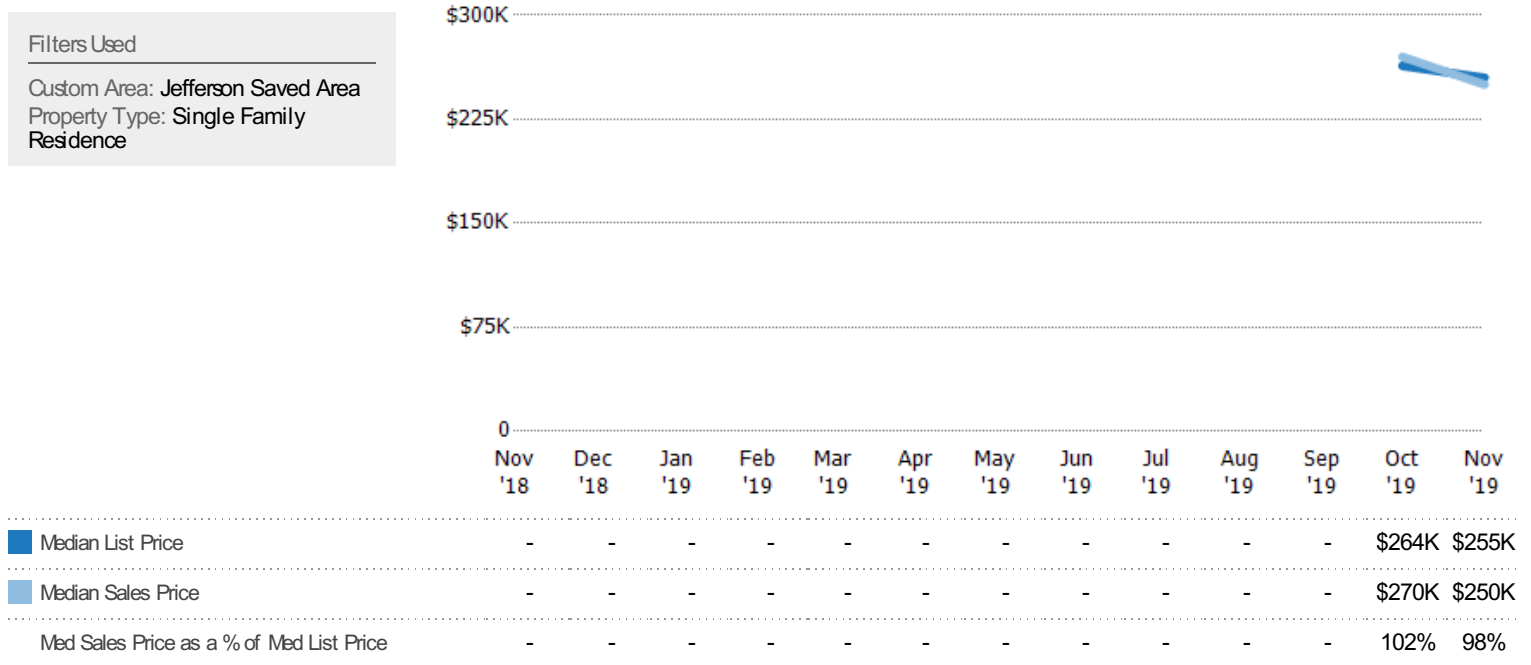
Average Sales Price vs Average Listing Price

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.





Sales Activity by Metro Area

Nov 2019

Metro	Pendings (Month End)	Pending Volume (Month End)	Sales	Sales Volume	Avg Sales Price	Median Sales Price	Avg Sales Price per Sq Ft	Median Sales Price per Sq Ft	Median Days In RPR
Other	65	\$20,662,157	38	\$11,040,235	\$290,533	\$250,000	\$179	\$169	47