



# Realty Market Update

## Statistical Reports and Rankings

### Constant Flow of Interesting Content

Keep your client communications interesting and relevant. On their own or combined with RMU charts, market information makes for compelling content.

Use it in flyers, mailings, newsletters, blogs, and advertising.

### Saves Time

You have better things to do than compile market data.

### Ensures Accuracy

All data coming into RMU is rigorously checked through a combination of automated processes and human review. After each load, a random sample of observations is checked against the MLS to ensure accuracy.

### Key Features

- Report by state, county, town, or sub-market
- Statistics include list price, sale price, market time, inventory, listing status (active, sold, expired, etc.)
- Report by year, half-year, quarter, month
- Period-to-period comparisons, year-to-date totals
- Sum, average, moving average, median, % change functions
- Delivered in formatted reports, delimited files, or Excel

### History Reports

Year	Month	Sales	Inventory	Months of Supply	Median PPSF	Sale / List Ratio	Median Sale Price	Market Time	New Listings	Pending Listings
2008	9	61	522	11.23	329.67	88.07	595,000	107	136	46
2008	8	54	515	11.08	324.10	94.69	657,500	103	87	44
2008	7	76	554	11.91	311.69	95.46	695,000	94	114	65
2008	6	67	589	12.67	327.85	95.45	710,000	96	146	66
2008	5	35	609	13.10	317.63	93.97	545,000	103	161	57
2008	4	33	587	12.62	316.40	95.54	575,000	84	206	48

### Comparison Reports

Town	Avg List Price Current Listings	Avg Sale Price YTD Prev Year	Avg Sale Price YTD	Avg Sale Price YTD Chg Prev Year	# Sold YTD Prev Year	# Sold YTD	# Sold YTD Chg Prev Year
Town A	262,865	256,908	208,431	-18.87%	408	306	-25.00%
Town E	1,232,610	888,069	804,030	-9.46%	649	433	-33.28%
Town C	438,263	392,608	363,011	-7.54%	329	272	-17.33%
Town B	606,717	512,731	479,355	-6.51%	130	133	2.31%
Town D	909,565	852,161	825,549	-3.12%	69	48	-30.43%

### Ranking Reports

	Median Sale Price (Min of 10 sold)	
	Median Sale Price Town	# Sold
1 Town A	1,903,250	14
2 Town B	1,895,000	23
3 Town C	1,751,000	22
4 Town D	1,100,000	15
5 Town E	620,000	15
6 Town F	607,500	34
7 Town G	582,500	36
8 Town H	535,000	16
9 Town I	527,500	34
10 Town J	520,000	11

	Change in Inventory		
	Inventory Prev Year	Inventory	Inventory % Chg Prev Year
1 Town A	7	21	200.00%
2 Town B	21	52	147.62%
3 Town C	25	47	88.00%
4 Town D	19	34	78.95%
5 Town E	32	54	68.75%
6 Town F	63	101	60.32%
7 Town G	54	86	59.26%
8 Town H	96	149	55.21%
9 Town I	31	48	54.84%
10 Town J	10	15	50.00%

	Largest % Reduction in Average Sale Price (Most recent 3 Months)			
	Avg Sale Price Recent 3 Mths Prev	Avg Sale Price Recent 3 Mths	# Sold Recent 3 Mths	Avg Sale Price Recent 3 Mths % Chg
1 Town A	530,222	397,103	31	-25.11%
2 Town B	456,198	382,977	74	-16.05%
3 Town C	420,262	355,231	52	-15.47%
4 Town D	277,503	239,268	55	-13.78%
5 Town E	407,911	359,157	78	-11.95%
6 Town F	2,289,078	2,039,647	34	-10.90%
7 Town G	252,074	226,944	117	-9.97%
8 Town H	289,665	263,301	99	-9.10%
9 Town I	220,015	201,586	74	-8.38%
10 Town J	343,604	314,838	49	-8.37%

The examples above represent a tiny fraction of the interesting information that can be derived from raw listing data.

Powered by our sophisticated data warehouse, RMU can produce just about any statistical compilation you can think of with unmatched efficiency. Choose from our standard offerings or be creative. Custom reports can be generated at very reasonable cost.

This information can be used to provide perspective on the market. Ranking reports give people an idea of how towns compare and where their town fits in.

Our database is updated on the 15<sup>th</sup> of each month so you can get the information to clients and prospects in a timely manner.

**Realty Market Update** lets you provide the information buyers and sellers seek.

Our mission is to provide accurate and insightful information and analysis on local real estate markets in a form that is clear and easy to understand.

We are here to serve the information needs of real estate professionals, and through them their clients, in order to promote understanding of market conditions leading to sound pricing and investing decisions.