



MOUNT

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Real Estate Data & Charts • Agent Training & Personal Promotions • Custom Reports

Notes on Table Columns

The table is divided into two sections. One is existing homes and one is new construction. There is a total summary section below these two tables.

Price Ranges: Fifteen different price range categories are offered.

Current Listings: As of the end of the quarter for various price categories

3-Months Pending: Shows the total number of homes that buyers put contracts on during the quarter. Pending are used rather than sales to stay more current with market activity.

Pend/Month: is the monthly average of the pending for the quarter

Months Supply: is the ratio of the listings to the average monthly pending. Market stability is between 5-6 months for median priced homes. Higher is a Buyers Market. Lower is a Sellers Market.

DOMP: Is Days-On-Market to pending. The time from listing to contract. A measure of marketing time for residential homes.

P/SF: Is the median price per square foot for closed homes during the quarter.

SP/LP Is the ratio of sales price to list price. Indicated how close to list price buyers are offering.

Year Ago Columns: Shows the last 3 items above for one year ago. Used for comparisons with previous market activity.

Year Ago Next Three Months: Shows the number of homes that came on the market during the next quarter a year ago. Example for 2nd quarter 2011 shows the homes for the 3rd quarter of 2010. Gives the current percentage status of sold or unsold. Indicates the number of homes that come on a market and do not sell.



"Mount Data...numbers you can count on"

Paul R. Bynum
CRS, GRI, Principle Broker