

TODAY'S STATE OF THE MARKET REPORT

Address: _____

Category: _____ Date: _____

Buyers shop by comparison. Most buyers view homes within a given price range and in adjacent geographic locations. The following price range and areas were studied for this report:

\$ _____,000 to \$ _____,000.

Geographic areas buyers will compare: _____

This report also contains the following important market data that will have an impact on the current value of your property:

- Homes that are now under contract are the most recent successes; these sellers have reached their goal. Our goal will be to receive an acceptable purchase agreement on your home within your time frame.**

Total number of pending listings: _____

These homes have been on the market an average of _____ days.

- Homes that are on the market today in this price range are your true competition.**

Total number of active listings: _____

These homes have been on the market an average of _____ days.

- Homes that have been on the market and never sold tell us a story.**

Total number of market rejected homes: _____

These homes have been on the market an average of _____ days.

- Homes that have recently sold are historic indicators of perceived value. Appraisers will use this data when determining the loan value of your home.**

There were _____ properties sold in the last _____ months. These homes were on the market for an average of _____ days. The average sale price of \$ _____ divided by the average list price of \$ _____ tells us that sellers are accepting, on average, _____% of list price.

- Pending listings _____ + sold listings _____ = _____ total recent successes.**

_____ recent successes divided by _____ months = _____ homes that sell per month.

_____ active listings divided by _____ homes that sell per month = _____ months of inventory in this price range and in the market areas studied.

- The above data indicates a __Buyer's Market __Balanced Market or a __Seller's Market.**