

## October 2023 - Office Meeting

### Office Event schedule and links at [www.executiveagent.net](http://www.executiveagent.net)

#### RE/MAX Growth Events, Tomorrow Oct. 18<sup>th</sup> register or attend in SP Office

- Live Webinars hosted by RE/MAX
- Team Leader event at 1PM with Verl Workman. "Building a Growing Team"
- Agent event at 2:30 with Jared James. "Pros vs Amateurs" What you need to do to dominate in today's market."

#### WCR Event, 13 Ways to use AI and CHATGPT with Marki Lemons Ryhal

- Tuesday, Oct. 24<sup>th</sup> 1:00-5:00, Crown Plaza Annapolis
- Tickets at: <https://www.eventbrite.com/e/13-ways-to-use-ai-and-chatgpt-in-real-estate-tickets-702719431737>

#### MD Contract and Addenda Class, Thursday Oct. 26<sup>th</sup> 10:30-1:00, SP and Zoom

- Full review of the MD Contract and the addenda most used to draft an offer.
- Home Inspection, Financing, Contingencies, ect.

#### Trunk or Treat Event, Sat. Oct 28<sup>th</sup> 1-4, Millersville Office

- Great opportunity to connect with your SOI and engage with the community.
- Sign up to host a trunk/booth during the event and help us promote.
- Sponsored by RE/MAX Executive, In House Title Partners, & Fitzgerald Financial.
- Link for direct donations: <https://rem.ax/46AKalb>, Event Link: <https://fb.me/e/1wtpv63Dj>

#### Winning the Deal, Writing and Accepting Better Offers, Thursday Nov. 2<sup>nd</sup>

- 10:30-12:30 in Severna Park and Via Zoom
- 2:00-4:00 in Kent Island and Via Zoom
- A dive into best practices for how to write the strongest offer and increase acceptance. And a look at key traits of an offer that stays together until closing.

#### Harvest for the Hungry Thur. Nov 9<sup>th</sup> 5PM, Twains Tavern

- Food or donations must be collected prior to the event.
- See email from Amy with digital and print options for marketing.
- Link for direct donations: <https://rem.ax/3FIEiAs>

#### November Thanksgiving Potluck Thursday Nov. 16 12:00-2:00, Millersville

- RSVP to [frontdesk@executiveagent.net](mailto:frontdesk@executiveagent.net)
- Bring your best side or dessert.

**October Anniversaries:** Nataliya Lutsiv 7 Years, Rich Harrington 11 Years, Chuck Blanton 12 Years, Allen Stanton 11 Years

**October Birthdays:** Deb Wade 10/2, Chip Burnett 10/13, Scott Haney 10/13, Melissa Olason 10/29

## Program

### Max Tech, KV Core feature Review

- Agents engaging in hyper local activities and marketing are seeing organic traffic to their website.
- See Handout for 8 step process, Local Blog Post, Market Squeeze Pages, Post, Local Newsletters, Landing Pages, Market Reports, Share Landing Pages.
- Brief Demo
- If you wish to do this for a market shoot me an email. I will work with 3 agents to refine the process.
- Be prepared to spend 5-10 hours getting this set up.

**Printer updates:** We have updated the printer software and configuration. After the update you will need to uninstall the current printer drivers and install the new package for. Visit [www.executiveagent.net](http://www.executiveagent.net) for instructions and link for download. Staff in each office will also be able to assist you.

### Showing Time

- Having issues with outgoing Text notifications to agents and clients not being received.
- Use email or the app as a work around.

### Max Tech Core Listing Machine & Design Center is now active.

- Automated packages for Listing Marketing Material
- Custom Listing Kits with lifecycle triggers like Sold and Coming Soon
- Automated postings to social media and more.
- Create print products to print at home, at the office or with a vendor.

### Lawsuits, Settlements, Redfin & NAR battle, Real Estate Apocalypse oh my.

- What really happened between Redfin and NAR.
- What does the settlement mean? As far as changes for us go right now, not much.
  - No admission of guilt or wrongdoing.
  - Protects RE/MAX, Brokers and Agents from claims moving forward.
  - 8 “Changes” to business practices

1. RE/MAX, LLC, as the franchisor, will continue to encourage you and your agents to be transparent in your dealings with all home sellers and buyers – especially in the areas of cooperation and compensation. RE/MAX, LLC won't require you to make offers of compensation or accept offers of compensation from cooperating brokers.

We'll also continue to encourage you to be very clear that broker commissions are negotiable and not set by law or RE/MAX, LLC corporate policy. That can and should be communicated in listing agreements, buyer representation agreements and pre-closing disclosure documents. If you use documents mandated by the government or MLS, we'll recommend that you include an additional disclosure outlining these facts.

2. RE/MAX, LLC will continue to expect RE/MAX buyer-side brokers and agents to be transparent in accurately disclosing their compensation structure. In other words, you should continue to be honest and upfront about how much your services cost – and how you expect to be paid.

3. RE/MAX, LLC, via remax.com, will continue to display offers of cooperative compensation made by listing brokers and agents where such data is available. RE/MAX, LLC will encourage you to do the same on your listing displays, platforms and feeds.

4. RE/MAX, LLC will continue to not provide any software that filters or restricts MLS listings based on the level

of compensation being offered. And we'll encourage you and your agents not to filter search results in this manner – unless directed to do so by a client.

5. RE/MAX, LLC will remind you and your agents of your professional obligation to show and market properties regardless of what the offer of cooperative compensation might be.

6. RE/MAX, LLC will continue to not express or imply a minimum commission requirement in any of our franchise agreements, training materials or other policies. In other words, you and your agents will continue to have the freedom to set and/or negotiate commissions as you see fit.

7. RE/MAX, LLC will develop educational materials reflecting and consistent with the business practices detailed above – and we'll make sure our current content aligns with them as well.

8. RE/MAX, LLC will not require you and your agents to join or be members of the National Association of Realtors (NAR) or follow NAR's Code of Ethics or the MLS Handbook. You'll be free to determine whether NAR membership works best for you, your brokerage, and your agents – and we'll support your choice either way. RE/MAX, LLC also won't hold you to any current requirements in these areas.

- Open Discussion on Class Action suits.
- What happens if the offer of CO-OP goes away next month?

## **Market Update**

# Agents are Hired to Market and Match-Make

## Online Traffic

Drive traffic to your website, social channels, etc.

## Local Expert Positioning

Position yourself as the one who knows.

## Valuable and Relevant Take-aways

Provide something people want.

## Lead Capture and Follow-up

What get's measured, gets improved.



## Solutions

- Drive eyeballs to Hyper-Local content
- Build Community-focused Content
- Create Local Guides
- Establish Consistent Local Newsletters
- Push Market Reports

# Match Makers are Local Experts



## 1. Create a blog that features posts on Local Communities

THINK: What would people who live in this area “google” about? Fresh and relevant content drives the SEO value of your website.

## 2. Create a Market Report Squeeze Page of each Community

Take this link and add it to the bottom of your blog post. This is how you will tie your name to both ‘real estate’ and that market, as well as generate leads within this market.

## 3. Post links to both separately on Social Media for Reach

Highlight a new community each week on social, posting local expert content – restaurant reviews, parks, etc. Keep in casual, authentic, and post these links! *(Example: Interested in “X Community” - Sign up for market updates.)*

## 4. Monitor your CRM as you continue to engage your sphere

You will begin to generate leads on these Market Report Squeeze pages that automatically come into MAX/Tech Powered by kvCORE. Set them up on recurring Market Reports!

# Expert Marketers keep their Sphere Engaged



## 1. Generate a Hyper-local Monthly Newsletters using new and previously created content

Take a few hours to build your own newsletter including key information about the community you serve. Trigger it based on hashtag (Ex: Newsletter2023).

## 2. Build a Landing Page as a way to sign-up for your Newsletter

Allow people to “raise their hand” and volunteer to be on your VIP communication list by using a Landing Page to generate leads. Use the same hashtag as your Newsletter.

## 3. Use Market Reports (and other hyper-local content) as Call-to-Actions (CTA)

Each Newsletter should be helpful, relevant, and remind them of why they should work with you – the local expert. If someone were to sign-up for a market report on their neighborhood, you will now have another automated touchpoint to them.

## 4. Post your landing page on Social for expanded reach

All leads generated on your landing page will automatically be signed up for your Newsletter and be added into MAX/Tech Powered by kvCORE.

## 4 commission charts that explain both sides of the Moehrl conflict

The homeseller plaintiffs hope to show the need for change in how agents are paid, while NAR and major real estate franchisors aim to show the status quo is working just fine



Andriy Onufriyenko / Getty Images

BY ANDREA V.  
BRAMBILA  
July 08, 2022

### SHARE

*This is the fifth feature in a week-long series examining the high stakes and potential impact of two closely watched federal lawsuits that take direct aim at how homebuyers pay commissions. Check back later today for the conclusion to the series, and be sure to check out Part I, Part II and Part III and Part IV.*

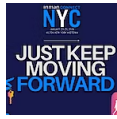
At their core, the bombshell lawsuits homesellers have filed against the National Association of Realtors and major real estate franchisors come down to one thing: money. The money sellers pay agents, but also, the money that agents pay their brokers, franchisors, and trade groups.

The plaintiffs in the so-called Moehrl and Sitzer/Burnett lawsuits contend that NAR, Realogy, Keller Williams, RE/MAX and HomeServices of America have conspired for decades to keep the amount that agents and brokers get paid elevated because that fills their respective coffers. The defendants say those commissions are negotiable and set by the market, not them, for the value that agents provide.

To make those arguments, both sides in the larger of the two antitrust cases, Moehrl, use commission data from the 20 multiple listing services nationwide the lawsuit is singling out in its bid for class-action status, as

well as other data sets each side sees fit to compare that data to. Below are four charts that illustrate each side’s take on the conflict, two from each side. One hopes to show the need for change; the other why the status quo is working just fine.

### Inman Connect



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Knowledge is power: 4 must-watch virtual sessions at Inman Connect



Lead the next era of real estate. Join us at Inman Connect New York



How the top RE/MAX agent in the world nails his listing presentations

If the court allows Moehl to become a class action, that would allow potentially millions of homesellers across the country to seek

billions in damages for commissions they paid to buyer agents between 2015 and 2020.

## ‘Commissions have risen sharply’

In their 1,286-page motion for class certification, the plaintiffs point out that Realtor-affiliated MLSs require listing brokers to offer buyer brokers the same pre-set commission in order to list a property, regardless of the qualifications of the buyer agent or the services that agent offers.



Einer Elhauge

“In a competitive market, economics predicts that the price of a service should be related to the costs of providing that service as well as to the value of that service to its consumers,” Harvard law professor Einer Elhauge wrote in an expert report for the plaintiffs.

“Moreover, economics would predict that if technological advances allow for cutting costs in the face of a decline in the value of that service to consumers, it would lead to the displacement of high-cost providers by more efficient, low-cost innovators. In this market, that has not happened because of NAR’s anticompetitive restraints. Instead, buyer-broker commissions have risen sharply, even though the value and cost of providing buyer-broker services have fallen, and low-cost innovators have faltered because of those anticompetitive restraints.”

### Trending



Full court press: What to know as the commission battle starts today



Sitzer | Burnett: Live updates from the buyer-agent commission trial



RE/MAX becomes 3rd major firm to distance itself from NAR

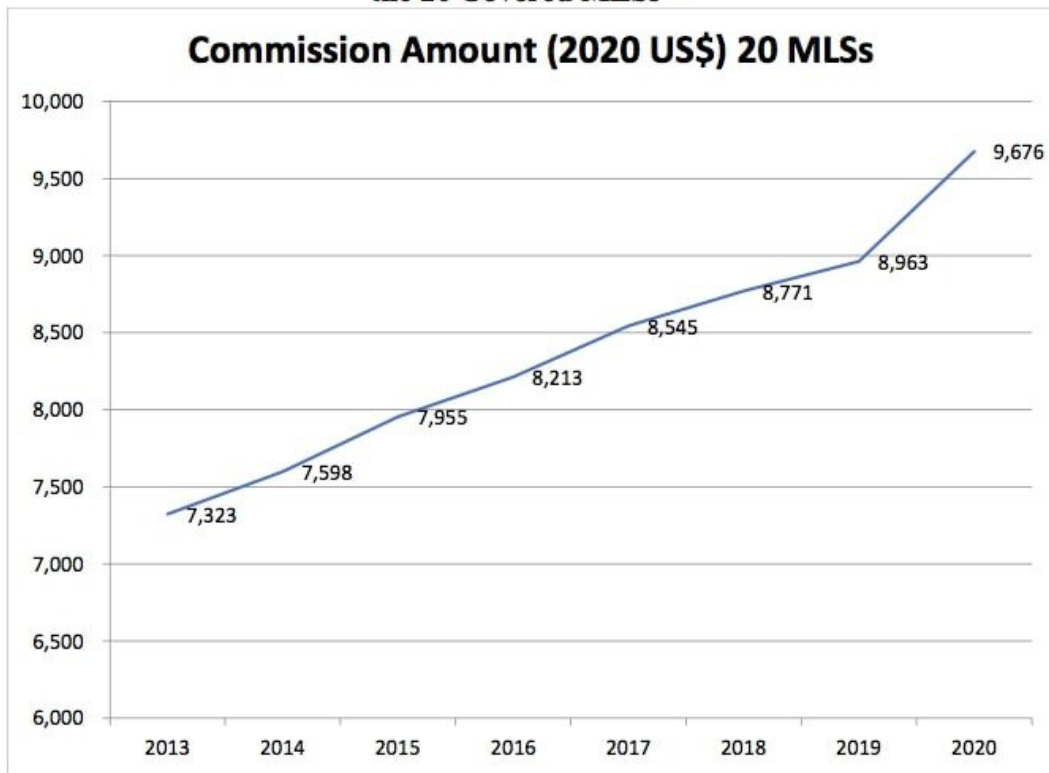


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Elhauge pointed out that, adjusted for inflation to 2020 dollars, average buyer-broker commissions in the 20 covered MLSs have risen 32 percent in the seven years between 2013 and 2020, from \$7,323 to \$9,676.



**Figure 2: Growth in Inflation-Adjusted Commission Amount Over Time in the 20 Covered MLSs<sup>158</sup>**



Source: Einer Elhauge expert report in Moehr motion for class certification

**Read Next**



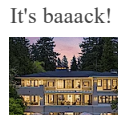
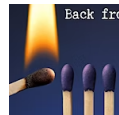
'Longstanding conspiracy': Why the bombshell commission suit matters



'Radical' and 'doomed': The case against the 'bombshell' Moehr suit



What happens to buyers' agents if the bombshell lawsuit explodes?



It's baaack! Homebuyer commission suit against NAR rises from ashes

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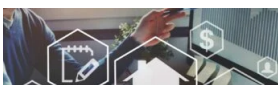
**What is the ROI of Online Real Estate Leads? Insights from a 5 Year Study**

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**Collaborative Outcomes: What Mortgage Brokers and Agents Can Learn From Each Other to Serve the Consumer**

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**First Look: The Future of Stand-Out Listings is Here**



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This increase has happened despite technology and the growth of aggregator websites allowing homebuyers to participate more in the home search process and therefore decreasing the importance of the buyer broker's role, according to Elhauge.

"This contrasts with the more typical, and more competitive, impact of the technological revolution on fees that can be seen in the trends in other commission-based industries that were not subject to the sort of anticompetitive restraints that are being challenged in this case," Elhauge wrote, citing the travel agent and stock brokerage industries.

He also noted that NAR membership increased some 100 percent between 1993 and 2020, to 1.4 million, even though the U.S. population grew by about 27 percent and home sales grew by about 47 percent during that time. In a competitive market, that disproportionate increase in agents should result in downward pressure on commissions, according to Elhauge.

"Instead, given the anticompetitive effects of the challenged restraints, this increase in the number of brokers indicates that supracompetitive commissions have attracted new real estate agents, but that the challenged restraints and the anticompetitive equilibrium they have maintained and extended has led to intensified, inefficient non-price competition among these agents, rather than direct price competition that would benefit consumers through lower prices," Elhauge wrote.

That "non-price competition" refers to competing through marketing to gain listings rather than by lowering commission fees. That has resulted in what one researcher, Chang-Tai Hsieh, calls "the tragedy of the commission," which actually ends up making neither agents nor consumers better off, according to the Elhauge report.

"Because the ratio of agents to buyers and sellers has increased, agents have to work harder to find clients and consequently spend less time actually closing transactions," the report said.

"In this manner, a larger number of agents dissipates the increased profit opportunities by incurring additional expenses to close transactions. Further, this theory suggests that because agents compete profits away by incurring additional expenses to provide these services, rather than lowering their commission rates, they operate at inefficiently high cost levels."

This inefficient increase in the number of agents "has generally lowered the quality of such agents because each agent handles fewer home transactions annually and thus takes longer to acquire (or fails to maintain) relevant experience and expertise," Elhauge added.

## **Agent income has kept pace with statewide income overall**

Meanwhile, the defendants' expert, independent consultant Dr. Lauren Stiroh, countered that the growth in commissions is not indicative of anticompetitive prices because agent income has kept pace with statewide

median income.

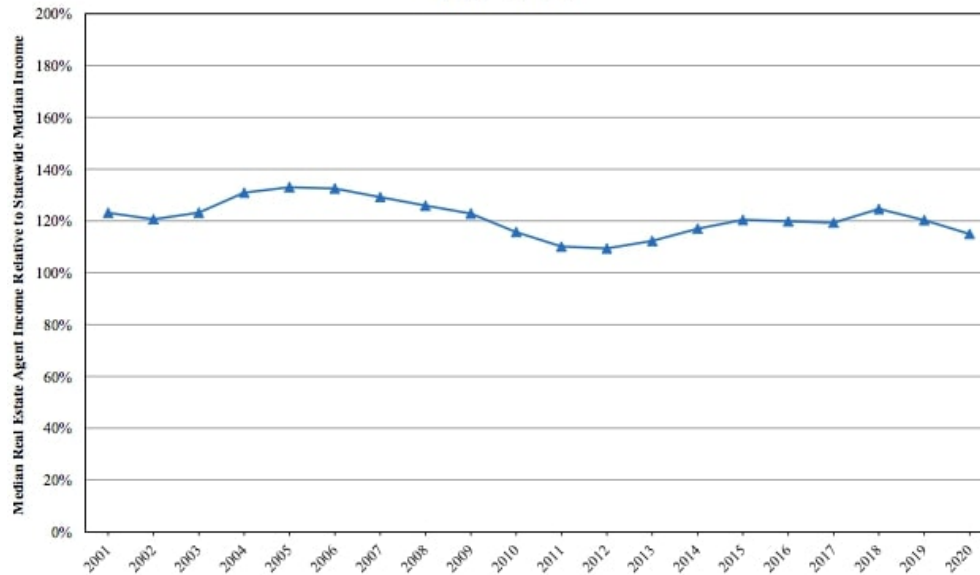
“If, as claimed by Professor Elhauge, there has been a purported anti-competitive ‘real increase in MLS broker compensation’ in recent years, the average income earned by real estate agents would have increased relative to average market income levels over the same period, as agent income largely depends on commissions,” Stiroh wrote.

“However, ... the median real estate agent income has remained relatively constant compared to the median statewide income from 2001 to 2020. This is a better measure than looking at commission amounts alone as it demonstrates that real estate agent income is not elevated relative to other professions.”



Lauren Stiroh

**Median Real Estate Agent Income as a Percentage of Statewide Median Income  
Average Ratio for States in Which Covered MLSs Operate  
2001 – 2020**



Source: Stiroh report in Moehl defendants’ filing opposing motion for class certification

Moreover, she wrote, Elhauge did not provide economic evidence that technology has decreased the value of buyer broker services.

## Commissions much higher in the U.S.

Another expert for the plaintiffs, NYU economics professor Nicholas Economides, argued that lower buyer broker commission rates and usages in certain comparable benchmark countries — Australia, the Netherlands, and the United Kingdom — confirm that the rules at issue in the case inflate buyer broker commissions.

In all 20 covered MLSs, the median buyer-broker rate clustered around a certain percentage, ranging between 2.4 percent and 3 percent, for an overall median of 2.7 percent.

That is much higher than the median buyer broker rates in those benchmark countries — 2.19 percent in Australia, around 1.3 percent in the Netherlands, and around 1.42 percent in the U.K. — which come to an overall median of 1.55 percent.



Nicholas Economides

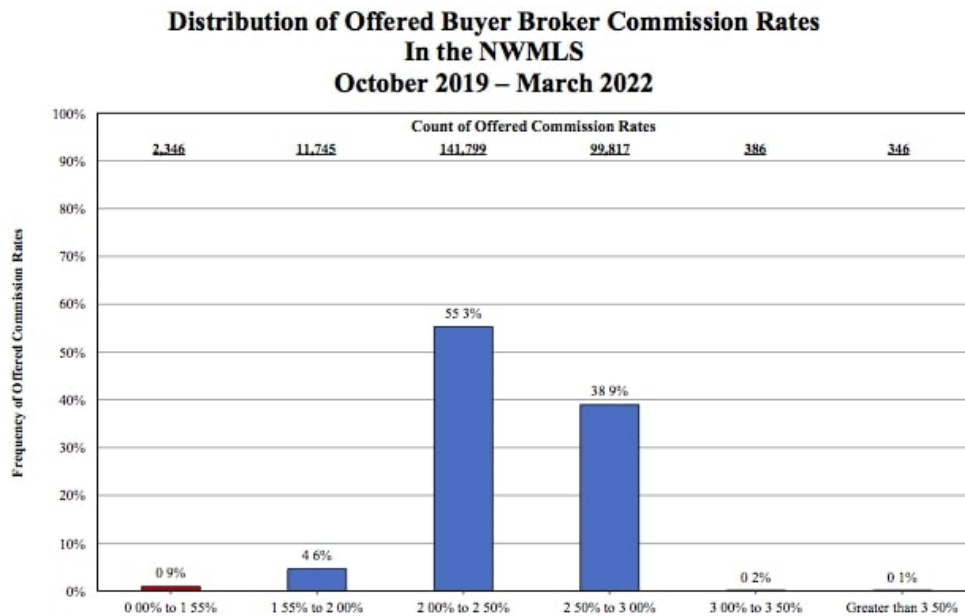
<b>Table 1. Buyer-Broker Rate in each Covered U.S. MLS Is More Than 5% Higher than in Competitive Benchmarks in Other Nations<sup>154</sup></b>				
<b>MLS</b>	<b>MLS Median Buyer-Broker Rate</b>	<b>% increase over Australia Rate</b>	<b>% increase over Dutch Rate</b>	<b>% increase over UK Rate</b>
Arizona Regional	3.00	56%	165%	89%
Austin Bd. of Realtors	3.00	56%	165%	89%
Bright (mid-Atlantic)	2.50	30%	121%	57%
Canopy (Carolinas)	3.00	56%	165%	89%
Columbus Realtors (Ohio)	3.00	56%	165%	89%
Florida Gulf Coast	3.00	56%	165%	89%
Greater Las Vegas	3.00	56%	165%	89%
Houston Ass'n of Realtors	3.00	56%	165%	89%
Metro (Wisconsin)	2.40	25%	112%	51%
Miami	3.00	56%	165%	89%
North Texas RE Info Serv.	3.00	56%	165%	89%
Northstar (Minn & W. Wis.)	2.70	40%	139%	70%
Pikes Peak (Colorado)	3.00	56%	165%	89%
REColorado	2.80	45%	148%	76%
Realcomp II (Michigan)	3.00	56%	165%	89%
San Antonio Bd. Of Realtors	3.00	56%	165%	89%
Stellar (was My Florida Regional)	2.93	52%	160%	84%
Triangle (North Carolina)	2.40	25%	112%	51%
Utah Real Estate	3.00	56%	165%	89%
Yes_Now (Ohio & WVA)	2.83	47%	151%	78%

Source: Elhauge report in Moehl plaintiffs' motion for class certification

## Commissions didn't change once the requirement was removed

For the defendants, however, a much better benchmark for comparison is available domestically: Washington-based Northwest MLS. In 2019, NWMLS, which is broker-owned and not affiliated with NAR, eliminated the requirement that listing brokers offer buyer brokers a commission to submit a listing to the MLS.

Despite that change, 99.2 percent of NWMLS listings continued to offer a buyer broker commission (flat from 99.3 percent before the rule was eliminated). Virtually all, 94.5 percent, offered a cooperative commission above 2 percent.



Source: Stiroh report in Moehrl defendants’ opposition to plaintiffs’ motion for class certification

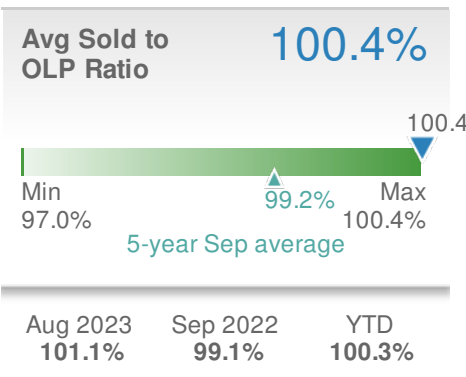
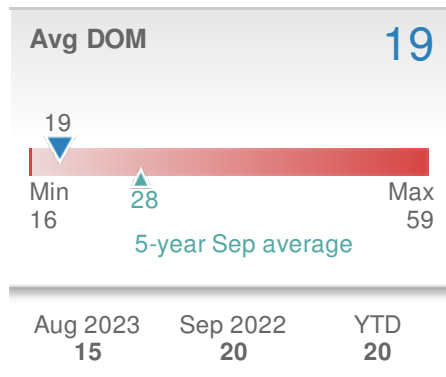
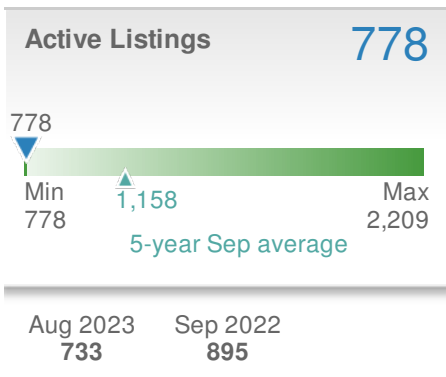
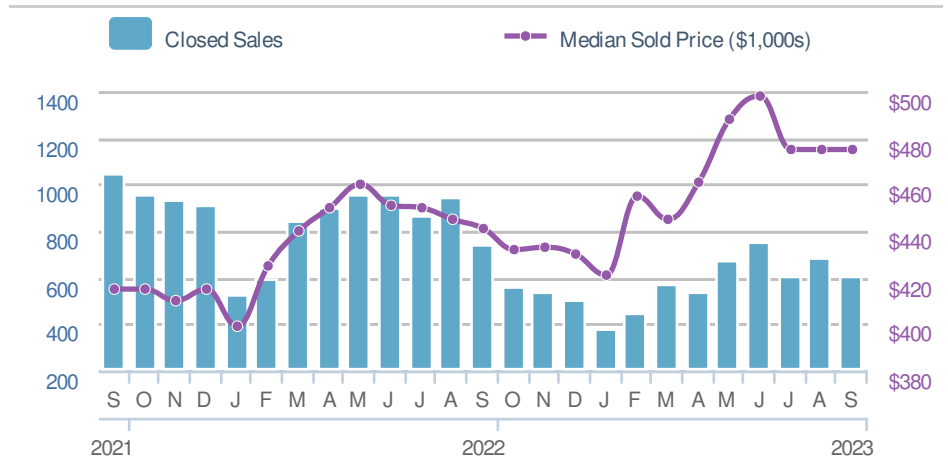
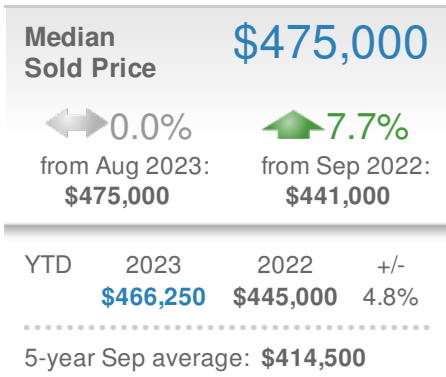
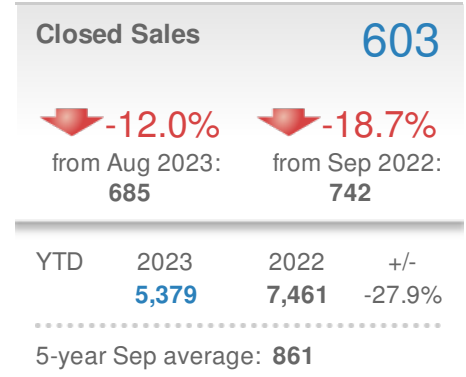
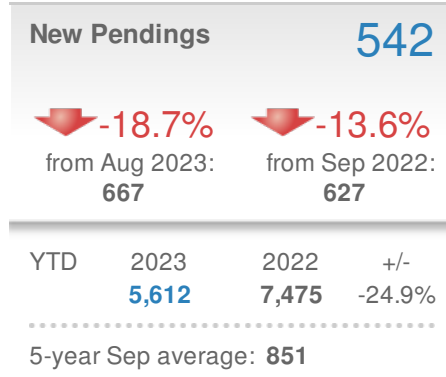
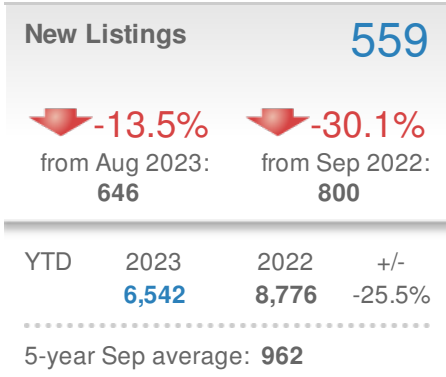
“Unlike the international markets considered by Economides, Northwest MLS is part of the U.S. real estate tradition,” defendants’ attorneys wrote.

“And, unlike Elhauge’s suppositions about what might happen, Northwest MLS shows what did happen when a U.S. MLS made offers of compensation optional. Nearly all listing brokers continued to make an offer of compensation. Nearly all of the offers were greater than the 1.55 percent proposed by Economides.

“Plaintiffs’ experts cannot simply disregard evidence inconsistent with their theories, but that is exactly what they did.”

## September 2023

Anne Arundel County, MD





September 2023

Anne Arundel County, MD

Sold Summary

	Sep 2023	Sep 2022	% Change
Sold Dollar Volume	\$352,647,865	\$391,353,277	-9.89%
Avg Sold Price	\$587,052	\$529,471	10.88%
Median Sold Price	\$475,000	\$441,000	7.71%
Units Sold	603	742	-18.73%
Avg Days on Market	19	20	-5.00%
Avg List Price for Solds	\$587,446	\$530,288	10.78%
Avg SP to OLP Ratio	100.4%	99.1%	1.32%
Ratio of Avg SP to Avg OLP	99.1%	98.2%	0.97%
Attached Avg Sold Price	\$416,104	\$397,749	4.61%
Detached Avg Sold Price	\$680,897	\$612,802	11.11%
Attached Units Sold	214	287	-25.44%
Detached Units Sold	389	454	-14.32%

Notes:

- SP = Sold Price
- OLP = Original List Price
- LP = List Price (at time of sale)
- Garage/Parking Spaces are not included in Detached/Attached section totals.

Inventory

	Sep 2023	Sep 2022	% Change
Active Listings	778	895	-13.07%
New Listings	559	800	-30.13%
New Under Contracts	0	0	0%
New Contingents	0	0	0%
New Pendings	542	627	-13.56%
All Pendings	757	837	-9.56%

Financing (Sold)

Assumption	2
Cash	108
Conventional	301
FHA	72
Other	5
Owner	1
VA	108

Days on Market (Sold)

0	16
1 to 10	358
11 to 20	82
21 to 30	32
31 to 60	53
61 to 90	19
91 to 120	7
121 to 180	12
181 to 360	16
361 to 720	3
721+	5

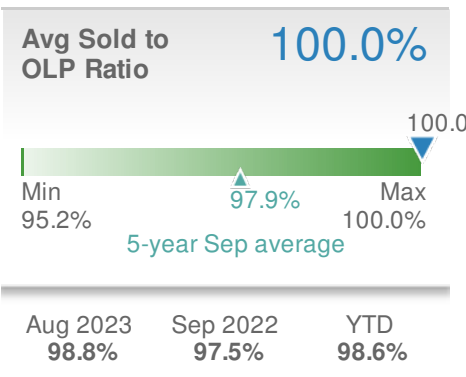
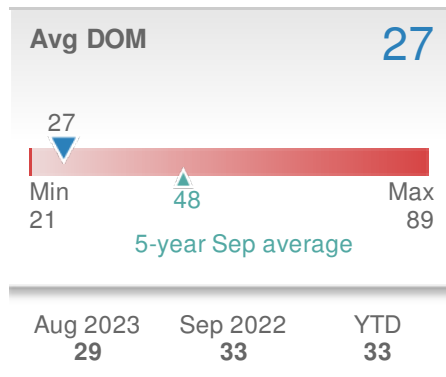
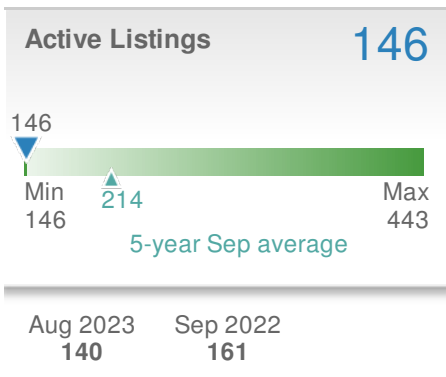
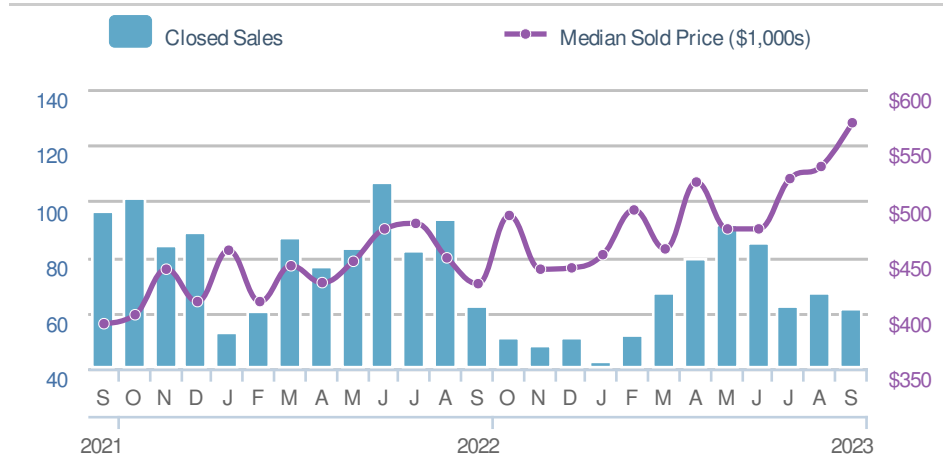
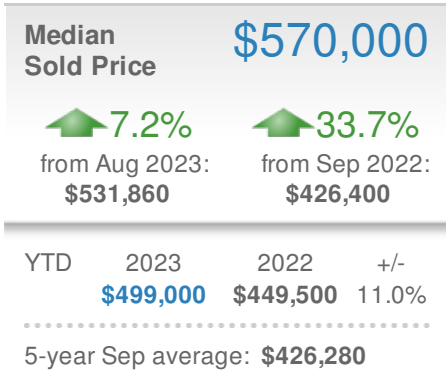
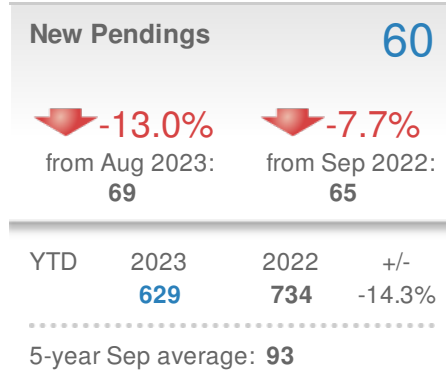
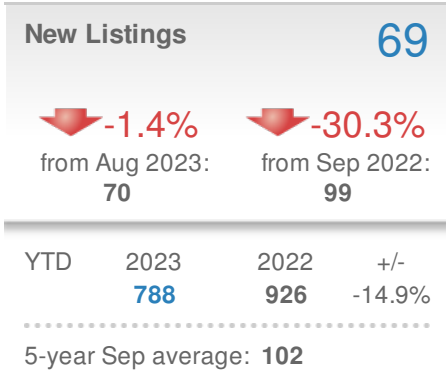
Sold Detail

Price Ranges	Residential						Condo/Coop	Active Listings		
	2 or Less BR		3 BR		4 or More BR		All	Residential		Condo/Coop
	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	0	0	0	0	0	0	0	0	0	1
\$50K to \$99,999	1	0	2	0	0	0	0	1	0	0
\$100K to \$149,999	0	0	2	0	0	0	1	4	0	0
\$150K to \$199,999	1	1	1	1	0	0	2	6	2	2
\$200K to \$299,999	2	2	9	8	2	0	20	19	10	13
\$300K to \$399,999	7	9	38	16	20	5	31	61	32	22
\$400K to \$499,999	5	4	41	46	33	11	7	86	40	10
\$500K to \$599,999	4	1	16	23	30	9	1	73	46	7
\$600K to \$799,999	1	3	26	5	59	4	2	122	25	4
\$800K to \$999,999	1	0	7	0	36	1	0	71	1	2
\$1M to \$2,499,999	1	0	7	0	31	0	1	80	0	2
\$2.5M to \$4,999,999	0	0	0	0	5	0	0	23	1	2
\$5,000,000+	0	0	0	0	1	0	0	10	0	0
<b>Total</b>	<b>23</b>	<b>20</b>	<b>149</b>	<b>99</b>	<b>217</b>	<b>30</b>	<b>65</b>	<b>556</b>	<b>157</b>	<b>65</b>
Avg Sold Price	\$450,169	\$400,767	\$517,573	\$444,012	\$816,743	\$511,027	\$333,232			
Prev Year - Avg Sold Price	\$406,996	\$335,947	\$526,982	\$431,747	\$684,706	\$477,556	\$342,409			
Avg Sold % Change	10.61%	19.29%	-1.79%	2.84%	19.28%	7.01%	-2.68%			
Prev Year - # of Solds	31	24	155	154	268	16	93			

Active Detail

## September 2023

### Queen Annes County, MD





September 2023

Queen Annes County, MD

Sold Summary

	Sep 2023	Sep 2022	% Change
Sold Dollar Volume	\$40,766,849	\$31,605,797	28.99%
Avg Sold Price	\$666,699	\$506,437	31.65%
Median Sold Price	\$570,000	\$426,400	33.68%
Units Sold	61	62	-1.61%
Avg Days on Market	27	33	-18.18%
Avg List Price for Solds	\$668,309	\$509,770	31.10%
Avg SP to OLP Ratio	100.0%	97.5%	2.54%
Ratio of Avg SP to Avg OLP	96.4%	95.1%	1.35%
Attached Avg Sold Price	\$481,600	\$355,166	35.60%
Detached Avg Sold Price	\$679,689	\$533,743	27.34%
Attached Units Sold	4	9	-55.56%
Detached Units Sold	57	52	9.62%

Notes:

- SP = Sold Price
- OLP = Original List Price
- LP = List Price (at time of sale)
- Garage/Parking Spaces are not included in Detached/Attached section totals.

Inventory

	Sep 2023	Sep 2022	% Change
Active Listings	146	161	-9.32%
New Listings	69	99	-30.30%
New Under Contracts	0	0	0%
New Contingents	0	0	0%
New Pendings	60	65	-7.69%
All Pendings	106	118	-10.17%

Financing (Sold)

Assumption	0
Cash	13
Conventional	33
FHA	6
Other	2
Owner	0
VA	6

Days on Market (Sold)

0	4
1 to 10	26
11 to 20	7
21 to 30	7
31 to 60	7
61 to 90	2
91 to 120	2
121 to 180	6
181 to 360	0
361 to 720	0
721+	0

Sold Detail

Price Ranges	Residential						Condo/Coop	Active Listings		
	2 or Less BR		3 BR		4 or More BR		All	Residential		Condo/Coop
	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< \$50,000	0	0	0	0	0	0	0	0	0	0
\$50K to \$99,999	0	0	0	0	0	0	0	1	0	0
\$100K to \$149,999	1	0	0	0	0	0	0	1	0	0
\$150K to \$199,999	1	0	1	0	1	0	0	1	0	0
\$200K to \$299,999	0	0	5	1	0	0	0	5	0	1
\$300K to \$399,999	1	0	6	0	1	0	0	10	1	4
\$400K to \$499,999	0	0	4	1	4	0	0	20	0	1
\$500K to \$599,999	1	0	2	0	7	0	1	23	1	9
\$600K to \$799,999	2	0	0	1	7	0	0	35	0	8
\$800K to \$999,999	0	0	0	0	5	0	0	6	0	0
\$1M to \$2,499,999	1	0	2	0	4	0	0	15	0	0
\$2.5M to \$4,999,999	0	0	0	0	1	0	0	4	0	0
\$5,000,000+	0	0	0	0	0	0	0	0	0	0
<b>Total</b>	<b>7</b>	<b>0</b>	<b>20</b>	<b>3</b>	<b>30</b>	<b>0</b>	<b>1</b>	<b>121</b>	<b>2</b>	<b>23</b>
Avg Sold Price	\$725,200	\$0	\$436,864	\$442,166	\$830,953	\$0	\$599,900			
Prev Year - Avg Sold Price	\$417,475	\$304,500	\$441,926	\$0	\$644,938	\$0	\$369,642			
Avg Sold % Change	73.71%	0.00%	-1.15%	0.00%	28.84%	0.00%	62.29%			
Prev Year - # of Solds	4	2	24	0	24	0	7			

Active Detail