

# Inventory and Statistics – Turning raw data into useful information.

- Reports that help you manage your office resources.
- Flexible easy to run and understand Statistics.
- Comparative statistics that help explain market trends.
- Market Statistics reports with flexible search interface.
- Broker Confidential reports that shows market share.
- Expiration warning reports for agents and offices.
- Inventory reports that show list and sell statistics.
- Statistical reports that help you better understand your market.
- Graphing capability to help communicate market conditions

### Comparative Statistical Report

Property Type: CT	7/1/2004 to 9/30/2004	7/1/2005 to 9/30/2005	Percentage Difference
Properties Listed	251	422	68.1%
Properties Sold	119	133	11.8%
<b>List Price for listed properties</b>			
High	4,395,000	3,999,000	-9.0%
Low	1,995	138,900	6,862.4%
Average	1,016,622	1,104,681	8.7%
Median	800,000	917,475	4.6%

### Sold Price for sold properties

High	2
Low	
Average	
Median	

### LP-SP Ratio

Average Market Time for Solds: 6

### Property Type: RS

Properties Listed: to 9

Properties Sold: 13

### List Price for listed properties

High	1.3
Low	
Average	2
Median	1

### Sold Price for sold properties

High	10
Low	
Average	1
Median	1

### LP-SP Ratio

### Market Statistics Report

Areas included in this report

Area	Name	Count
1	Mesa Verde	113
2	South West	91
3	South Coast Metro	89
4	Central Section	68
5	East Side	195

### Active Listings

Type	Status	List Number	Address	Area	Tract	Bed	Bath	SqFt	Price	MT
RS	ACTV	U0000544	1633 Santiago Dr	7	BCAO	4	3.0	2529	\$1,675,000	33
CI	ACTV	U0050000	424 32ND ST UNIT F	6				86,567	\$1,495,000	147
CI	ACTV	U00500107	424 32ND ST UNIT F	6				86,567	\$1,495,000	147
CI	ACTV	U00500374	424 32ND #B	6	CNEW	2	2.5	2345	\$2,195,000	145
CI	ACTV	U00500210	424 32ND STREET #C	6	CNEW	3	3.5	3071	\$2,495,000	146
RS	ACTV	U00507300	3701 SEASHORE DR	6	CNEW	3	3.0	2176	\$5,595,000	102
TL	ACTV	U0050989	Seaside Blvd	9	SEAC			4400	\$2,495,000	174
RS	ACTV	U0049048	84 LINCOLN ISLE	9	LINC	4	3.5	4299	\$9,495,000	100
RS	ACTV	U00501985	32 LINCOLN ISLE	9	LINC	6	7.0	9	\$12,495,000	13
CI	ACTV	U00506027	441 CALNATION AVE	12	COMS	3	2.5	2094	\$1,999,000	97
CI	ACTV	U00509590	2525 Ocean Blvd #A-4	12	CDEF	2	2.0	1340	\$2,295,000	20
RS	ACTV	U00504395	2 ROCKY POINT SQ	12	SPVC	5	5.0	5204	\$2,595,000	115
RS	ACTV	U0000124	1809 Seaside Dr	12	SPVC	6	6.0	5400	\$5,295,000	95
RS	NEW	U0000003	25 San Mateo Way	12	SPVC	5	5.0	6000	\$5,995,000	7
RS	ACTV	U00500718	215 CALNATION AVE	12	COMS	3	3.5	6587	\$16,995,000	103
CI	REDC	U0000114	3141 Michelson Dr #405	13	MARQ	2	2.0	1275	\$785,000	68
CI	ACTV	U00500005	224 Coral Reef	13		2	2.0	1445	\$799,995	13
CI	REDC	U0000133	3141 Michelson Dr #300	13	MARQ	2	2.0	1293	\$925,000	66
CI	REDC	U0000479	3141 Michelson Dr #200	13	MARQ	2	2.0	1347	\$995,000	39
CI	ACTV	S430047	3141 Michelson Dr #100	13		2	2.0	1293	\$1,025,000	116
CI	ACTV	S430048	3141 Michelson Dr #102	13		2	2.0	1293	\$1,050,000	116
CI	ACTV	U0050488	3141 Michelson Dr #104	13	MARQ	2	2.0	1196	\$1,199,500	35
CI	ACTV	S430077	3141 Michelson Dr #103	13		2	2.0	1150	\$1,325,000	9
RS	ACTV	U00500008	37 GIMSON ROSE	13	LEDC	3	3.5	1	\$2,294,999	97
RS	ACTV	U00509598	25 View Terrace	13	OTR	4	4.0	3995	\$2,595,000	31
CI	ACTV	S430079	3141 Michelson Dr #105	13		2	2.0	2063	\$2,425,000	9
CI	ACTV	S430080	3141 Michelson Dr #104	13		2	2.0	2063	\$2,525,000	9
RS	ACTV	U05490828	12 MARINE CIRCLE	13	SHDC	3	3.5	4095	\$3,395,000	152
RS	REDC	U05490144	37 GOLDEN EAGLE	13	SHDC	4	4.5	5700	\$5,595,000	162
RS	ACTV	U05490052	22 GOLDEN EAGLE	13	SHDC	6	6.5	6300	\$9,995,000	21.5
RS	ACTV	U00500602	213 Sall Blvd	13	SHDC	5	5.0	6565	\$9,995,000	32
RS	REDC	U00500790	48 COPPER GREEN	13	SHDC	6	6.5	6000	\$9,999,000	104
RS	ACTV	U00511921	73 GOLDEN EAGLE	13	SHDC	6	6.5	6064	\$12,995,000	63

### Active Listings

#Active	Ave LP	Ave MT
105	\$906,532	39
11	\$723,455	48
54	\$877,850	34
32	\$956,627	42
8	\$995,488	50

### Off Market Listings

Ave LP of Sold	Ave SP of Sold	SP:LP Ratio	Ave MT of Sold	Ave LP unsold	% Expd
\$790,434	\$781,954	98.9%	48	\$860,172	7.0%
\$810,988	\$800,844	98.7%	50	\$734,500	9.8%
\$762,090	\$754,351	99.0%	48	\$803,732	6.6%
\$811,075	\$803,481	99.1%	46	\$935,950	7.3%
\$944,083	\$921,833	97.6%	53	\$907,808	5.9%

### Area Market Survey

Areas Included:

- Area 8
- Area 10
- Area 11
- Area 12
- Area 26
- Area 27

Price Range	Active Count	Avg MT	Sold Count	Avg Price
\$500,000 or less	0		33	
\$500,000 to \$600,000	1	18	26	
\$600,000 to \$700,000	5	73.6	36	
\$700,000 to \$800,000	16	57.4	55	
\$800,000 to \$900,000	33	56	81	
\$900,000 to \$1,000,000	26	81	78	
\$1,000,000 to \$1,200,000	37	74.7	80	
\$1,200,000 to \$1,400,000	33	72	88	
\$1,400,000 to \$1,600,000	32	90	146	100.3
\$1,600,000 to \$1,800,000	39	55.5	84	87.9
\$1,800,000 to \$2,000,000	32	64.7	56	95.5
\$2,000,000 to \$3,000,000	93	59.8	157	99.7
\$3,000,000 to \$5,000,000	57	71.2	81	83.9
Over \$5,000,000	37	115.1	36	136.6
Total	441	71.2	1,037	91.1



Property Type	Count	Min LP	Max LP	Ave LP	Ave MT	Dollar Volume
Active Properties	67	\$3,900	\$22,900,000	\$4,936,610	101.4	\$300,686,461

### Total Office Data

Area	Count	Total Price	Ave MT	Count	Total Price	Ave MT	%MLS	%DFC	%MLS	%DFC
26	96	\$345,458,202	75	21	\$140,395,000	102	88.9%	95.5%	88.8%	97.1%
27	12	\$43,767,752	56	1	\$4,195,000	22	11.1%	4.5%	11.2%	2.9%
Total	108	\$389,225,954	73	22	\$144,590,000	99	20.4%	100%	37.1%	100%

**Inventory and Statistics – Making useful information from the property database.**

**Reports that help you manage your office resources.** – Inventory reports can provide a quick look at your office activity by area, agent, office (multi-office firms) and more. The flexible interface lets you decide on your selection criteria and choice of report. You can save your Inventory searches and reports for one click searching or automate them and have reports arrive in your E-Mail daily, weekly or when you choose.

**Reports that provide Inventory and Statistics.** – In addition to basic inventory reports listing all the properties each agent has listed, you will get statistics of inventory volume, break downs by in-house and co-operative sales. Sales reports include List-Price to sale price ratios, average market time, and more.

**Comparative statistics that show market trends.** – Showing market trends can help a client make a buying or selling decision. Our flexible Market Compare program lets you compare any two time periods of time for the entire marketplace or a particular segment to help show the changes that have taken place. The report shows the statistics for the two periods side by side along with the comparative differences to highlight market trends. Any search criteria can be used to select the market segment that you desire.

**Market Statistics reports with flexible search.** – Our Area Market Survey, Market Compare Report or Market Statistics Reports can be run against the entire database or sub-selected by Area, Property type or any search parameters that will help provide meaningful information for you or your client. You can decide what information should be expressed in each report.

**Broker Confidential report that shows market share.** – A statistical snapshot of your office or firms' activity in the MLS. This report is further broken down by areas, property types, statuses and more. In each category the report compares your office/firm against the MLS in general. These reports can help you to direct your sales and marketing efforts. A nice thing about working with Valet/MLS we will continue to develop reports that help you manage your business.

**Expiration warning reports for agents and offices.** – There are reports that will show your firms listings that will expire in the near future. You tell the program how far in the future you want to be alerted and the program does the rest. Couple this report with MarketWatch and you can have a report E-Mailed to you daily or weekly that helps you manage your active inventory.

**Inventory reports that show list and sell statistics.** Most of the inventory reports will provide statistics of high, low, and median prices. It will give you average market times and the list price to sale price ratios. All Inventory and Statistical programs have a full search interface so you can provide statistics for the entire market area or a very specific market segment.

**Reports that help you better understand your market.** Our statistics and Inventory reports can provide concise information to help manage your business. We also track the number of times your listing is found in a search and the number of times that it is accessed in a detailed report. Out hit counters are available in inventory reports or can be exported to excel for additional analysis.