

System Requirements

You do not need to install any special software to use TRENDVision™. However, there are some important ways you can prepare your computer to ensure a smooth working experience.

Check your Internet browser

For best results, access TRENDVision™ using **Microsoft Internet Explorer®** browser, version 6.0 or higher. Internet explorer is available as a FREE download from <http://www.microsoft.com>. **If you connect to the Internet through AOL® or another Internet Service Provider**, once you are online, simply minimize the AOL window, and then open the Internet Explorer browser.

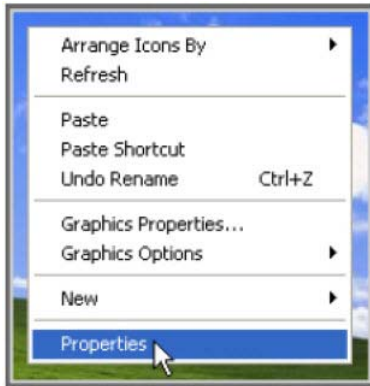
Turn-off all pop-up blockers

Several features in TRENDVision™ use a pop-up window. Make sure that all pop-up blockers are turned-off.

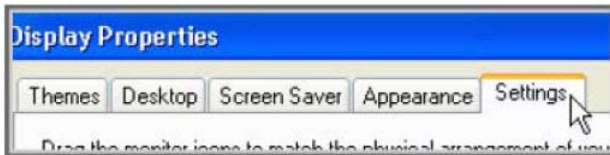
Check your screen resolution

Follow these easy steps to make sure your screen resolution is set to at least **1024 x 768** pixels:

1. On any empty area of your desktop, right-click and choose **Properties**.



2. Click the **Settings** tab.



3. Locate the **Screen resolution** setting. If it is lower than 1024x768, change it to **1024x768** (a higher resolution is also okay). Then, click **OK** to save the settings.



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When does Trendgraphix update reports with new data?

Trendgraphix releases new data for your reports no later than the 10th of each month, for the previous month's data.

To help you understand how Trendgraphix processes your MLS data every month, here are the steps we take to generate to ensure your reports are accurate:

1. The active listing data is downloaded at the end of the month.
2. The off market listing data is downloaded at the 4th or 5th of the following month (to capture the late reporting listings).
3. The data for item #1 and #2 are processed (in programming) for approx. 5-6 business days. During this time we perform our Data Validation Process, which includes manually cross-checking the data for anomalies such as typos made during the entry into MLS. An example of such an anomaly would be a \$250,000 listing that is entered into the system as a sale at \$2,500,000, due to a key-stroke error.

The reports are available for you no later than 10th every month.

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TRENDVision™ Features

*Click on a section of the TRENDVision™ report below to get help on that feature.

All Sac. County areas combined

Select a Region:
 Sacramento County

General Additional

Select a Location:

Select a Community:
 Sac/Pla/Eld/Yol/Sj/St/Me C
 Sac/Pla/Eld/Yol Counties cc
 Sac/Pla/Eld Counties combi
 All Sac. County areas combi

Select a ZIP /s with CTRL k:
 ZIP 95608
 ZIP 95610
 ZIP 95612
 ZIP 95621

Select Property Types:
 Single Family Homes
 Condo,TwnHome,1/2 Pl

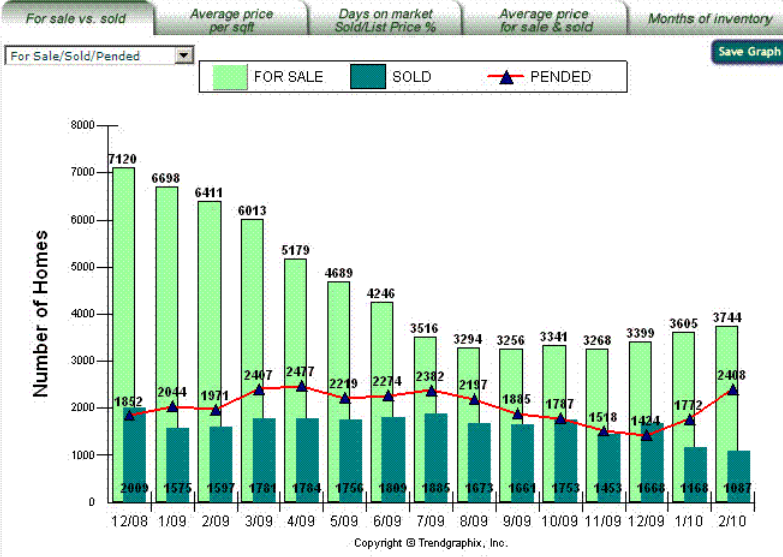
Select a Price Range:
 \$0 Min Price
 No Limit Max Price

Select Square Footage Range:
 0 Min SQFT
 No Limit Max SQFT

Select a Date Range:
 Dec. 2008 - Feb. 2010

Select a Custom Date Range
 (6 - 25 months):
 Sep. 2009 Begin Date
 Feb. 2010 End Date

GO Close



Selection Summary

Location: All Sac. County areas combined

Property Type: Single Family Homes

Price Range: \$0 - No Limit

SQFT Range: 0 - No Limit

Date Range: 12/01/2008 - 2/28/2010

Bedrooms: 0 - No Limit

Full Baths: 0 - No Limit

Half Baths: 0 - No Limit

Year Built: 0 - No Limit

	1 month			1 year			15 months		
	Jan 10	Feb 10	% Change	Feb 09	Feb 10	% Change	Dec 08	Feb 10	% Change
For Sale	3605	3744	3.9% ↑	6411	3744	-41.6% ↓	7120	3744	-47.4% ↓
Sold	1168	1087	-6.9% ↓	1597	1087	-31.9% ↓	2009	1087	-45.9% ↓
Pending	1772	2408	35.9% ↑	1971	2408	22.2% ↑	1852	2408	30% ↑

Date	12/08	1/09	2/09	3/09	4/09	5/09	6/09	7/09	8/09	9/09	10/09	11/09	12/09
For Sale	7120	6698	6411	6013	5179	4689	4246	3516	3294	3256	3341	3268	3399
New Listing	2301	2521	2285	2699	2249	2208	2435	2573	2277	2403	2444	1956	2075
Sold	2009	1575	1597	1781	1784	1756	1809	1885	1673	1661	1753	1453	1668
Pending	1852	2044	1971	2407	2477	2219	2274	2382	2197	1885	1787	1518	1424
Months of Inventory based on Closed Sales	3.5	4.3	4.0	3.4	2.9	2.7	2.3	1.9	2.0	2.0	1.9	2.2	2.0
Months of Inventory based on Pending Sales	3.8	3.3	3.3	2.5	2.1	2.1	1.9	1.5	1.5	1.7	1.9	2.2	2.4
Absorption Rate based on Closed Sales	28.2	23.5	24.9	29.6	34.4	37.4	42.6	53.6	50.8	51.0	52.5	44.5	49.1
Absorption Rate based on Pending Sales	26.0	30.5	30.7	40.0	47.8	47.3	53.6	67.7	66.7	57.9	53.5	46.5	41.9
Avg. Active Price	247	249	260	268	283	295	308	334	346	339	325	314	289
Avg. Sld Price	198	189	187	187	190	200	200	201	204	204	206	209	211
Avg. Sq. Ft. Price	121	116	115	113	115	118	121	121	120	122	123	125	124
Sold/List Diff. %	99	98	99	98	99	99	100	100	100	100	100	100	99
Sold/Orig LP Diff. %	93	92	92	92	92	93	95	95	96	96	97	97	96
Days on Market	45	52	51	55	56	54	49	51	46	47	48	47	51
Avg CDOM	70	79	77	79	82	77	69	68	63	65	63	62	67
Median Price	178	165	166	166	167	179	179	180	188	180	185	184	185

*All reports are published Mar. 2010, based on data available at the end of Feb. 2010.
 All reports presented are based on data supplied by the Sacramento, El Dorado, Placer, Yolo, San Joaquin, Stanislaus, Merced, Contra Costa and Solano Association of Realtor, Bay East Association or their MLSs. Neither the Associations nor their MLSs guarantee or are in anyway responsible for its accuracy. Data maintained by the Associations or their MLSs may not reflect all real estate activity. Information deemed reliable but not guaranteed.

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Email

After clicking the Email button, the following email dialog box appears on the screen.

*** Your Email:**

*** Send To:**

Send To:

Send To:

Subject:

Comments:

Location : All Sac. County areas combined

Number of Homes For Sale vs. Sold vs. Pending

Average Home Sold Price per SQFT

Avg DOM & SP/LP %

Avg Price For Sale & Sold

Months of Inventory based on Closed Sales

Include % change summary table on the page

Include data table on the page

Include preparer's name

*** Required Fields**

This feature can be used to send report/s via email to clients. The sender must fill out several required fields (such as the sender email address, the receiver email address) and optional fields (such as the subject of the email, comments). The sender can send email to multiple receivers at a time by filling out the receivers email address in the **Send to** field. The sender can customize the content of the email by selecting which report/s that will be included, including % change summary table and/or data table, and showing the preparer name in the email. Once the "Email" button is clicked, the email is sent to the recipient/s. The sender will get a confirmation email if the recipient/s open or read it.

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Print

After clicking the Print button, the following dialog box appears on the screen.

Location : All Sac. County areas combined

Number of Homes For Sale vs. Sold vs. Pending

Average Home Sold Price per SQFT

Avg DOM & SP/LP %

Avg Price For Sale & Sold

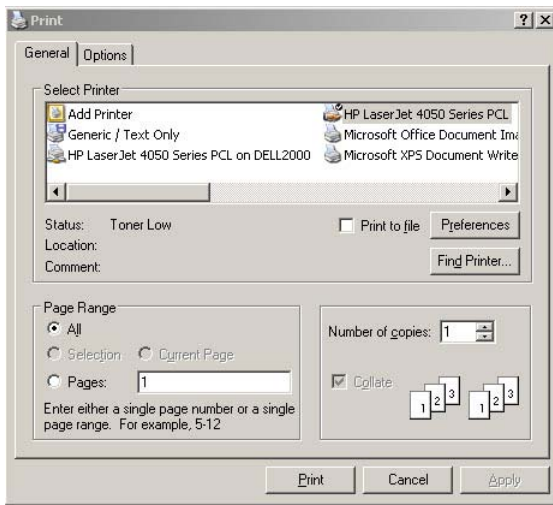
Months of Inventory based on Closed Sales

Include % change summary table on the page

Include data table on the page

Include preparer's name

This feature is used to print one or more reports. Customize the printed report by selecting which report/s that will be included, including % change summary table and/or data table, and showing the preparer name in printed report. Once the "Create Report" button is clicked, the report is compiled and the regular Print dialog box appears on the screen (see below). You can find the printed report in your printer as soon as you have clicked the "Print" button.



How to print graph/s and data table/s?

1. Be sure that all pop-up blockers are turned off.
2. Be sure that you are using the PRINT button in the report rather than the Print function in your web browser (ie: do not use "File>Print").
3. Set the Page Set-Up settings and margins
 - In INTERNET EXPLORER*, go to the FILE menu at the top left-hand side of your screen.
 - From the FILE menu, choose PAGE SETUP.
 - On the pop-up window that appears, change all four of your MARGINS to 0.25.
 - Try printing again, using the PRINT button in the Facts & Trends™ interface

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Help

After clicking the Help button on the TRENDVision™ report page, this help document appears on the screen.

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Tutorial

After clicking the Tutorial button on the TRENDVision™ report page, the Tutorial window appears on the screen. You can come back to this feature whenever you need more information on how to present this report to your buyer and/or seller clients.

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Save Graph

This feature enables you to save the graph to your own computer for various usages, such as for your marketing materials.

How to save a graph to include in marketing materials?

1. Be sure that all pop-up blockers are turned off.
2. On the top right-hand side of all your graphs is a green button that says **Save Graph**
3. Click this button and save the graph to a location on your computer than you can access easily later.
4. The graph will be saved as a picture/image file and you can now upload it to all kinds of programs like Word, Publisher, Powerpoint, and even your website - just as you would a property photo, or your own headshot.
5. For further information on how to upload/import an image into the software program you are using, consult your software's manual or help documentation.

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General Search

The report selection criterias are divided into 2 search categories as follows:

1. General
The General search covers the main important criterias, such as: location, property type, price range,

square footage range, date range, etc.

2. Additional

The Additional search covers the additional criterias, such as: bedrooms, full bathrooms, half bathrooms and year built. Depending on the data availability in your MLS, those field criterias may not all available.

You can click on this tab to toggle between General and Additional search. Complete the General search first, before continue on the Additional search.

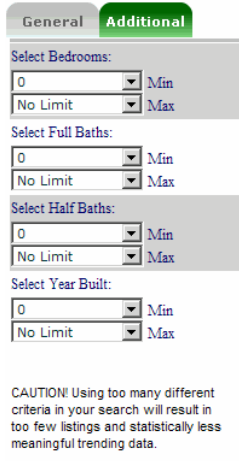
Note: Both General and Additional tabs may not available in your reports if we have not updated our database with those fields.

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Additional Search

The Additional search covers the additional criterias, such as: bedrooms, full bathrooms, half bathrooms and year built. Depending on the data availability in your MLS, those field criterias may not all available. If we have not gathered the data for those 4 additional fields, this tab is not available in your report.

The additional search looks like below:



The screenshot shows a search interface with two tabs: 'General' and 'Additional'. The 'Additional' tab is active. Below the tabs are four sections, each with a 'Min' and 'Max' dropdown menu:

- Select Bedrooms:** Min: 0, Max: No Limit
- Select Full Baths:** Min: 0, Max: No Limit
- Select Half Baths:** Min: 0, Max: No Limit
- Select Year Built:** Min: 0, Max: No Limit

At the bottom of the form, there is a caution message: "CAUTION! Using too many different criteria in your search will result in too few listings and statistically less meaningful trending data."

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Select a Region

This drop down lists provides the list of the available regions. Depending on the report setup, the region list can be the MLSs or counties. The region has to be selected first before selecting other report criterias.

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Select a Location

This drop down lists provides locations that are available in the selected region. The location fields differ in each region. Depending on the report setup, the location fields can consist of community, area, city, zip code, etc. The location fields are mutually exclusive. This means you can only select one location field at a time. You cannot select a community and a zip code at the same time. You can select multiple items in the same location field.

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Select Property Types

This drop down list provides the property types that are available for the report. Select one or more property types you want to include in your report.

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Select a Price Range

This drop down list provides the price range criteria. Select the minimum price and the maximum price for your report.

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Select Square Footage Range

This drop down list provides the property square footage range criteria. Select the minimum square footage and the maximum square footage for your report.

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Select a Date Range

This drop down list provides the date range choices. There are 2 different date range categories:

1. Pre-defined date range

The pre-defined date range covers the regular 15-month date range and long-ranged report. The regular 15-month date ranges are listed as the start and end month. You can select any one of them. The long-ranged report covers "Last 2 Years", "Last 3 Years", ..., up to 15 years depending on how far back is your MLS data that we have in our database. Starting on "Last 6 Years", the reports are represented quarterly.

2. Custom date range

If you selected Custom date range, you can define the begin and end month of the report. The minimum range is 6 months and the maximum range is 25 months.

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Select Bedrooms

This drop down list provides the bedroom range criteria. Select the minimum and maximum number of bedrooms for your report.

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Select Full Bathrooms

This drop down list provides the full bathrooms range criteria. Select the minimum and maximum number of full bathrooms for your report.
Note: If your MLS does not differentiate the bathrooms into full and half, then this selection is for Bathrooms (not Full Bathrooms).

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Select Half Bathrooms

This drop down list provides the half bathrooms range criteria. Select the minimum and maximum number of half bathrooms for your report. Note: If your MLS does not differentiate the bathrooms into full and half, then this selection is not available.

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Select Year Built

This drop down list provides the property year built range criteria. Select the minimum and maximum year built for your report.

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Go

After selecting the report criterias in both General and Additional tabs, click the **Go** button to display the report.

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Close

This **Close** button closes the TRENDVision™ reports\2.

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For Sale vs. Sold Report

[About the For Sale vs. Sold Report](#)

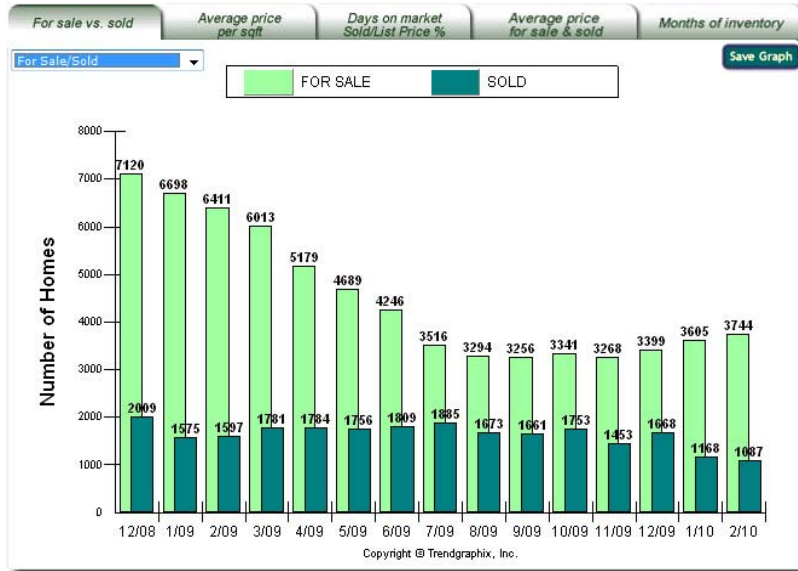
The vertical axis represents the number of properties for sale, pending, closed or new listing in a given time period.

The horizontal axis represents the monthly trends and changes measured each month.

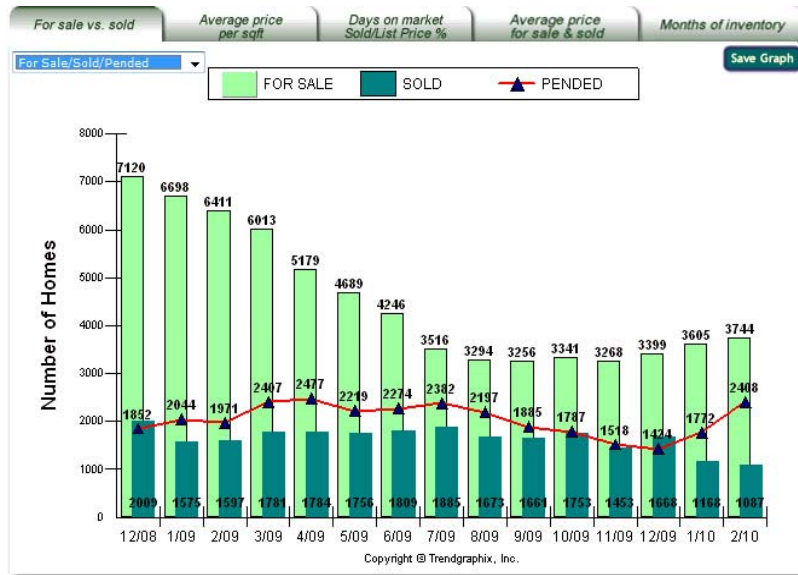
The drop down list in the top-left corner provides the types of the report.

The types of the report for **For Sale vs. Sold** tab are:

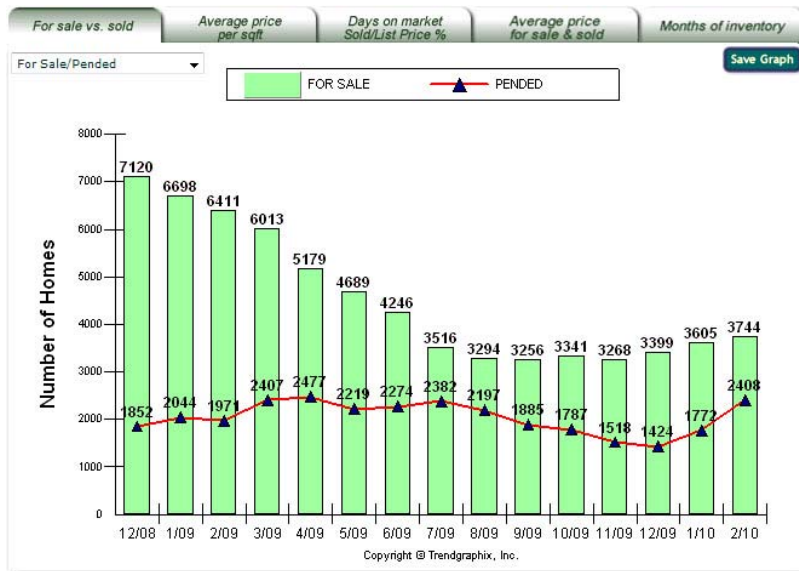
-> **Type 1: For Sale/Sold** which shows the number of properties for sale and sold per month.



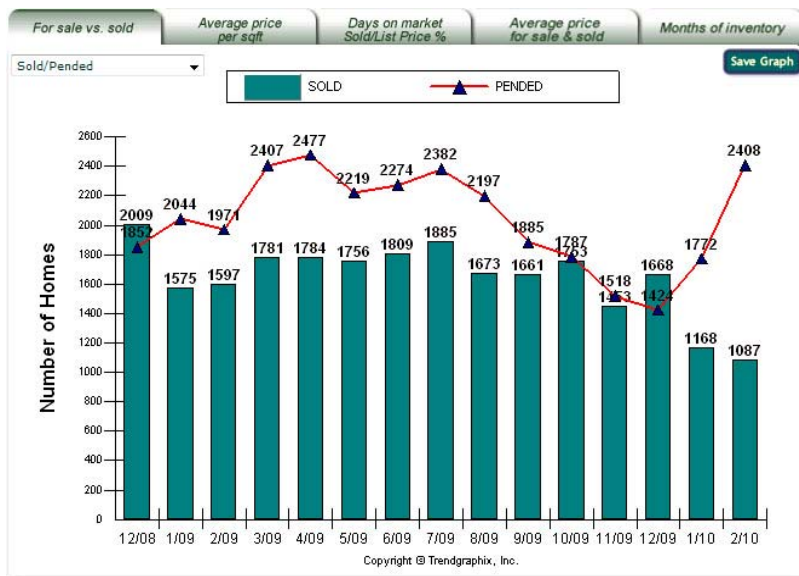
-> **Type 2: For Sale/Sold/Pended** which shows the number of properties for sale, pending, and sold per month.



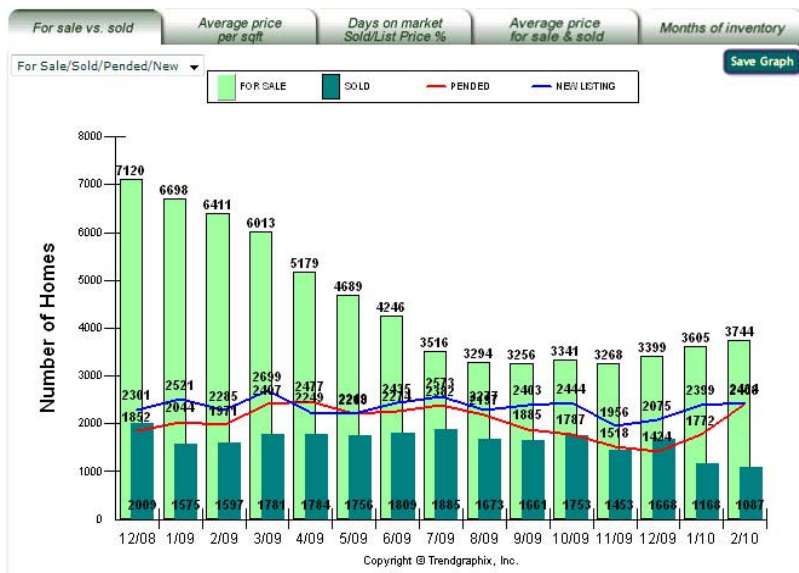
-> **Type 3: For Sale/Pended** which shows the number of properties for sale and pended per month.



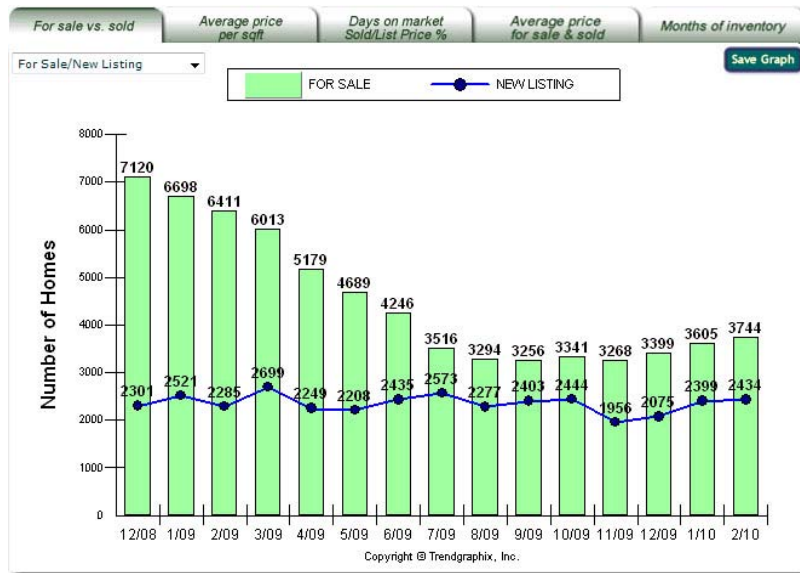
-> Type 4: **Sold/Pended** which shows the number of properties pended and sold per month.



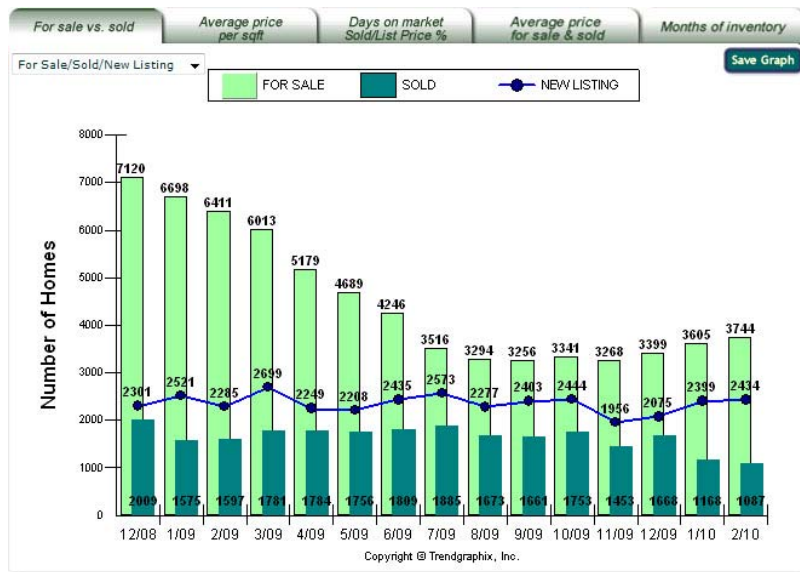
-> Type 5: **For Sale/Sold/Pended/New Listing** which shows the number of properties for sale, sold, pended and new listed per month.



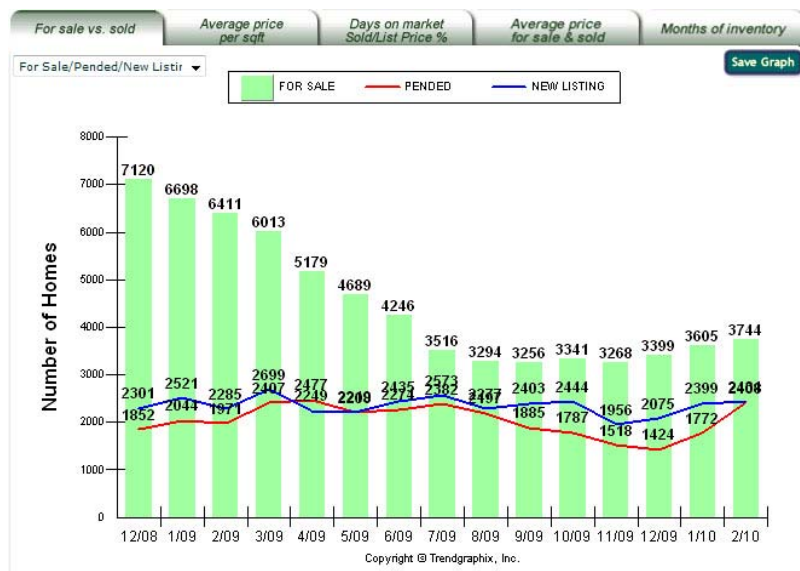
-> Type 6: **For Sale/New Listing** which shows the number of properties for sale and new listed per month.



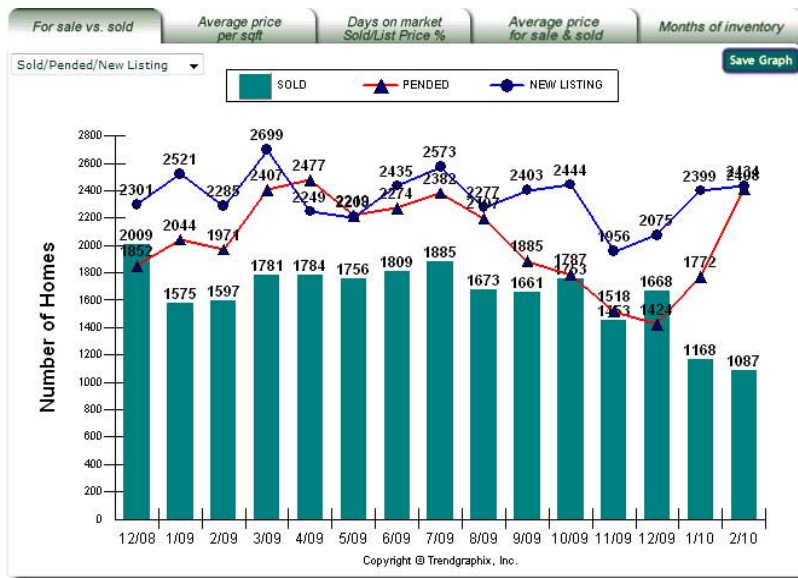
-> Type 7: **For Sale/Sold/New Listing** which shows the number of properties for sale, sold and new listed per month.



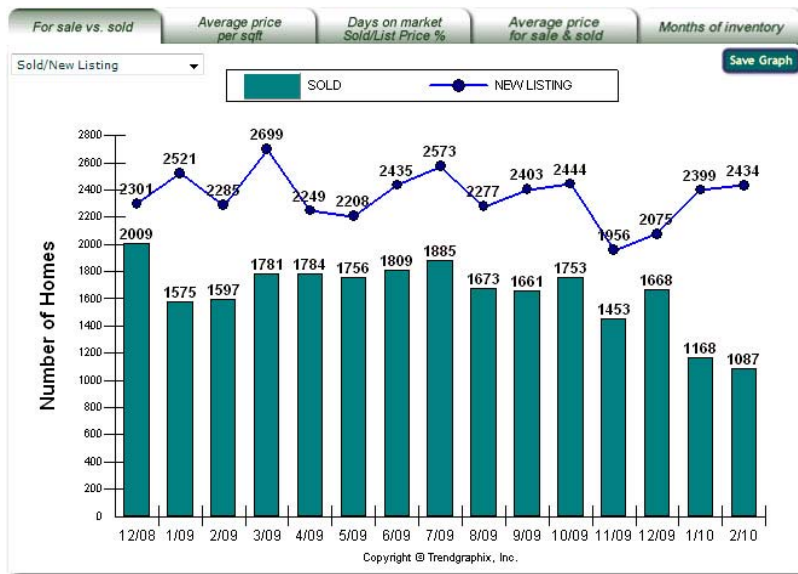
-> Type 8: **For Sale/Pended/New Listing** which shows the number of properties for sale, pended and new listed per month.



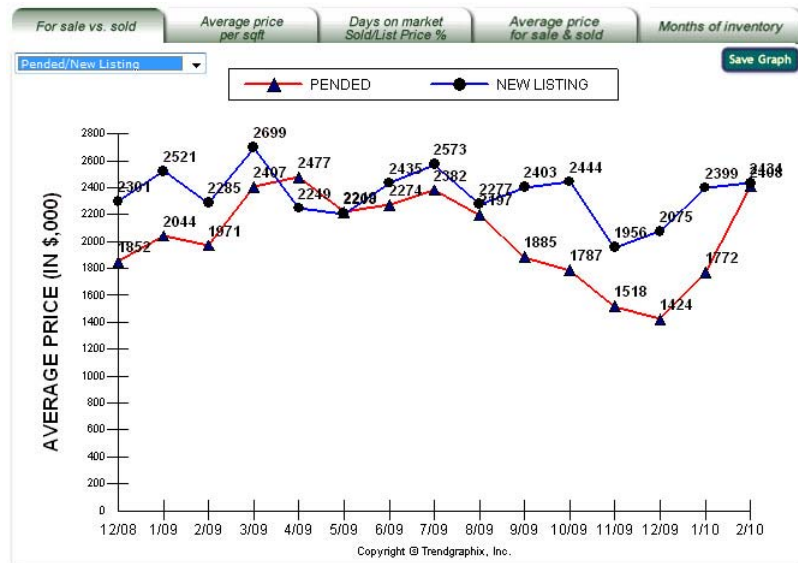
-> Type 9: **Sold/Pended/New Listing** which shows the number of properties sold, pended and new listed per month.



-> Type 10: **Sold/New Listing** which shows the number of properties sold and new listed per month.



-> Type 11: **Pended/New Listing** which shows the number of properties pended and new listed per month.



Note: If your MLS does not provide the listing date data that is used to specify the new listing numbers, your report has Type 1 thru Type 4 only in the drop down list selection.

The light green bar represents the number of properties listed per month based on the selected criterias.

The red line with black triangle marks represents the number of properties pending per month based on the selected criterias.

The dark green bar represents the number of properties that have closed escrow per month based on the selected criterias. The most recent month's number is preliminary and may be revised in the next month's report. This is to account for closed properties that are reported late.

The blue line with black circle marks represents the number of new listed properties per month based on the selected criterias.

What do For Sale, Pended, Sold and New Listing mean?

The **For Sale** numbers are the snapshot of the number of property for sale at the end of the month.

The **Pended** numbers represent the number of properties that went into the "pending" status in that month.

For example, if there are 100 pended properties in January, it means that 100 properties had their status changed to "Pending" in January.

The **New Listing** numbers represent the number of properties that are new listed in a particular month.

The **Sold** numbers represent the number of properties that are sold on a particular month.

Please note that the properties for sale data is downloaded at the end of the month and the off market data (pended and sold) is downloaded at the 4th or 5th of the following month every month.

What Does For Sale vs. Sold Report Do?

It helps determine the trend of market supply and demand.

It helps determine whether the current market is a seller or buyer market.

It helps determine the minimum length of the listing period.

It helps identify which price range the majority of the properties are in, within a given area.

It helps focus on where the buyer's activities are and the market condition in those areas.

How to Use For Sale vs. Sold Report?

Use with [Average Price Per Sqft Report](#) to set competitive listing price.

Use current inventory level to determine market condition. The current inventory level is derived by dividing the monthly listing number by the monthly sold number which is shown in [Months of Inventory](#) graph. As a rule of thumb, an inventory level of less than three indicates a strong seller market while an inventory level greater than six indicates a buyer's market.

A downward trend of listing inventory and an upward trend of the number of properties sold indicates the seller is in a better negotiating position.

An upward trend of listing inventory and a downward trend of the number of properties sold indicates the buyer is in a better negotiating position.

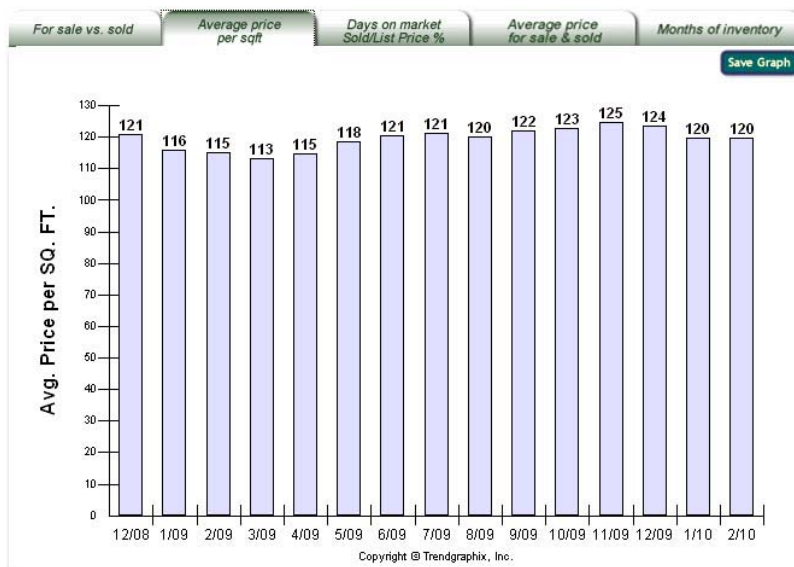
You Should Know

The properties sold figures are derived from recorded transactions.

Current monthly sold figures might be adjusted upward on the next month's report. This is to account for any closed transactions that are reported late.

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Average Price per Sqft. Report



About the Average Price per Sqft. Report

The vertical axis represents the average price per square foot of closed properties in a given time period.

The horizontal axis represents the monthly trends and changes measured each month.

The purple bar represents the average price per square foot of the closed properties per month based on the selected criterias.

How do you calculate the Average Price per Sqft?

The **Average Price per Sqft** is the average of sold price divided by square footage of sold listings.

What Does Average Price per Sqft. Report Do?

It helps establish the market price for an average home.

It helps determine if there is any change in property value for a specific area in a specific price range.

How to Use Average Price per Sqft. Report?

Use the highest and lowest monthly average price per square foot on the chart to establish the most marketable price range in a specific area.

If the home has a larger than normal lot, a special amenity, or is located in an area of social demand, the home price must be adjusted upward.

Refer to [For Sale vs. Sold Report](#) for the number of properties sold per month. If there are less than five properties sold per month for a specific price range, the average price per square foot might be skewed and is not as useful. In this case, an average of the fifteen month's or more figures should be used in setting the price.

You Should Know

The garage area is not included in the square footage price calculation.

Individual listings in the MLS system without square foot information are excluded in the average square foot price calculation.

This report is not available where reporting of property square footage information is prohibited by the local MLS or if you selected Lot and/or Land property types.

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Days on Market and Sold/List Price % Report

About the Days on Market and Sold/List Price % Report

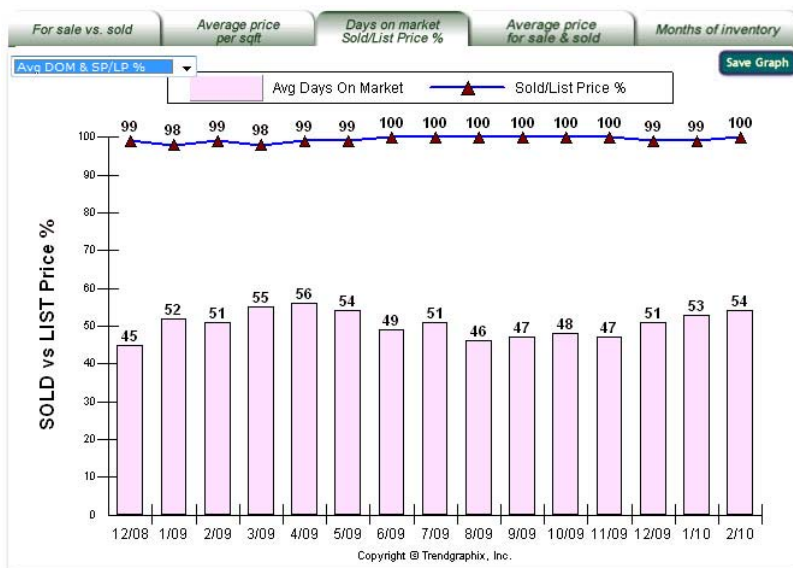
The vertical axis represents the percentage of the sold price / list price or sold price / original list price of the properties sold in given time period. It also represents average number of days that the house has been on the market (days on market or cumulative days on market).

The horizontal axis represents the monthly trends and changes measured each month.

The drop down list in the top-left corner provides the types of the report.

The types of the report for **Days on Market and Sold/List Price %** tab are:

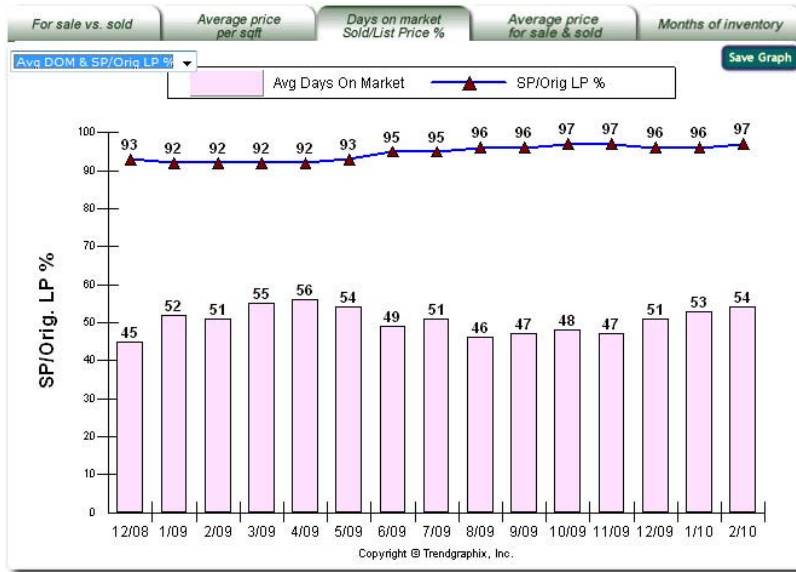
-> Type 1: **Avg DOM & SP/LP %**



The pink bar represents the average number of days that the sold properties had been on the market as active listings before a legal sales contract has been signed (days on market).

The dark blue line with the red triangle marks represents the comparison of sold price and list price of the properties sold (sold listings) in percent per month based on the selected criterias.

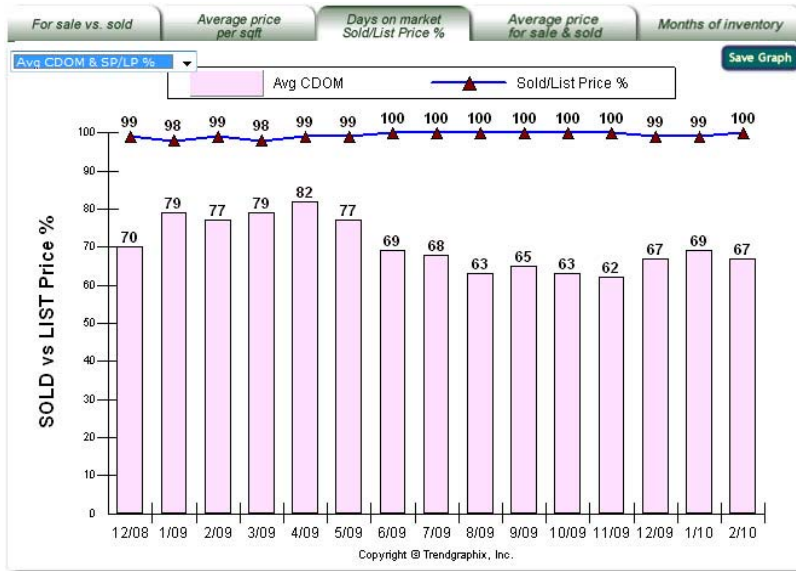
-> Type 2: **Avg DOM & SP/Orig LP %**



The pink bar represents the average number of days that the sold properties had been on the market as active listings before a legal sales contract has been signed (days on market).

The dark blue line with the red triangle marks represents the comparison of sold price and original list price of the properties sold (sold listings) in percent per month based on the selected criterias.

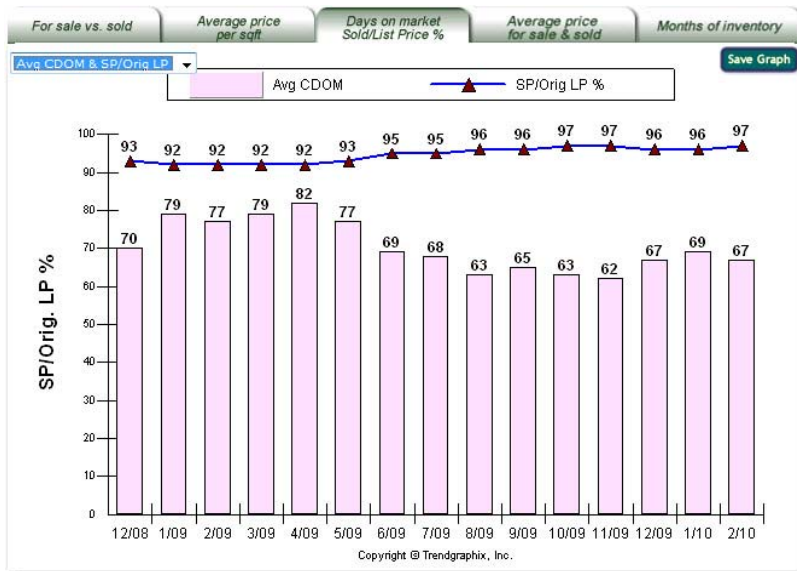
-> Type 3: **Avg CDOM & SP/LP %**



The pink bar represents the average number of days that the sold properties had been on the market as active listings (including if it is relisted) before a legal sales contract has been signed (cumulative days on market).

The dark blue line with the red triangle marks represents the comparison of sold price and list price of the properties sold (sold listings) in percent per month based on the selected criterias.

-> Type 4: **Avg CDOM & SP/Orig LP %**



The pink bar represents the average number of days that the sold properties had been on the market as active listings (including if it is relisted) before a legal sales contract has been signed (cumulative days on market).

The dark blue line with the red triangle marks represents the comparison of sold price and original list price of the properties sold (sold listings) in percent per month based on the selected criterias.

Note: If your MLS does not provide the CDOM data, your report has Type 1 and Type 2 only in the drop down list selection.

What is DOM?

DOM stands for days on the market, how long a property is on the market. It generally is between the day the property is listed and the day it becomes off market (for example, when it becomes pended).

Is Average DOM calculated based on sold listings?

Yes, it is. The **Average DOM** is the average of DOM of sold properties.

What is CDOM and how is it calculated?

CDOM stands for continuous days on the market and tracks consecutive listing periods.

While all MLSs are a little different, the generally accepted rule is that, if a property is re-listed within a 30 day period of it's previous expired, withdrawn, or canceled period, CDOM kicks in and tracks the aggregated listing time of the property. If the property is off the market for 30 days it resets the CDOM. CDOM is usually only measured for a maximum period of two years.

If you have questions about how CDOM is calculated in your region, please contact your primary support person for Trendgraphix or speak with a representative for your local MLS.

What is Sold/List Diff. %?

The **Sold/List Diff. %** represents the percentage difference between sold price and list price of sold properties.

What is Sold/Orig. List Diff. %?

When a property is listed on the market, the list price may change couple times before it gets sold. The original list price is the price that is first entered to the MLS database when a property is listed on the market. The **Sold/List Diff. %** represents the percentage difference between sold price and original list of sold properties.

What Does Days on Market and Sold/List Price % Report Do?

This report shows the percentage of sold price / list price at which an equal number of properties are sold above, equal or below the list price.

It indicates how long it has taken to sell those properties.

The percentage of sold price / list price helps identify where the market activity is the strongest.

The days on market figure helps establish the minimum listing period.

It helps identify the best match for a buyer's price range.

How to Use Days on Market and Sold/List Price % Report?

If the percentage of sold price / list price is closer to 100 then there are more potential buyers available for the property.

If a property's listing period is less than the average days on the market, the listing will have a greater chance of expiring before it is sold.

Use this report with out-of-town or relocation buyers to assist them in making their investment decision.

Average Price For Sale & Sold Report

About the Average Price For Sale & Sold Report

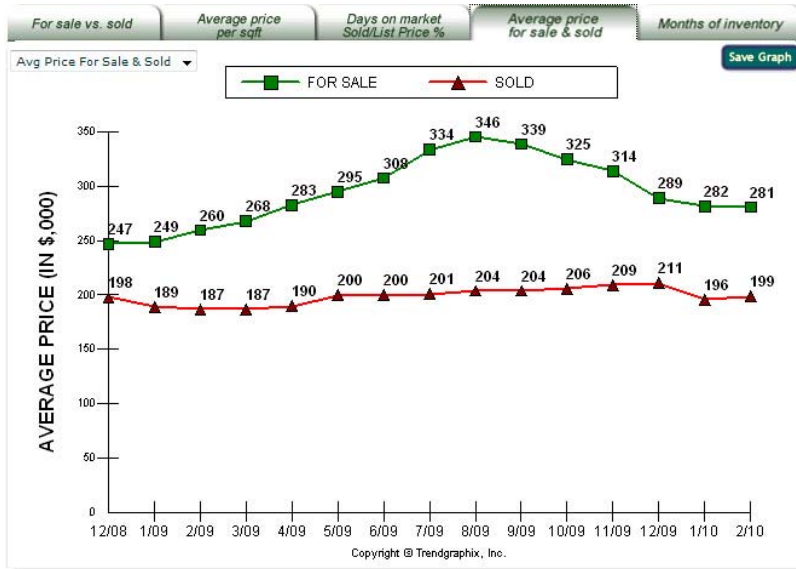
The vertical axis represents the average price of properties that were listed or closed, in thousands, in a given time period.

The horizontal axis represents the monthly trends and changes measured each month.

The drop down list in the top-left corner provides the types of the report.

The types of the report for **Average Price For Sale & Sold** tab are:

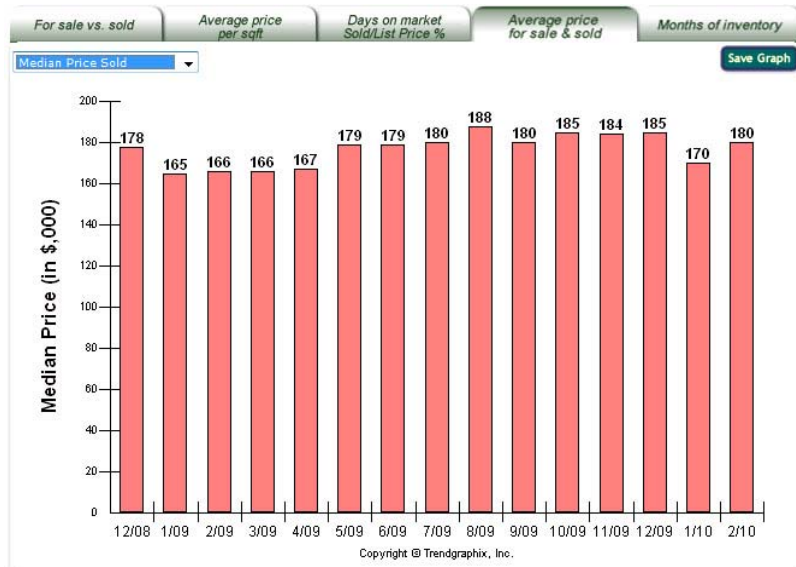
-> *Type 1: Average Price For Sale & Sold*



The green line with the square marks is the average price of active properties listed, in thousands, per month based on the selected criterias

The red line with triangles marks is the average price of properties that have closed escrow, in thousands, per month based on the selected criterias

-> *Type 2: Median Price Sold*



The red bar represents the median price of properties that have closed escrow, in thousands, per month based on the selected criterias.

What Does Average Price For Sale & Sold graph mean?

The **Average Price For Sale** is the average of list price of the properties for sale in a particular month. The **Average Price Sold** is the average of sold price of the properties sold in a particular month. Displaying both the **Average Price For Sale** and **Average Price Sold** line charts in a graph portrays the relationship between the on and off market pricing.

What Does Average Price For Sale & Sold Report Do?

It helps determine whether the market is a buyer or seller market. If the average listing price and average sold price are the closest, the area has the healthiest market.

It helps identify where the softest market is and where the buyer can find the biggest price concessions.

It helps determine if there is any change in property value for a specific area.

How to Use Average Price For Sale & Sold Report?

Refer to [For Sale vs. Sold Report](#) for the number of properties sold. If a very expensive or very cheap home has been sold, these statistics can be skewed up or down, and the trend line can fluctuate with less consistency.

If the average sold price is below the average listing price, and falling, the market is moving toward a buyers' market. If the average sold price trend is up or above the average listing price, the market is moving toward a sellers' market.

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Months of Inventory Report

About the Months of Inventory Report

The vertical axis represents the months of inventory or absorption rate (in percentage) in given time period.

The horizontal axis represents the monthly trends and changes measured each month.

There are 2 kinds of **Months of Inventory** as follows:

1. Months of Inventory based on Closed Sales (MOI based on Closed Sales)

MOI based on Closed Sales = the number of properties for sale divided by the number of properties sold.

For instance, if there are 1,000 active listings and 100 of them sold in a given month, the MOI based on Closed Sales would be 10.

2. Months of Inventory based on Pended Sales (MOI based on Pended Sales)

MOI based on Pended Sales = the number of properties for sale divided by the number of properties pended.

There are 2 kinds of **Absorption Rate** as follows:

1. Absorption Rate based on Closed Sales

Absorption Rate based on Closed Sales = the number of properties sold divided by the number of properties for sale.

For instance, if there are 1,000 active listings and 100 of them sold in a given month, the rate of absorption would be 10%. 10% of the market is being sold in that given month.

2. Absorption Rate based on Pended Sales

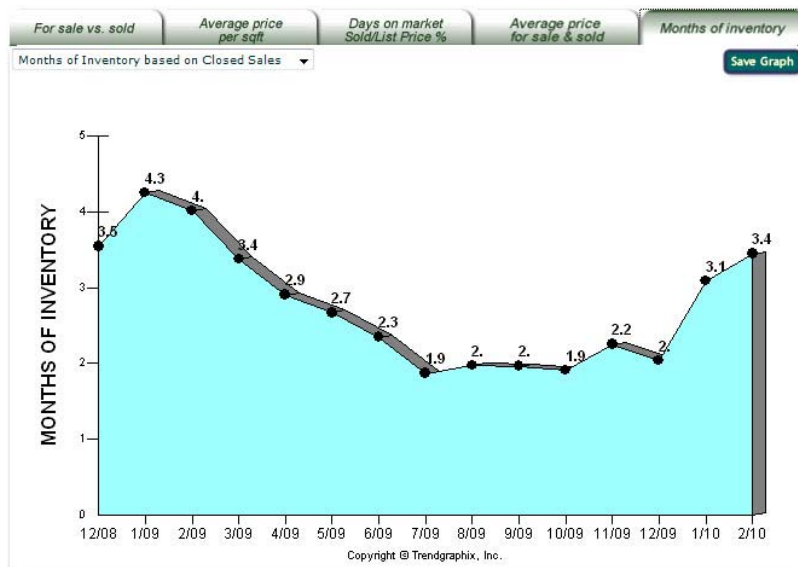
Absorption Rate based on Pended Sales = the number of properties pended divided by the number of properties for sale.

The **Rate of Absorption** measures the inverse of **Months of Inventory** and represents how much of the current active listings (as a percentage) are being absorbed (sold or pended) each month.

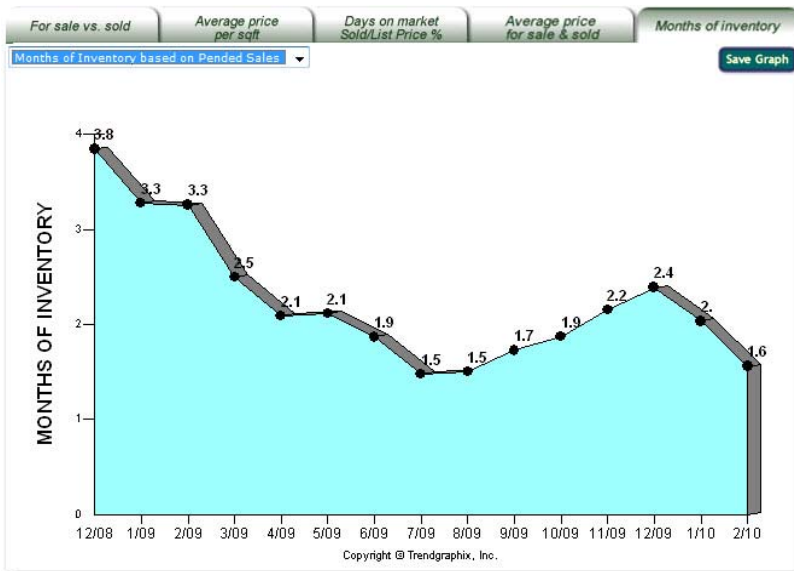
The drop down list in the top-left corner provides the types of the report.

The types of the report for **Months of Inventory** tab are:

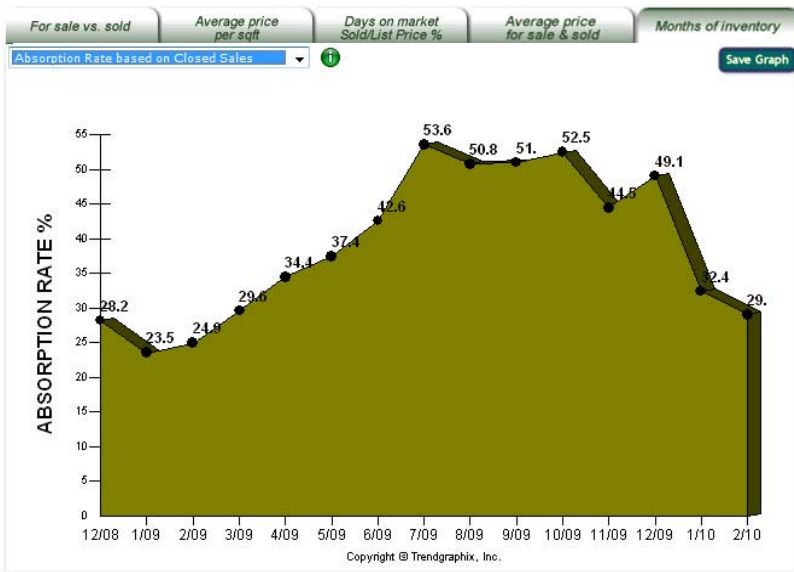
-> Type 1: **Months of Inventory based on Closed Sales**



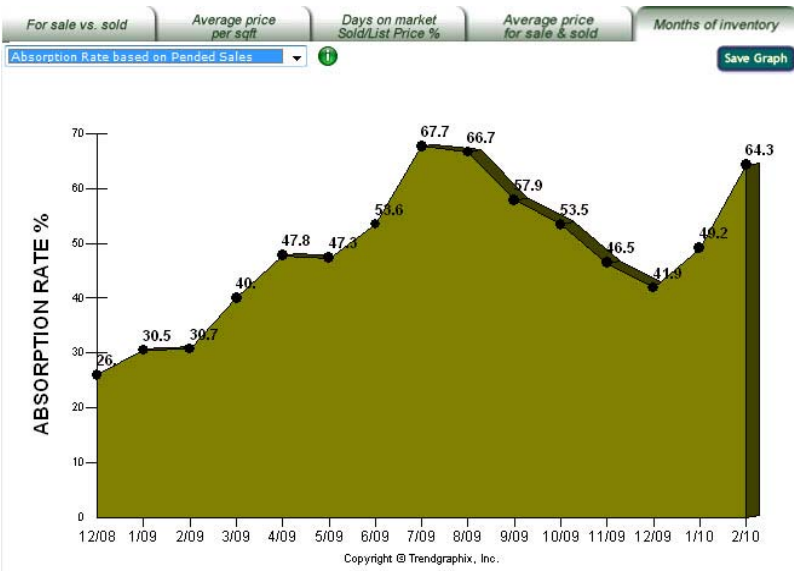
-> Type 2: **Months of Inventory based on Pended Sales**



-> Type 3: Absorption Rate based on Closed Sales



-> Type 4: Absorption Rate based on Pended Sales



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How to Use Months of Inventory Report?

Refer to [For Sale vs. Sold Report](#) for the number of properties for sale, pended and sold that are used to calculate the Months of Inventory report. As a rule of thumb, an inventory level of less than three indicates

a strong seller market while an inventory level greater than six indicates a buyer's market.

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Graphic Report

There are 5 kinds of graphic reports which correspond to the report tab selection:

Graphic Reports 1: [For Sale vs. Sold Report](#) which shows the number of properties for sale, pending, sold and new listed graphs.

Graphic Reports 2: [Average Price per Sqft. Report](#) which shows the average price per square foot of properties sold graph.

Graphic Reports 3: [Days on Market & Sold/List Price % Report](#) which shows the percentage of sold price / list price (and sold price / original list price) and the average days on market of properties sold (and cumulative days on market) graphs.

Graphic Reports 4: [Average Price For Sale & Sold Report](#) which shows the average price of property for sale & sold and median sold price graphs.

Graphic Reports 5: [Months of Inventory Report](#) which shows the months of inventory and absorption rate graphs.

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% Change Summary Table

% Change Summary Table summarizes the changes in percentage between the latest month compare to a selected previous month.

The % Change Summary Table depicts the following 2 or 3 columns based on the data elements shown in the graphic report:

1. % change of 1 month (the latest month compare to previous month)
2. % change of 1 year (the latest month compare to the same month previous year) - if you've selected equal and/or more than 13-month date range. Otherwise, this column is not shown.
3. % change of the longest range based on your date range selection

For example, if you've selected **For Sale/Sold/Pending** report with the "Last 2 Years" date range when the report is published on Mar. 2010, then the % Change Summary Table shows the **For Sale, Sold and Pending** numbers for the following 3 columns:

1. % change of 1 month - % change of Feb. 2010 and Jan. 2010
2. % change of 1 year - % change of Feb. 2010 and Feb. 2009
3. % change of 2 years - % change of Feb. 2010 and Feb. 2008

If you've selected **Avg DOM & SP/LP %** report with the custom date range (Aug. 2009 - Feb. 2010) when the report is published on Mar. 2010, then the % Change Summary Table shows the **Avg DOM and SP/LP%** numbers with for following 2 columns:

1. % change of 1 month - % change of Feb. 2010 and Jan. 2010
2. % change of 7 months - % change of Feb. 2010 and Aug. 2009

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Report Selection Summary

This selection summary provides the list of the criterias and their values you have selected.

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Data Table

Date	12/08	1/09	2/09	3/09	4/09	5/09	6/09	7/09	8/09	9/09	10/09
For Sale	7120	6698	6411	6013	5179	4689	4246	3516	3294	3256	3
New Listing	2301	2521	2285	2699	2249	2208	2435	2573	2277	2403	2
Sold	2009	1575	1597	1781	1784	1756	1809	1885	1673	1661	1
Pending	1852	2044	1971	2407	2477	2219	2274	2382	2197	1885	1
Months of Inventory based on Closed Sales	3.5	4.3	4.0	3.4	2.9	2.7	2.3	1.9	2.0	2.0	
Months of Inventory based on Pending Sales	3.8	3.3	3.3	2.5	2.1	2.1	1.9	1.5	1.5	1.7	
Absorption Rate based on Closed Sales	28.2	23.5	24.9	29.6	34.4	37.4	42.6	53.6	50.8	51.0	5
Absorption Rate based on Pending Sales	26.0	30.5	30.7	40.0	47.8	47.3	53.6	67.7	66.7	57.9	5
Avg. Active Price	247	249	260	268	283	295	308	334	346	339	
Avg. Std Price	198	189	187	187	190	200	200	201	204	204	
Avg. Sq. Ft. Price	121	116	115	113	115	118	121	121	120	122	
Sold/List Diff. %	99	98	99	98	99	99	100	100	100	100	
Sold/Orig LP Diff. %	93	92	92	92	92	93	95	95	96	96	
Days on Market	45	52	51	55	56	54	49	51	46	47	
Avg CDOM	70	79	77	79	82	77	69	68	63	65	
Median Price	178	165	166	166	167	179	179	180	188	180	

[About the Data Table](#)

The left column (red text) represents the total of 16 categories that also can be found in the corresponding graphic report.

The first row (green text) represents the months of the report.

What is the relation between the Data Table and the Graphic Report?

Each graphic report has one or more corresponding rows in the data table. The data table rows represent the values, for the x month period (x depends on the date range selection), in each corresponding graphic report.

The 16 categories which also can be found in graphic reports are:

*Category 1: **For Sale*** represents the number of properties for sale (or active listings) per month which also can be found in [For Sale vs. Sold](#) graphic report.

*Category 2: **New Listing*** represents the number of properties new listed per month which also can be found in [For Sale/Sold/Pended/New Listing](#) graphic report.

*Category 3: **Sold*** represents the number of properties sold (or sold listings) per month which also can be found in [For Sale vs. Sold](#) graphic report.

*Category 4: **Pended*** represents the number of properties pended (or pended listings) per month which also can be found in [For Sale/Sold/Pended/New Listing](#) graphic report.

*Category 5: **Months of Inventory based on Closed Sales*** represents the comparison of the number of properties for sale (active listings) and the number of properties sold (sold listings) per month which also can be found in [Months of Inventory based on Closed Sales](#) graphic report.

*Category 6: **Months of Inventory based on Pended Sales*** represents the comparison of the number of properties for sale (active listings) and the number of properties pended (pended listings) per month which also can be found in [Months of Inventory based on Pended Sales](#) graphic report.

*Category 7: **Absorption Rate based on Closed Sales*** represents the comparison of the number of properties for sold (sold listings) and the number of properties sale (active listings) per month which also can be found in [Absorption Rate based on Closed Sales](#) graphic report.

*Category 8: **Absorption Rate based on Pended Sales*** represents the comparison of the number of properties for pended (pended listings) and the number of properties sale (active listings) per month which also can be found in [Absorption Rate based on Pended Sales](#) graphic report.

*Category 9: **Average Active Price*** represents the average price of properties for sale per month, in thousands, which also can be found in [Average Price For Sale & Sold](#) graphic report.

*Category 10: **Average Sold Price*** represents the average price of properties sold per month, in thousands, which also can be found in [Average Price For Sale & Sold](#) graphic report.

*Category 11: **Average Square Foot Price*** represents the average price per square foot of properties sold per month which also can be found in [Average Price per Sqft](#) graphic report.

*Category 12: **Sold/List Price Difference in %*** represents the comparison of the sold price and the list price of the properties sold in percentage per month which also can be found in [Days on Market and Sold/List Price %](#) graphic report.

*Category 13: **Sold/Original List Price Difference in %*** represents the comparison of the sold price and the original list price of the properties sold in percentage per month which also can be found in [Days on Market and Sold/Orig List Price %](#) graphic report.

*Category 14: **Average Days on Market*** represents the average days of properties for sale (active listings) becoming pended which also can be found in [Days on Market and Sold/List Price %](#) graphic report.

*Category 15: **Average Cummulative Days on Market*** represents the average days of properties for sale (active listings) becoming pended (including if they are relisted) which also can be found in [Cummulative Days on Market and Sold/List Price %](#) graphic report.

*Category 16: **Median Price Sold*** represents the median price, in thousands, of the sold properties, at which an equal number of properties are sold above or below that price, which also can be found in [Median Price Sold](#) graphic report. Median price helps identify where the market activity is the strongest. It helps identify the best match for a buyer's price range. If the property's listing price is closer to the median price then there are more potential buyers available for the property.