

## **Real Trend Report**

### Market Share Analysis Reports

The Real Trend Report provides a comprehensive overview of the county real estate market. This printed report compares the number of sales and dollar volume of sales for the current month with the same month of the previous year. It also compares the number and dollar volume of sales for the current year-to-date with the previous year-to-date. As well, it shows an analysis of new home sales compared to existing home sales, and the number and dollar volume of foreclosures.

### **Types of Sales Transactions Real Trend Report**

- New Single Home Sales
- Single Family Home Re-Sales
- New Condominiums
- Condominium Re-Sales
- Mobile Home Sales
- Residential Lot Sales
- Improved Commercial Sales
- Vacant Commercial Sales
- Foreclosure – number & dollar volume

### **Features of Real Trend Report**

- A graphic analysis of the number of new home sales compared to existing home sales as well as a graphic comparison by dollar volume
- Graphic and tabular analysis of new single family home permit and sales trends including monthly graphs for the most recent three-year period
- A graph showing the monthly number of new homes sales and the number of new homes permitted for the most recent three year period
- A graph showing the 12-month moving average of new home sales versus new home permits that is very useful in assessing the current direction of the new single family construction market.
- A graphic analysis of total single family activity with a presentation of the total number of both new and resale single family homes sold monthly for the past three years and the average sales price of new and resale single family homes for the same period

**Real Trend Report Information Sources**

- Recorded Deeds (County Courthouse)
- Recorded Mortgages (County Courthouse)
- Property Tax Roll (State D.O.R.)
- Master Appraisal File (County Property Appraiser)
- MMTinfo Proprietary Sources

**Additional Market Share Analysis Reports:**

- Builder's Trend Report
- Lender's Trend Report
- Closing Agent's Trend Report