

## **Table Descriptions: Closing Agent Trend Report**

**Uses:** The primary use is to determine the current status of the new home market and to gain insight into the market position of a company and the status of the current market when compared to a year ago. In addition, the report shows the current trends of the market and the future direction the new home market.

**Overview:** The Closing Agent Trend Report provides an in depth and detailed analysis of the real estate closing activity occurring within a county. It shows current performance and compares current numbers to the same month of the previous year, the previous month and then shows year-to-date performance.

### **Real Estate Market Analysis**

**T90/T91** provide an analysis of the number and dollar volume of total real estate transactions (T90) and total residential real estate transactions (T91) with the total number and dollar volume of mortgages associated with these transactions. This information is useful in determining the overall levels of current real estate activity and the level of closings associated with these sales transactions.

**T9P** provides an analysis of the single family housing market. It shows the number of sales, dollar volume of sales, and average and median sales prices for new single family spec homes, new single family custom homes, and existing single family homes.

### **Closing Agent Market Share by Number/Dollar Volume of All Sales**

**T78R** shows the total number of closings by closing agent for the current month, same month of the previous year, the previous month, and year-to-date with a calculation of closing agent **market share by number of closings**. The analysis is based on *total real estate sales transactions*.

**T79R** shows the total dollar volume of closings by closing agent for the current month, same month of the previous year, the previous month, and year-to-date with a calculation of closing agent **market share by dollar volume of closings**. The analysis is based on the *total real estate sales transactions*.

**TA78R** shows the number, dollar volume, and market share by closing agent, **ranked by total number of closings** year-to-date based on *total real estate sales transactions*.

**TA79R** shows the dollar volume, number, and market share by closing agent, **ranked by total dollar volume** year-to-date based on *total real estate sales transactions*.

### **Market Share by Number and Dollar Volume of Only Residential Sales**

**T82R** shows the total number of closings by closing agent for the current month, same month of the previous year, the previous month, and year-to-date with a calculation of closing agent **market share by number of closings**. The analysis is based on *single family, condo, and town home transactions*.

**T83R** shows the total dollar volume of closings by closing agent for the current month, same month of the previous year, the previous month, and year-to-date with a calculation of closing agent **market share by dollar volume of closings**. The analysis is based on *single family, condo, and town home transactions*.

## **Ratio Of Number and Dollar Volume of Closings to Previous Year**

**T99N** shows the ratio of number of closings for the current year-to-date compared to the previous year-to-date for each closing agent based on all real estate sale transactions.

**T99D** shows the ratio of number of closings for the current year-to-date compared to the previous year-to-date for each closing agent based on all real estate sale transactions.

### **Graphs**

Number of Transactions by Closing Agent for Current Month for Total Sales Transactions

Dollar Value of Transactions by Closing Agent for Current Month for Total Sales Transactions

Number of Transactions by Closing Agent for Year-to-Date for Total Sales Transactions

Dollar Value of Transactions by Closing Agent for Year-to-Date for Total Sales Transactions