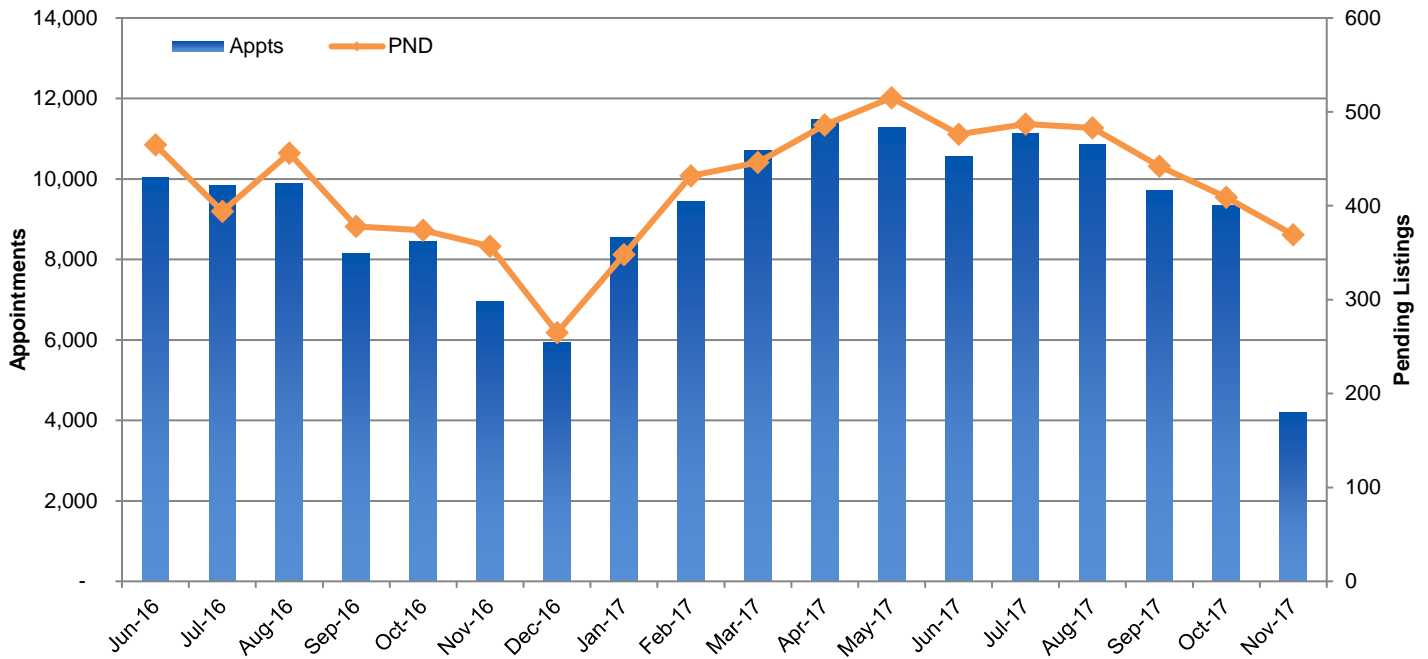


TREND BUYER ACTIVITY REPORT

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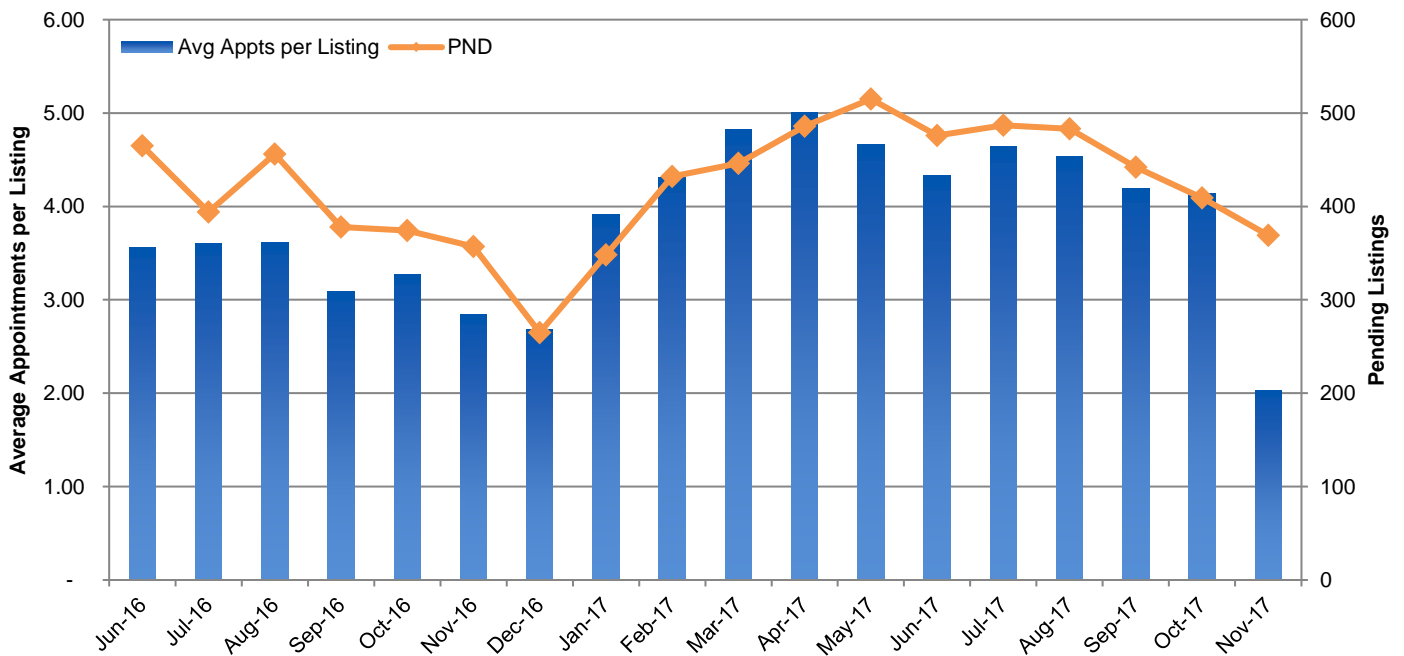
Appointment Activity to Total Pending

This chart compares showing appointment activity (blue bar) and its correlation to the total pending listings (orange line).



Appointments per Listing to Pending Listings

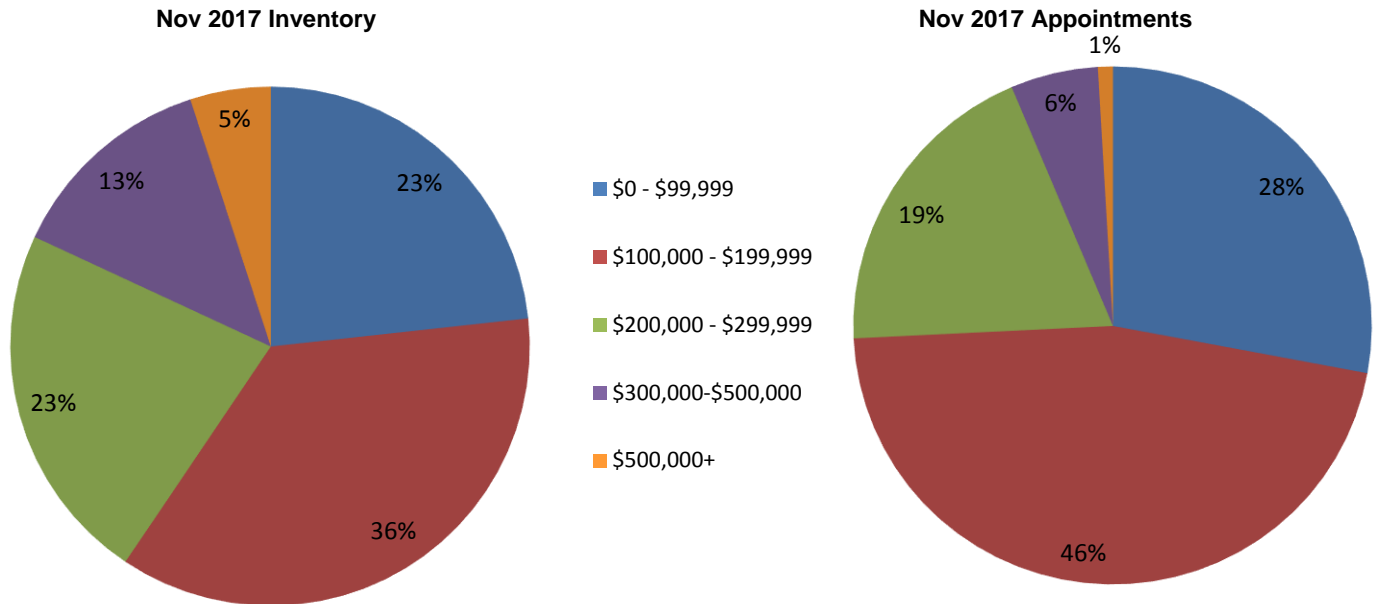
This chart compares the average showing appointments per active listing (blue bar) to pending listings (orange line).



Berks County - November 2017

Inventory and Appointment Activity by Price Range

These pie charts break down the active inventory as well as the online showing appointment activity in TREND by price range.



Appointment Activity by Price Range

This chart breaks down the showing appointment activity by price range.

