



Attachment 8

Situational Analysis – Market

To best prepare and preform you will need to gather and input the following:

- *Market Data – this will show the team what is going on compared to the pervious years markets.*
- *Look at your immediate market and collect and inset the following data*
- *Insert What Search Profile to use in regional MLS Here:*

Description	2013	2014	Past 365 Days As Of Oct 26	2016	Change
Annual # of Ends					
Average Sales Price					
Annual Volume					
Average DOM					
# of Active Listings					
Average List Price					
Months of Inventory					
Expired Units					
Agents In Market					
Avg. Transactions per Agent					

Situational Analysis – Top Four Brokerages

- *Insert What Search Profile to use in regional MLS Here:*

Description	2013	2014	2015	2016	Market Share %	Change from Previous Year

