

Clarus™ MarketMetrics™ FAQ

FOR SALE = Any listing that was active “For Sale” at least one day during that month.

UNDER CONTRACT = Any listing status between “For Sale” and “Sold”. Under Contract is only counted the first month that the status is changed.

SOLD = Listings that have successfully sold and closed escrow.

MONTHS SUPPLY OF INVENTORY = The number “For Sale” on the last day of the month divided by the number “Under Contract” for the month. The MSI gives you the number of months it would take to sell the existing inventory at the prevailing sales rate (based on # UC during period).

DAYS ON MARKET = Is calculated by taking the original list date and adding how many days it took until it went “Under Contract”. This is a mean average for the month. It is not cumulative.

Number of Records = Sold records for the last year.

Clear Selections

City	# Records
<input type="checkbox"/> Victorville	1,827
<input type="checkbox"/> Hesperia	1,122
<input type="checkbox"/> Apple Valley	1,058
<input type="checkbox"/> Adelanto	486
<input type="checkbox"/> Phelan	195
<input type="checkbox"/> Helendale	120
<input type="checkbox"/> Oak Hills	108
<input type="checkbox"/> Lucerne Valley	75
<input type="checkbox"/> Pinon Hills	68
<input type="checkbox"/> Barstow	67
<input type="checkbox"/> Wrightwood	59
<input type="checkbox"/> Out Of Area	32
<input type="checkbox"/> Big Bear City	24
<input type="checkbox"/> San Bernardino	13
<input type="checkbox"/> Lk Arrowhead	11

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How are trend lines calculated?

The linear trend line is a straight slope of the averages.

What listings are contained in the Market Dynamics report *For Sale Properties by Month*?

The *For Sale Properties by Month* report contains everything with a status of “For Sale”. This includes new listings and listings that were added in previous months and are still active.

Can I email reports to a list of people without showing the distribution list?

Yes, add your email to the “To Email” box and add your recipients in the “BCC Email” box with each person separated by a semi-colon.