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#### **\*Number of Listings Box\***

Active Listings - This is how many active listings were on the MLS during the month.

When a property is listed for sale in the MLS, it is given a status of "Active" to indicate that the seller is currently marketing the home and soliciting offers from buyers. Sometimes you may encounter a listing online that is marked as "Active", later to find out that the seller has already accepted an offer.

Agents are required to change the listing status when an offer is accepted (without conditions), but this does not always happen in a timely manner.

New Listings - This is how many New Listings were entered into the MLS during a given month.

Pended Listings - This is how many listings received an accepted offer during a specific month. A specific company or development may mark a property as pended before funds are in escrow, or if there are specific requirements the seller or property must have or do. It does not always mean the property is sold.

Sold Listings - Properties that have legally transferred ownership and are no longer Active Listings.

#### **\*Listing Prices Box\***

List Price - Price the property was initially listed on the MLS.

Sale Price - The price a property was at when it was marked Pending or Sold. This amount is typically lower than the list price BUT, in a seller's market, it may go up during the listing time. You may also see changes when the person entering the listing makes an error with the listing price and saves the listing before correcting.

Active Average List Price = Sum of All Active Listings / Sum of Total List Prices

New Average List Price = Sum of All New Listings / Sum of Total New Listing Prices

Pended Average List Price = Sum of Pended Listings / Sum of Pended Listing List Prices

Sold Average List Price = Sum of Sold Listings / Sum of Sold Listing List Prices

Sold Average Sale Price = Sum of Sold Listings / Sum of Sold Listing Sale Prices

Active Median List Price = Middle of Active Listing's List price

New Median List Price = Middle of New Listing's List Price

Pended Median List Price = Middle of Pended Listing's List Price Sold Median Sale Price = Middle of Sold Listing's Sale Price

**\*Absorption Rate in Months\*** - How many months it would take to sell the current Active Listings, based upon the current monthly sold properties.

#### **\*Sold to List Price Ratio\***

Sale to Original List Price Ratio = Sold Price / Original List Price

Sale to List Price Ratio = Sold Price / Current Price when offer accepted

**\*Days on Market\*** - Monthly Sold Listings Average Days on Market

#### **\*Price Volume\***

Active List Volume - Sum of Active Listing Prices

New List Volume - Sum of Monthly New Listing Prices

Pended List Volume - Sum of Pended Listing Prices

Sold List Volume - Sum of Sold Listing Prices

Sold Sale Volume - Sum of Actual Sold Property Prices