



Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

Key Metrics	Aug 2019	Aug 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	346	330	+4.8%	2,313	2,248	+2.9%
New Listing Volume	\$62,769,654	\$59,926,978	+4.7%	\$444,304,918	\$539,101,253	-17.6%
Active Listing Count	738	723	+2.1%	N/A	N/A	
Active Listing Volume	\$163,449,034	\$151,526,574	+7.9%	N/A	N/A	
Average Listing Price	\$221,476	\$209,580	+5.7%	\$224,155	\$208,288	+7.6%
Months of Inventory	3.1	3.6	-14.1%	3.4	3.3	+1.5%
Sales Activity Charts Metrics						
Closed Sales Count	287	250	+14.8%	1,702	1,632	+4.3%
Closed Sales Volume	\$49,925,837	\$41,572,891	+20.1%	\$290,445,233	\$268,596,423	+8.1%
Average Sales Price	\$173,958	\$166,959	+4.2%	\$170,649	\$164,683	+3.6%
Average Sales Price per Sq Ft	\$98	\$90	+9.6%	\$92	\$91	+1.2%



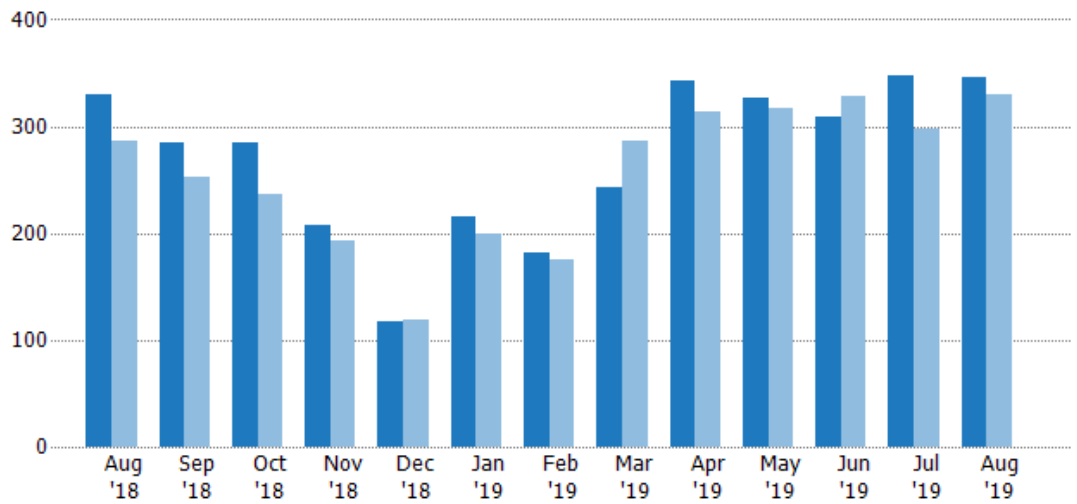
New Listings

The number of new residential listings that were added each month.

Filters Used

MLSs: 2 of 3
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured,
Multifamily/Multiplex, Other
Residential, Single Family
Residence

Month/Year	Count	% Chg.
Aug '19	346	4.8%
Aug '18	330	15.4%
Aug '17	286	-0.7%



Current Year	330	285	284	208	118	215	182	243	343	327	309	348	346
Prior Year	286	253	236	193	119	200	175	286	313	317	329	298	330
Percent Change from Prior Year	15%	13%	20%	8%	-1%	8%	4%	-15%	10%	3%	-6%	17%	5%

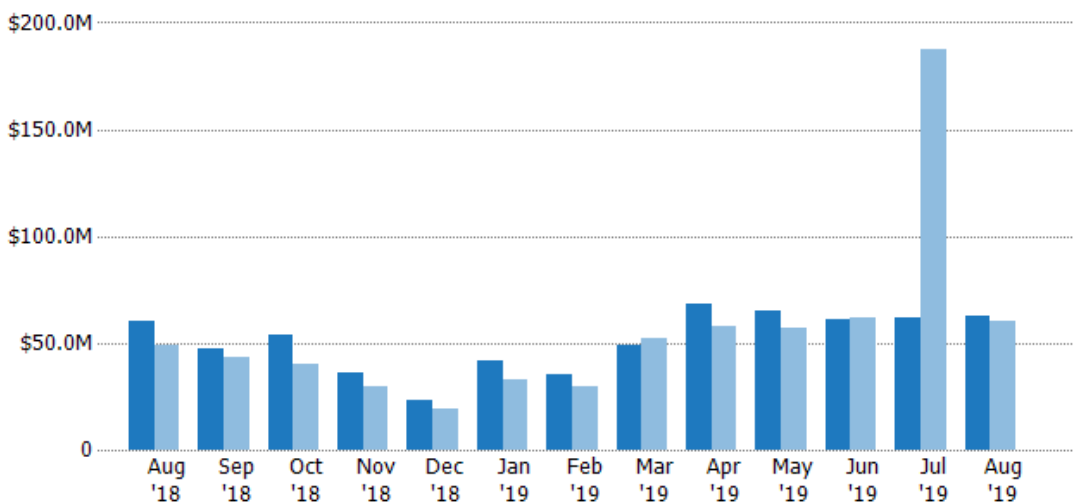
New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

MLSs: 2 of 3
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured,
Multifamily/Multiplex, Other
Residential, Single Family
Residence

Month/Year	Volume	% Chg.
Aug '19	\$62.8M	4.7%
Aug '18	\$59.9M	22%
Aug '17	\$49.1M	2.4%



Current Year	\$59.9M	\$47.4M	\$53.5M	\$36.1M	\$22.9M	\$41.4M	\$34.9M	\$49.2M	\$68.2M	\$64.9M	\$61.3M	\$61.7M	\$62.8M
Prior Year	\$49.1M	\$43.6M	\$40.2M	\$29.7M	\$19.4M	\$33.2M	\$29.8M	\$51.9M	\$57.8M	\$57.1M	\$61.7M	\$188M	\$59.9M
Percent Change from Prior Year	22%	9%	33%	22%	18%	25%	17%	-5%	18%	14%	-1%	-67%	5%



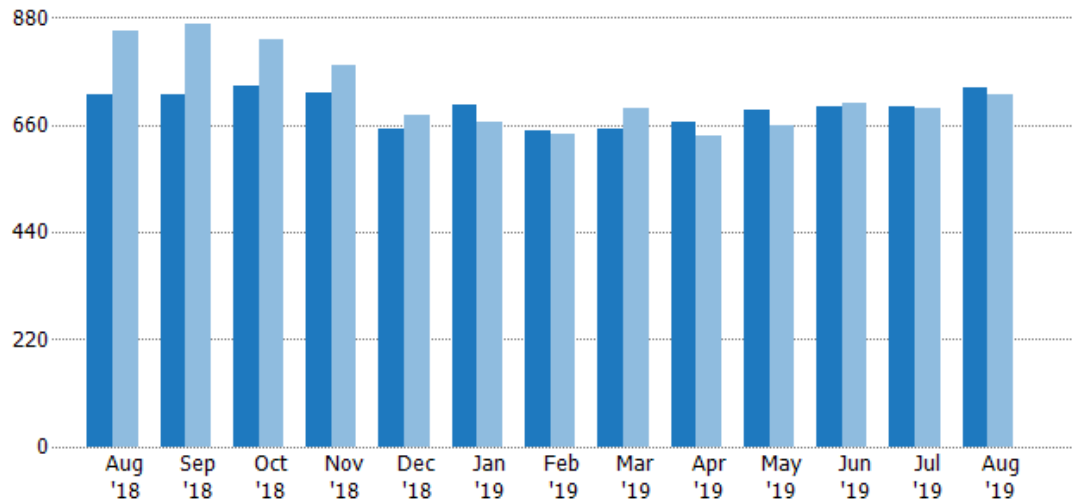


Active Listings

The number of active residential listings at the end of each month.

Filters Used

MLSs: 2 of 3
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured,
Multifamily/Multiplex, Other
Residential, Single Family
Residence



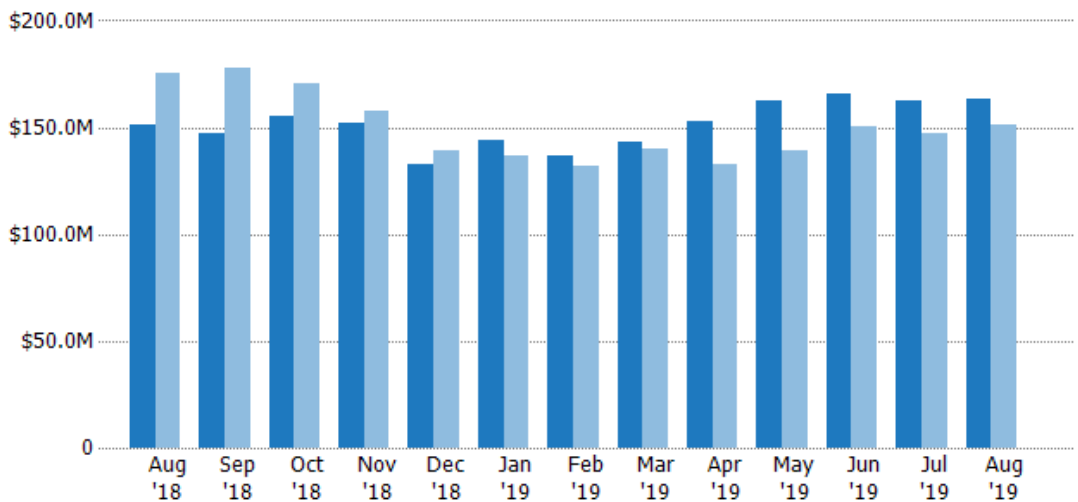
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Aug '19	738	723	2.1%
Aug '18	723	723	-15.4%
Aug '17	855	855	-7.1%

Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

MLSs: 2 of 3
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured,
Multifamily/Multiplex, Other
Residential, Single Family
Residence



Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Aug '19	\$163M	\$152M	7.9%
Aug '18	\$152M	\$152M	-13.6%
Aug '17	\$175M	\$175M	-8.8%



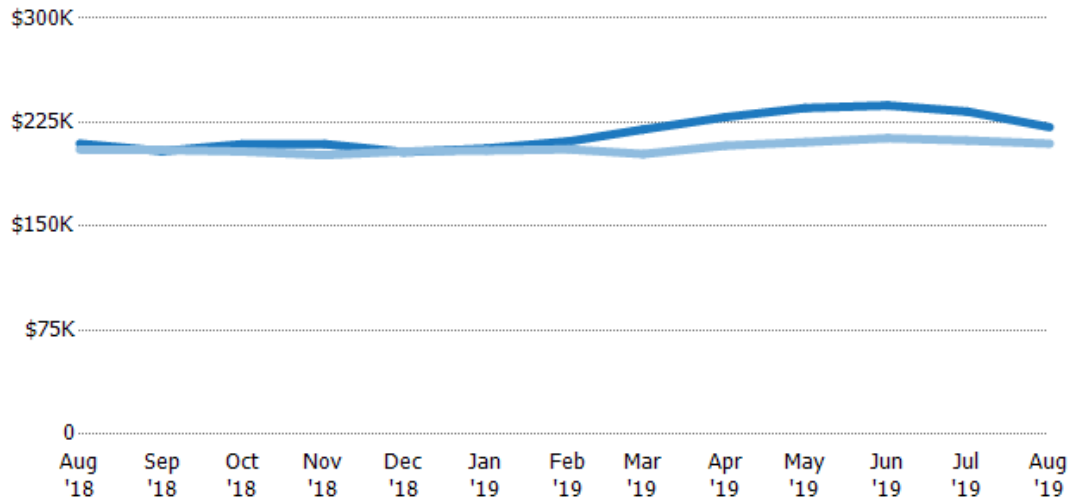
Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

MLSs: 2 of 3
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured,
Multifamily/Multiplex, Other
Residential, Single Family
Residence

Month/Year	Price	% Chg.
Aug '19	\$221K	5.7%
Aug '18	\$210K	2.1%
Aug '17	\$205K	-1.9%



Current Year	\$210K	\$204K	\$209K	\$209K	\$204K	\$206K	\$211K	\$220K	\$229K	\$235K	\$237K	\$233K	\$221K
Prior Year	\$205K	\$205K	\$204K	\$201K	\$204K	\$205K	\$205K	\$202K	\$208K	\$211K	\$213K	\$212K	\$210K
Percent Change from Prior Year	2%	0%	3%	4%	0%	1%	3%	9%	10%	12%	11%	10%	6%

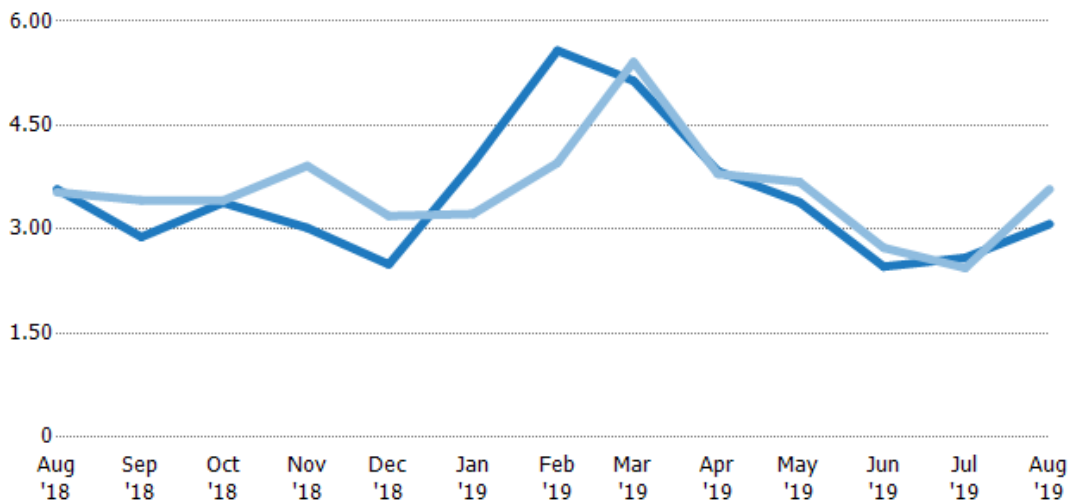
Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

MLSs: 2 of 3
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured,
Multifamily/Multiplex, Other
Residential, Single Family
Residence

Month/Year	Months	% Chg.
Aug '19	3.08	-14.1%
Aug '18	3.58	1.3%
Aug '17	3.53	-2.7%



Current Year	3.58	2.89	3.38	3.02	2.49	3.95	5.58	5.14	3.84	3.39	2.46	2.59	3.08
Prior Year	3.53	3.42	3.41	3.92	3.19	3.22	3.96	5.41	3.8	3.68	2.73	2.44	3.58
Percent Change from Prior Year	1%	-15%	-1%	-23%	-22%	23%	41%	-5%	1%	-8%	-10%	6%	-14%



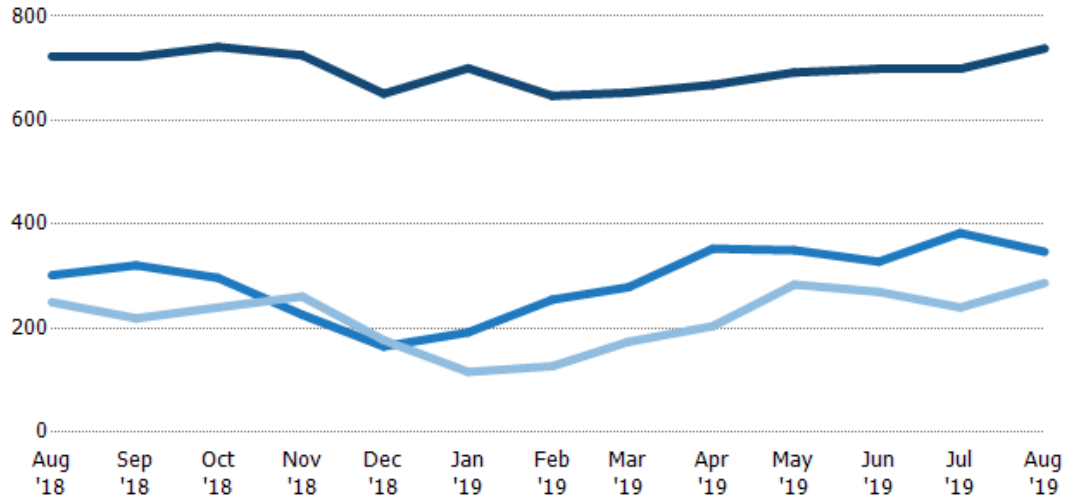


Active/Pending/Sold Units

The number of residential properties that were Active, Pending and Sold each month.

Filters Used

MLSs: 2 of 3
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured,
Multifamily/Multiplex, Other
Residential, Single Family
Residence



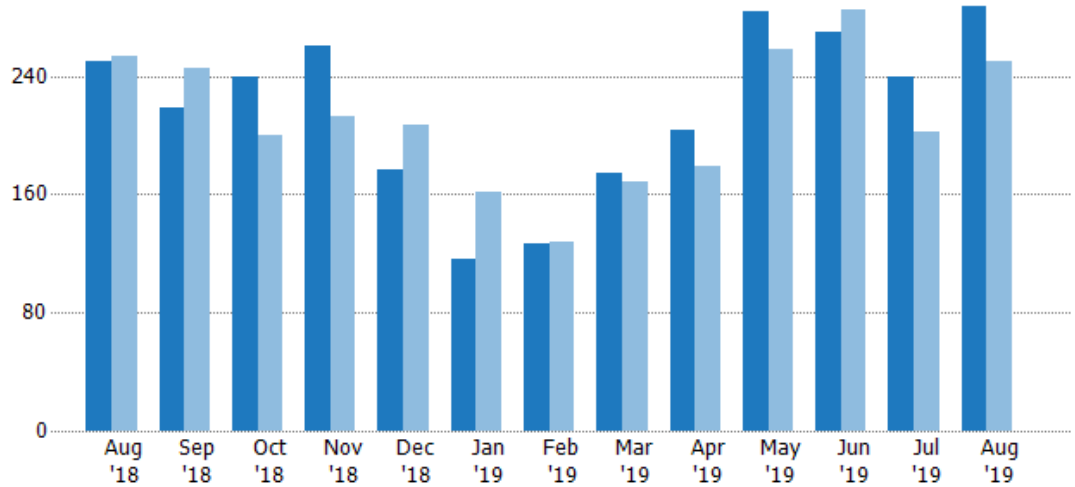
	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Active	723	722	741	725	651	700	647	653	668	692	699	699	738
Pending	302	321	297	226	165	192	255	279	353	350	328	383	347
Sold	250	219	240	261	177	116	127	174	204	284	270	240	287

Closed Sales

The total number of residential properties sold each month.

Filters Used

MLSs: 2 of 3
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured,
Multifamily/Multiplex, Other
Residential, Single Family
Residence



Month/Year	Count	% Chg.
Aug '19	287	14.8%
Aug '18	250	-1.6%
Aug '17	254	4.7%

	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Current Year	250	219	240	261	177	116	127	174	204	284	270	240	287
Prior Year	254	245	200	213	207	162	128	168	179	258	285	202	250
Percent Change from Prior Year	-2%	-11%	20%	23%	-14%	-28%	-1%	4%	14%	10%	-5%	19%	15%



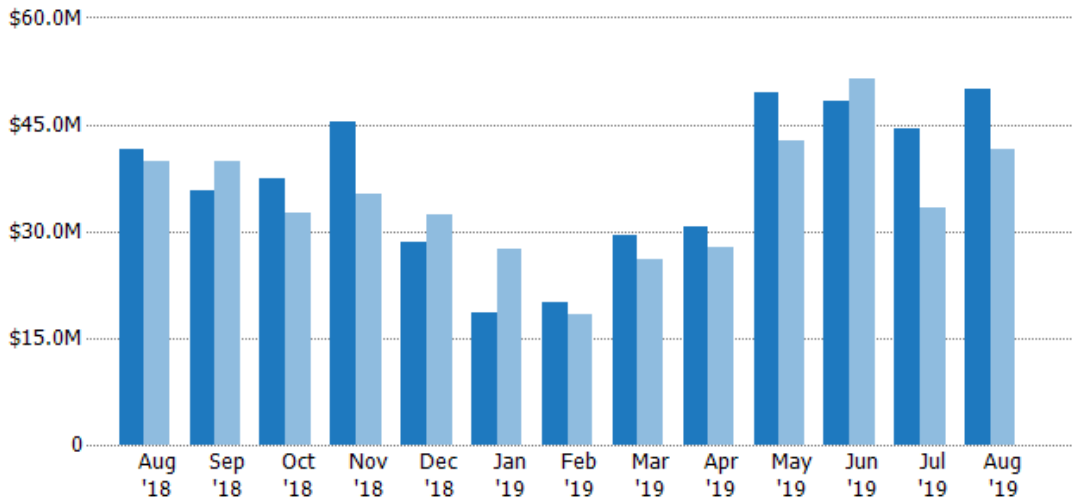


Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

MLSs: 2 of 3
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured,
Multifamily/Multiplex, Other
Residential, Single Family
Residence



Month/Year	Volume	% Chg.
Aug '19	\$49.9M	20.1%
Aug '18	\$41.6M	4.2%
Aug '17	\$39.9M	-0.7%

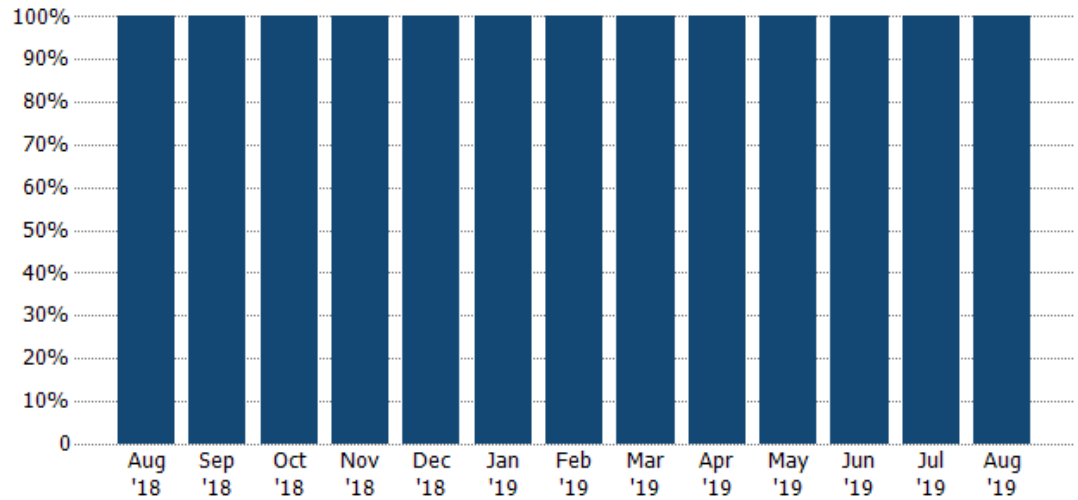
Current Year	\$41.6M	\$35.6M	\$37.5M	\$45.4M	\$28.5M	\$18.4M	\$19.9M	\$29.4M	\$30.7M	\$49.5M	\$48.3M	\$44.4M	\$49.9M
Prior Year	\$39.9M	\$39.8M	\$32.6M	\$35.1M	\$32.4M	\$27.4M	\$18.4M	\$26M	\$27.7M	\$42.7M	\$51.3M	\$33.4M	\$41.6M
Percent Change from Prior Year	4%	-10%	15%	29%	-12%	-33%	8%	13%	11%	16%	-6%	33%	20%

Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used

MLSs: 2 of 3
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured,
Multifamily/Multiplex, Other
Residential, Single Family
Residence



Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
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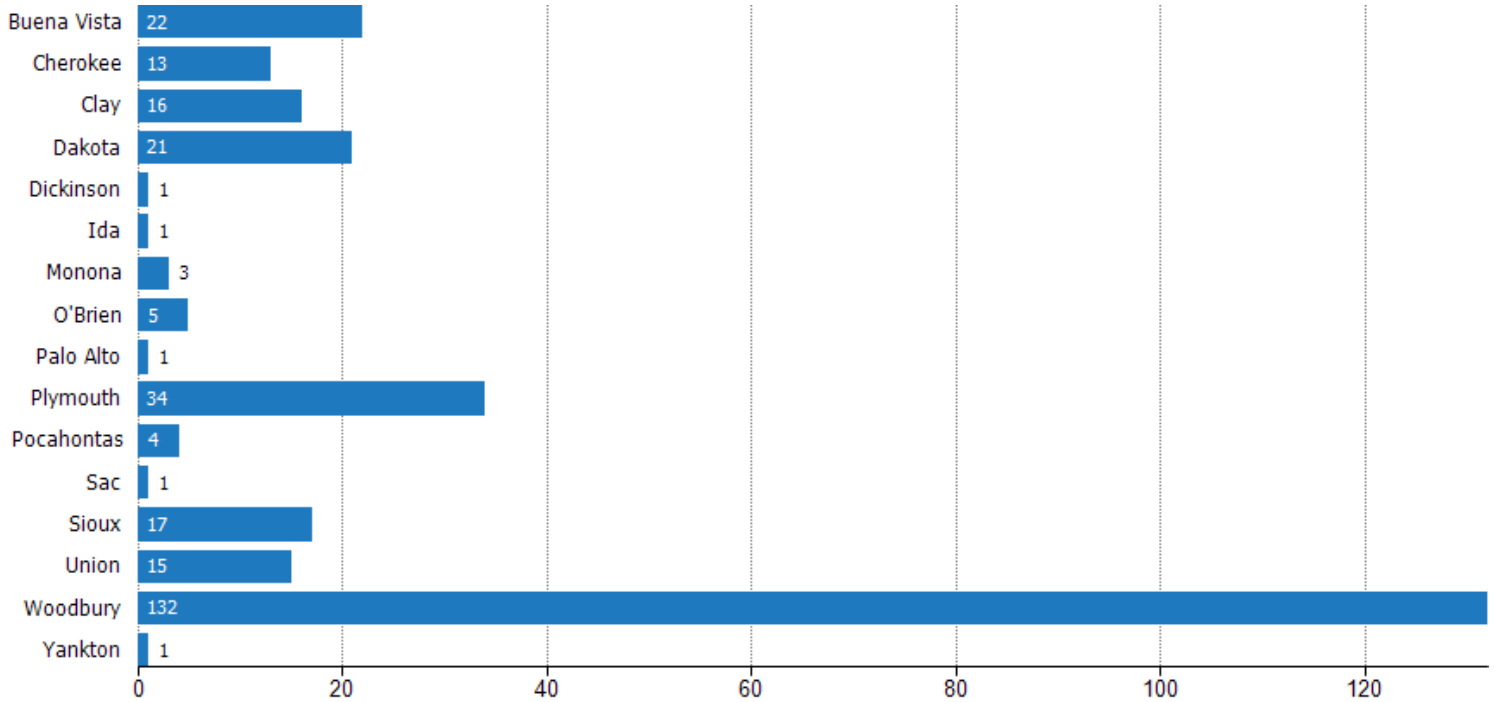




Closed Sales (By County)

The total number of residential properties sold during the last month by county.

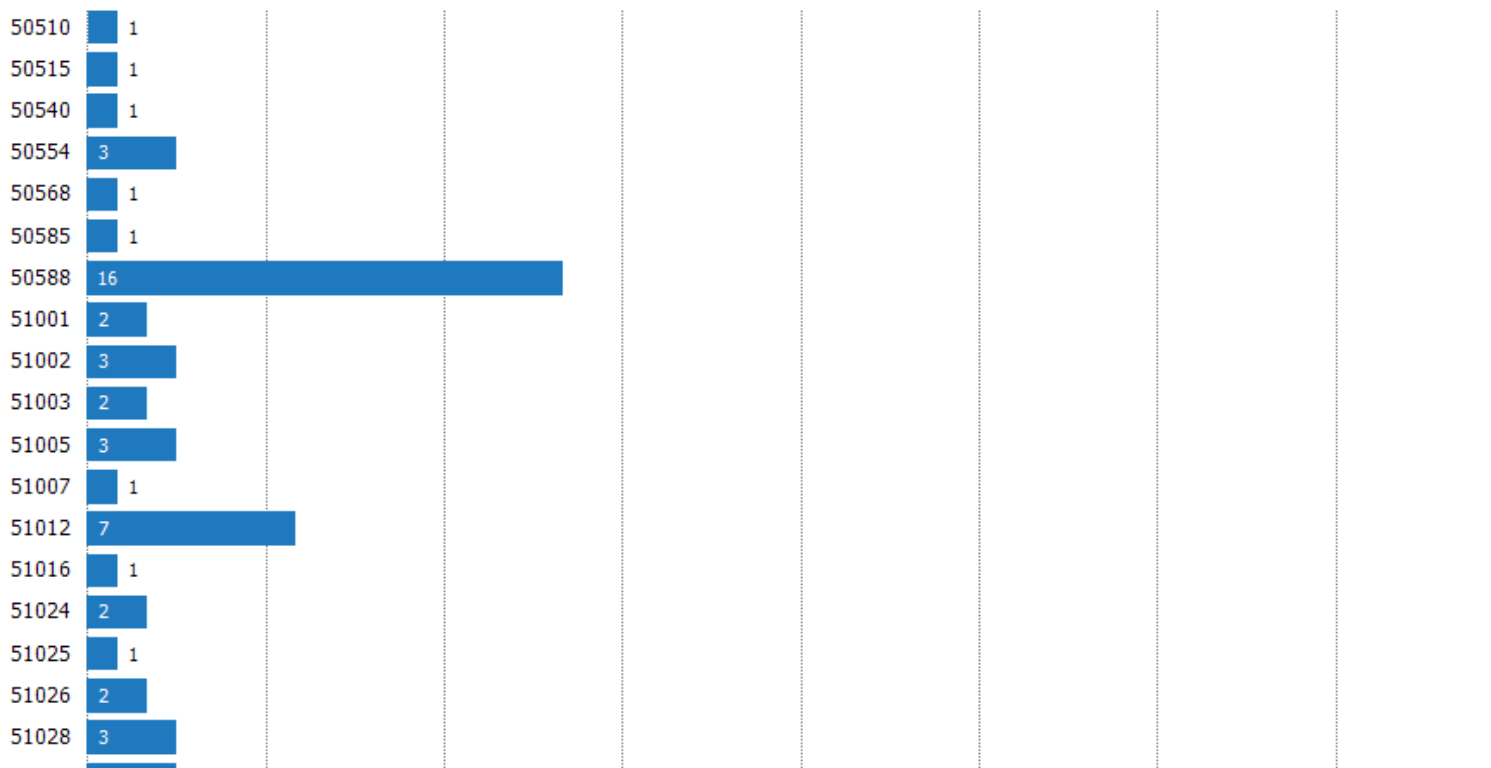
Filters Used: MLSs: 2 of 3; Property Type: Condo/Townhouse/Apt, Mobile/Manufactured, Multifamily/Multiplex, Other Residential, Single Family Residence

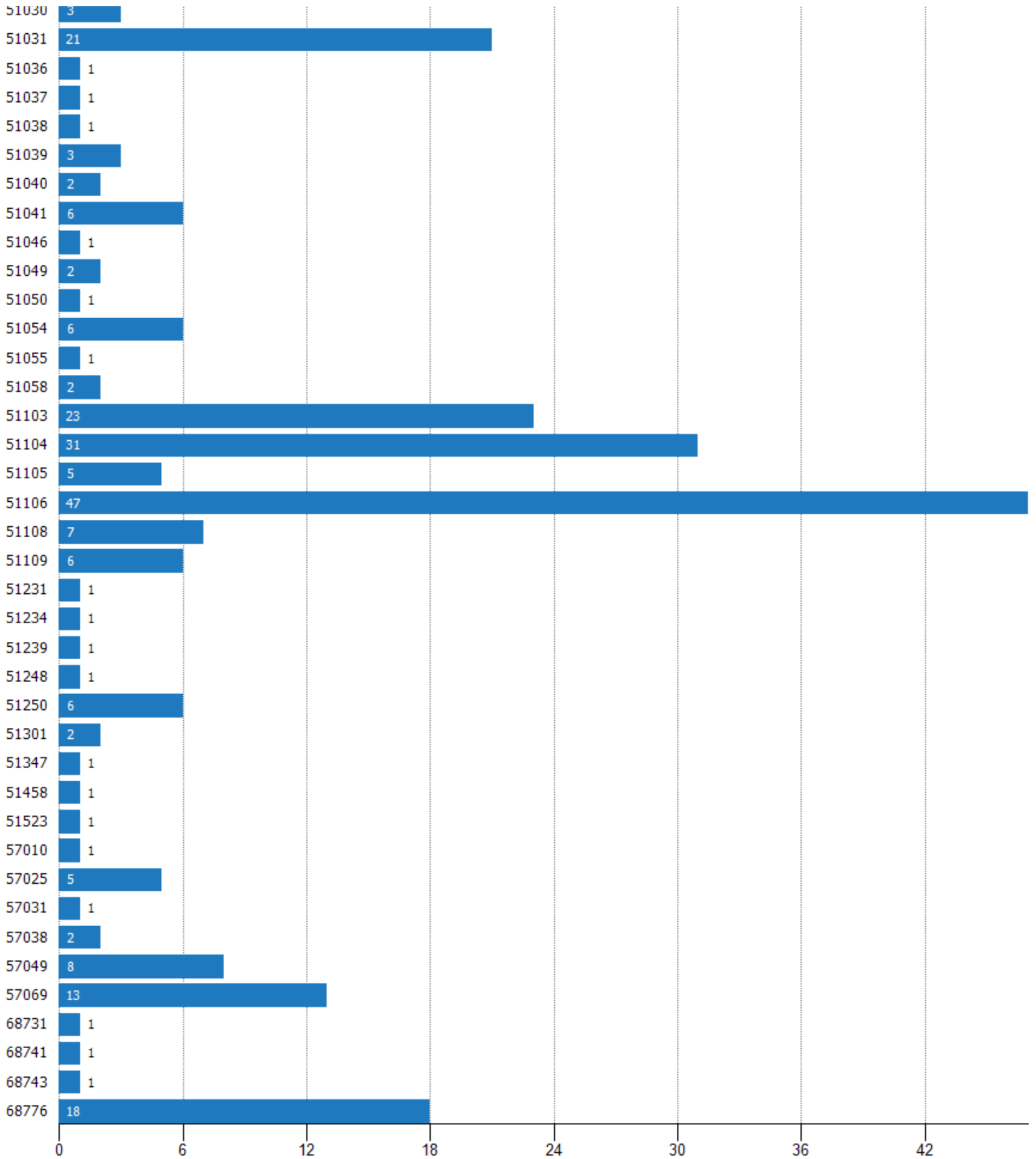


Closed Sales (By Zip)

The total number of residential properties sold during the last month by zip.

Filters Used: MLSs: 2 of 3; Property Type: Condo/Townhouse/Apt, Mobile/Manufactured, Multifamily/Multiplex, Other Residential, Single Family Residence







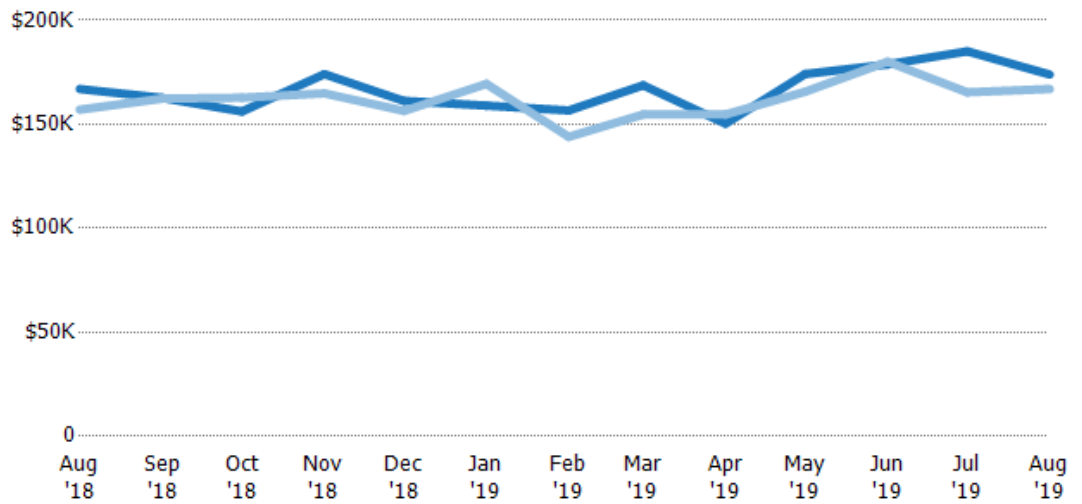
Average Sales Price

The average sales price of the residential properties sold each month.

Filters Used

MLSs: 2 of 3
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured,
Multifamily/Multiplex, Other
Residential, Single Family
Residence

Month/ Year	Price	% Chg.
Aug '19	\$174K	4.2%
Aug '18	\$167K	6.3%
Aug '17	\$157K	-5.2%



Current Year	\$167K	\$163K	\$156K	\$174K	\$161K	\$159K	\$157K	\$169K	\$150K	\$174K	\$179K	\$185K	\$174K
Prior Year	\$157K	\$162K	\$163K	\$165K	\$156K	\$169K	\$144K	\$155K	\$155K	\$166K	\$180K	\$165K	\$167K
Percent Change from Prior Year	6%	0%	-4%	6%	3%	-6%	9%	9%	-3%	5%	-1%	12%	4%

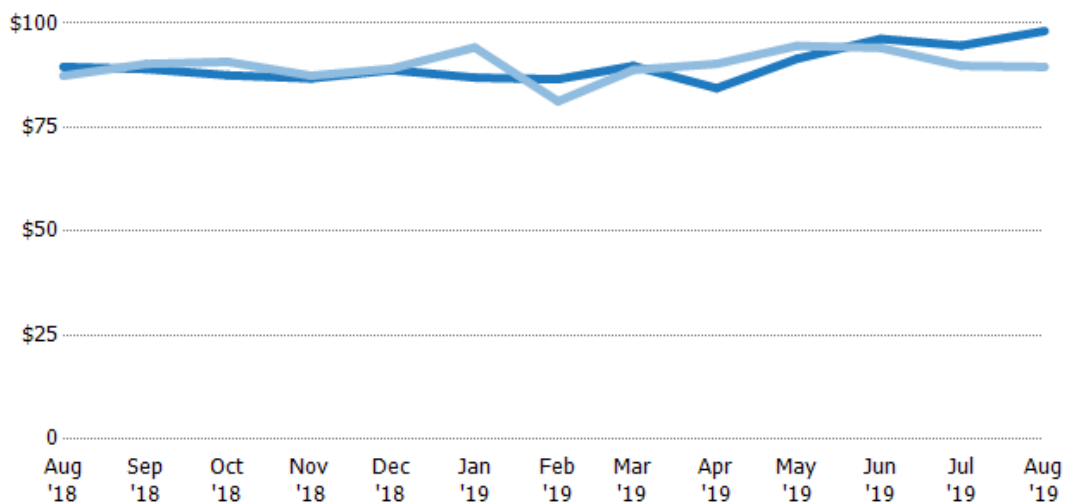
Average Sales Price per Sq Ft

The average of the sales price divided by the living area of properties sold each month.

Filters Used

MLSs: 2 of 3
Property Type:
Condo/Townhouse/Apt,
Mobile/Manufactured,
Multifamily/Multiplex, Other
Residential, Single Family
Residence

Month/ Year	Price/sq ft	% Chg.
Aug '19	\$98.1	9.6%
Aug '18	\$89.5	2.4%
Aug '17	\$87.4	-9%



Current Year	\$89.5	\$89	\$87.5	\$86.7	\$88.7	\$86.9	\$86.6	\$89.7	\$84.4	\$91.5	\$96.3	\$94.6	\$98.1
Prior Year	\$87.4	\$90.2	\$90.7	\$87.4	\$89.1	\$94.2	\$81.2	\$88.8	\$90.2	\$94.6	\$94.1	\$89.8	\$89.5
Percent Change from Prior Year	2%	-1%	-4%	-1%	0%	-8%	7%	1%	-6%	-3%	2%	5%	10%





Average Sales Price vs Average Listing Price

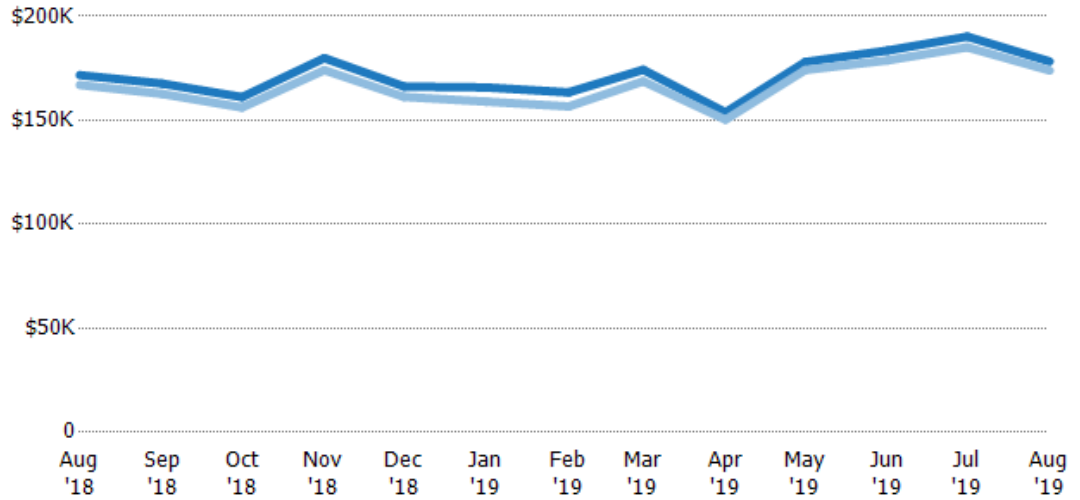
The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

MLSs: 2 of 3

Property Type:

Condo/Townhouse/Apt,
Mobile/Manufactured,
Multifamily/Multiplex, Other
Residential, Single Family
Residence



	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19
Avg List Price	\$172K	\$168K	\$161K	\$180K	\$166K	\$166K	\$163K	\$174K	\$154K	\$178K	\$184K	\$190K	\$178K
Avg Sales Price	\$167K	\$163K	\$156K	\$174K	\$161K	\$159K	\$157K	\$169K	\$150K	\$174K	\$179K	\$185K	\$174K
Avg Sales Price as a % of Avg List Price	97%	97%	97%	97%	97%	96%	96%	97%	98%	98%	97%	97%	98%