



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 | Nov 2019 | Nov 2018 | + / - | YTD 2019 | YTD 2018 | + / - |
|--|---------------|---------------|---------|---------------|---------------|--------|
| Listing Activity Charts Metrics | | | | | | |
| New Listing Count | 164 | 204 | -19.6% | 2,990 | 2,888 | +3.5% |
| New Listing Volume | \$28,867,106 | \$35,076,773 | -17.7% | \$558,476,711 | \$643,022,052 | -13.1% |
| Active Listing Count | 706 | 701 | +0.7% | N/A | N/A | |
| Active Listing Volume | \$150,767,868 | \$144,460,592 | +4.4% | N/A | N/A | |
| Average Listing Price | \$213,552 | \$206,078 | +3.6% | \$217,292 | \$207,864 | +4.5% |
| Months of Inventory | 2.9 | 3 | -4.6% | 3.3 | 3.2 | +1.4% |
| Sales Activity Charts Metrics | | | | | | |
| Closed Sales Count | 214 | 255 | -16.1% | 2,379 | 2,319 | +2.6% |
| Closed Sales Volume | \$106,172,336 | \$44,392,745 | +139.2% | \$477,879,832 | \$380,937,289 | +25.4% |
| Average Sales Price | \$496,132 | \$174,089 | +185% | \$200,874 | \$164,340 | +22.2% |
| Average Sales Price per Sq Ft | \$90 | \$87 | +4.1% | \$92 | \$90 | +2.6% |





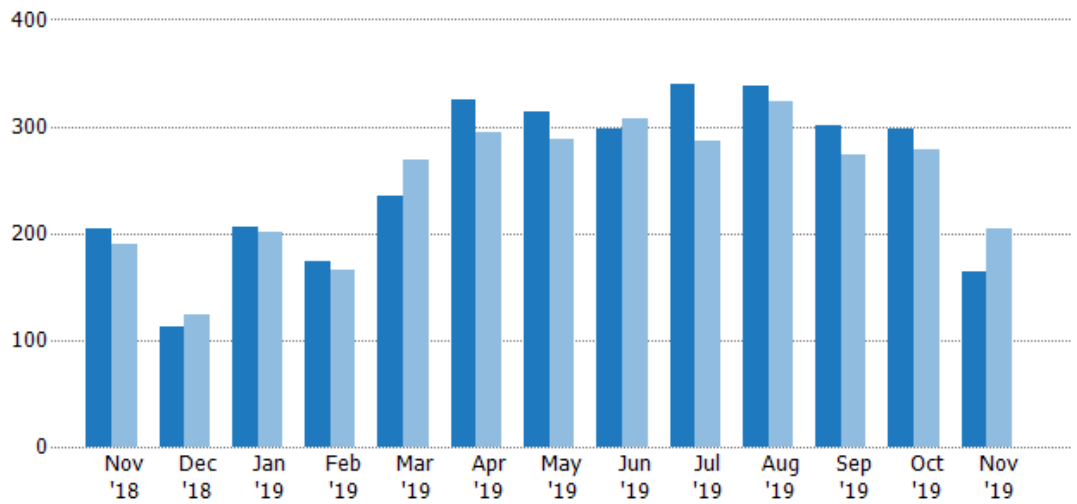
New Listings

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. |
|----------------|-------|--------|
| Nov '19 | 164 | -19.6% |
| Nov '18 | 204 | 7.4% |
| Nov '17 | 190 | -3.7% |



| | | | | | | | | | | | | | |
|--------------------------------|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|-----|------|
| Current Year | 204 | 112 | 206 | 173 | 235 | 325 | 314 | 297 | 339 | 338 | 301 | 298 | 164 |
| Prior Year | 190 | 123 | 201 | 165 | 268 | 294 | 288 | 307 | 286 | 323 | 274 | 278 | 204 |
| Percent Change from Prior Year | 7% | -9% | 2% | 5% | -12% | 11% | 9% | -3% | 19% | 5% | 10% | 7% | -20% |

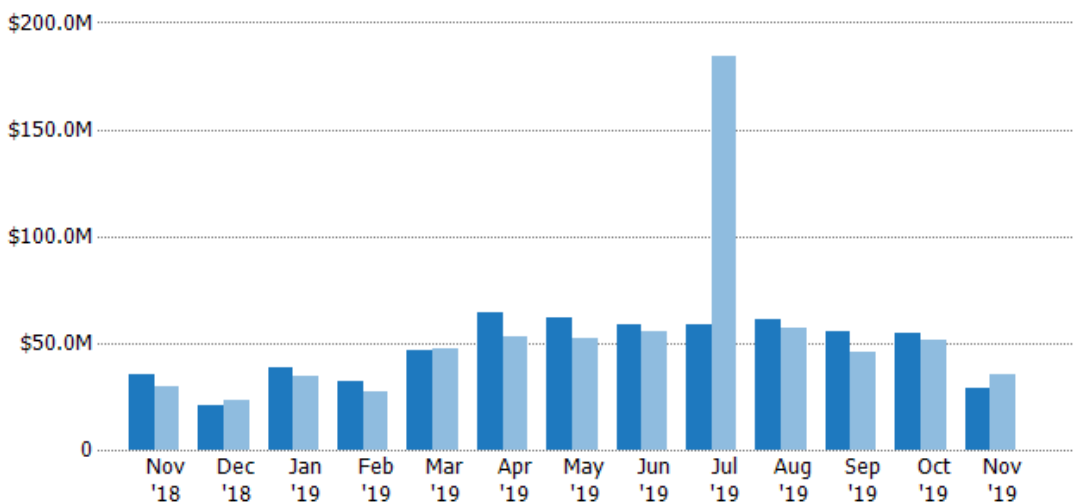
New Listing Volume

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. |
|----------------|---------|--------|
| Nov '19 | \$28.9M | -17.7% |
| Nov '18 | \$35.1M | 19.5% |
| Nov '17 | \$29.4M | -1.3% |



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|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | \$35.1M | \$20.6M | \$38.7M | \$31.7M | \$46.2M | \$64M | \$61.5M | \$58.4M | \$58.8M | \$60.7M | \$55.2M | \$54.6M | \$28.9M |
| Prior Year | \$29.4M | \$23.2M | \$34.1M | \$27.6M | \$47.6M | \$53.3M | \$52M | \$55.1M | \$184M | \$57.3M | \$45.5M | \$51.1M | \$35.1M |
| Percent Change from Prior Year | 19% | -11% | 13% | 15% | -3% | 20% | 18% | 6% | -68% | 6% | 21% | 7% | -18% |



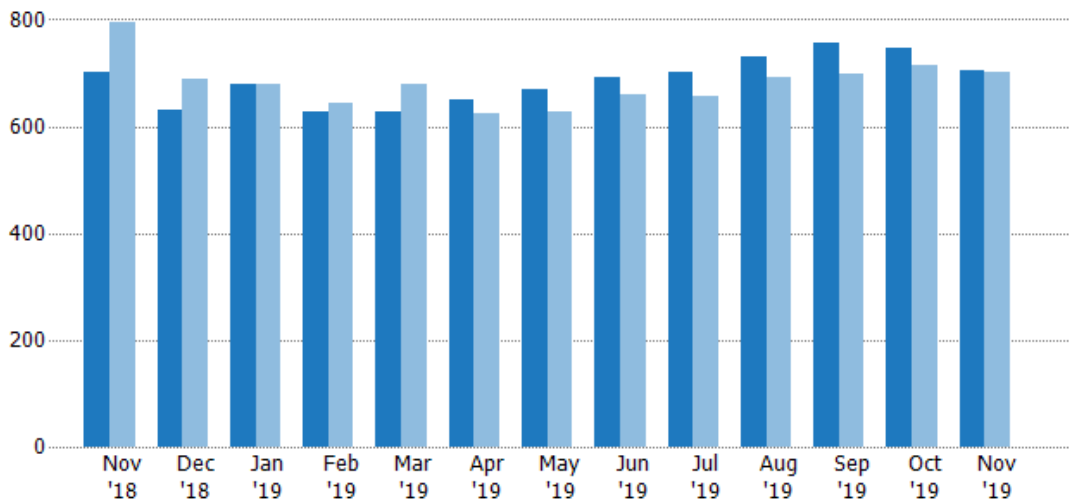


Active Listings

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 | Count | % Chg. |
|------------|-------|--------|
| Nov '19 | 706 | 0.7% |
| Nov '18 | 701 | -11.8% |
| Nov '17 | 795 | -3.1% |

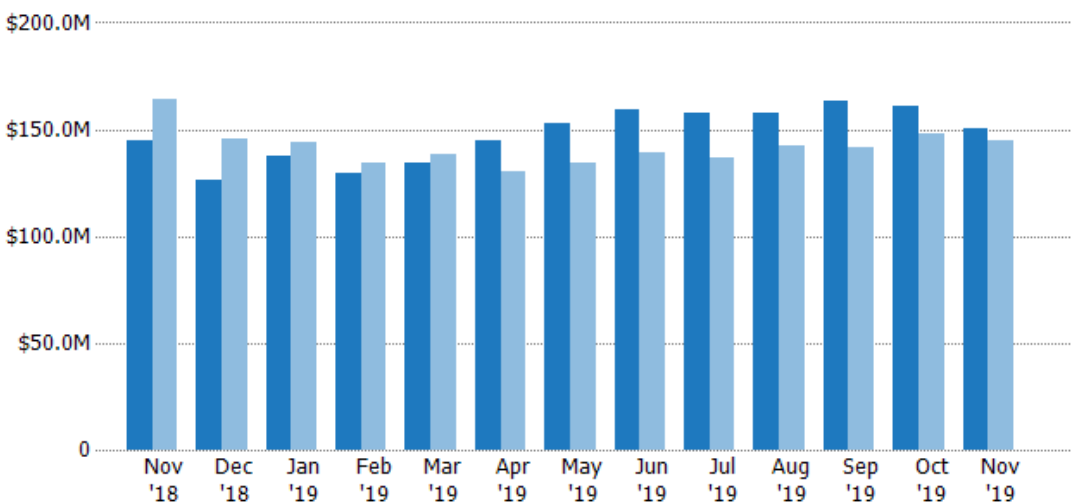
| | | | | | | | | | | | | | |
|--------------------------------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Current Year | 701 | 631 | 679 | 629 | 629 | 649 | 668 | 691 | 703 | 731 | 756 | 747 | 706 |
| Prior Year | 795 | 688 | 680 | 642 | 679 | 623 | 627 | 660 | 657 | 692 | 699 | 716 | 701 |
| Percent Change from Prior Year | -12% | -8% | 0% | -2% | -7% | 4% | 7% | 5% | 7% | 6% | 8% | 4% | 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 | Volume | % Chg. |
|------------|--------|--------|
| Nov '19 | \$151M | 4.4% |
| Nov '18 | \$144M | -12.1% |
| Nov '17 | \$164M | -8.8% |

| | | | | | | | | | | | | | |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year | \$144M | \$127M | \$138M | \$130M | \$134M | \$144M | \$153M | \$159M | \$158M | \$158M | \$163M | \$161M | \$151M |
| Prior Year | \$164M | \$146M | \$144M | \$134M | \$139M | \$130M | \$134M | \$139M | \$136M | \$142M | \$142M | \$148M | \$144M |
| Percent Change from Prior Year | -12% | -13% | -5% | -3% | -3% | 11% | 14% | 15% | 16% | 11% | 15% | 9% | 4% |





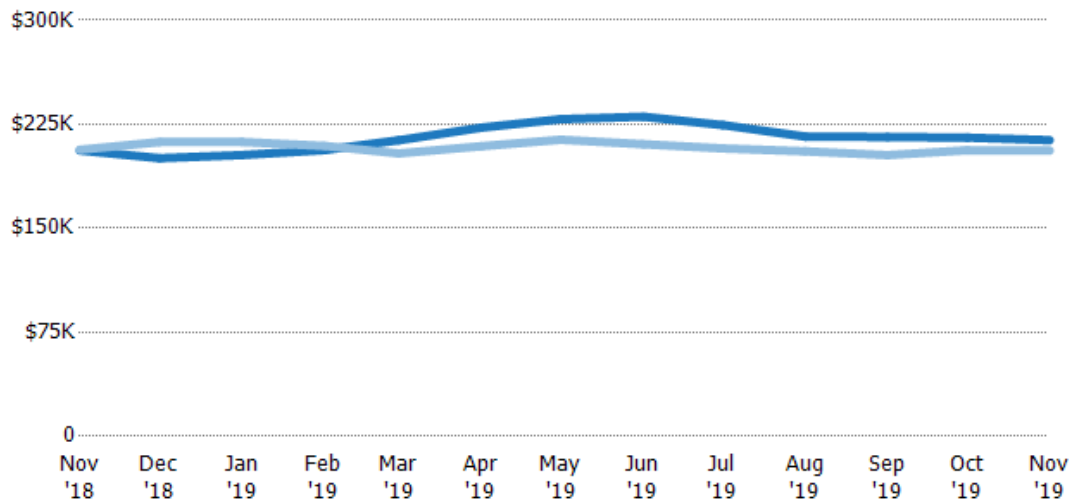
Average Listing Price

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. |
|------------|--------|--------|
| Nov '19 | \$214K | 3.6% |
| Nov '18 | \$206K | -0.3% |
| Nov '17 | \$207K | -5.8% |



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|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year | \$206K | \$201K | \$203K | \$206K | \$213K | \$223K | \$229K | \$230K | \$224K | \$216K | \$216K | \$215K | \$214K |
| Prior Year | \$207K | \$212K | \$212K | \$209K | \$204K | \$209K | \$214K | \$211K | \$208K | \$206K | \$203K | \$206K | \$206K |
| Percent Change from Prior Year | 0% | -5% | -4% | -1% | 5% | 6% | 7% | 9% | 8% | 5% | 6% | 4% | 4% |

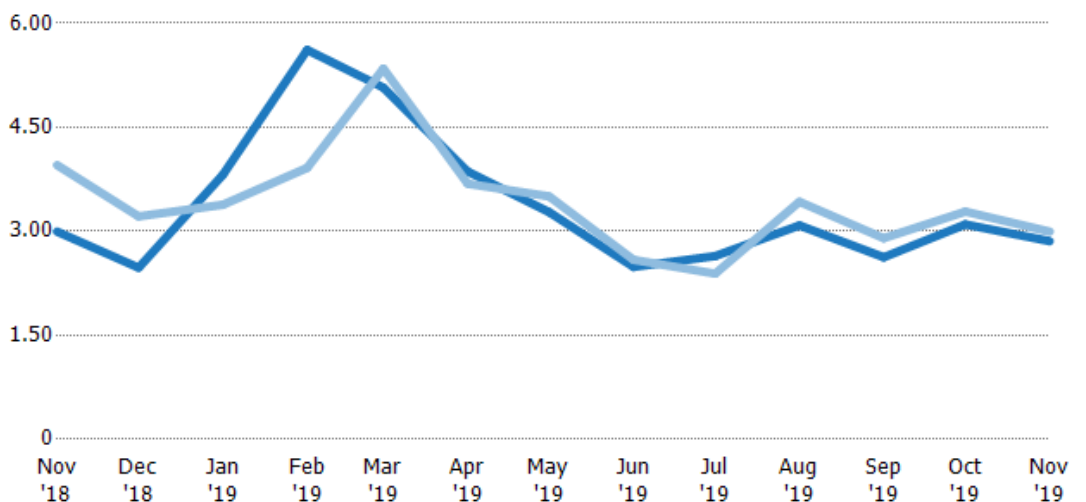
Months of Inventory

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. |
|------------|--------|--------|
| Nov '19 | 2.86 | -4.6% |
| Nov '18 | 3 | -24.3% |
| Nov '17 | 3.96 | -12.7% |



| | | | | | | | | | | | | | |
|--------------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|
| Current Year | 3 | 2.47 | 3.81 | 5.62 | 5.07 | 3.86 | 3.27 | 2.49 | 2.64 | 3.08 | 2.63 | 3.1 | 2.86 |
| Prior Year | 3.96 | 3.21 | 3.38 | 3.91 | 5.35 | 3.69 | 3.5 | 2.59 | 2.39 | 3.43 | 2.9 | 3.28 | 3 |
| Percent Change from Prior Year | -24% | -23% | 13% | 43% | -5% | 5% | -7% | -4% | 11% | -10% | -9% | -6% | -5% |

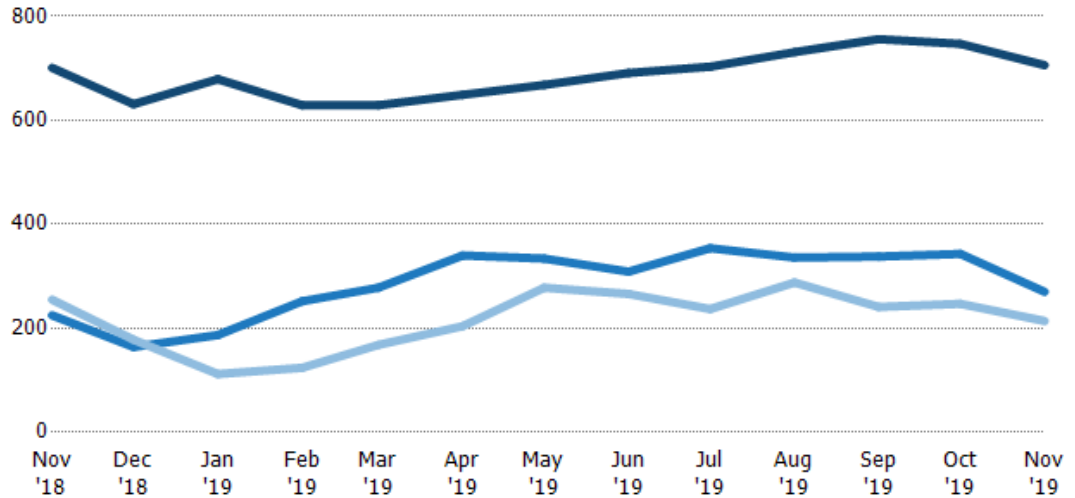


Active/Pending/Sold Units

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



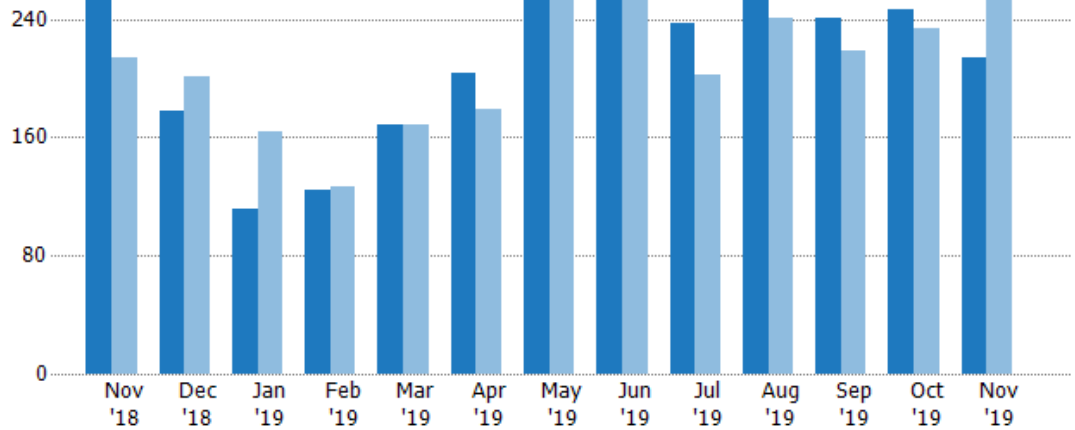
| | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 |
|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Active | 701 | 631 | 679 | 629 | 629 | 649 | 668 | 691 | 703 | 731 | 756 | 747 | 706 |
| Pending | 225 | 164 | 187 | 252 | 278 | 340 | 334 | 309 | 354 | 336 | 338 | 343 | 270 |
| Sold | 255 | 178 | 112 | 124 | 168 | 204 | 278 | 266 | 237 | 288 | 241 | 247 | 214 |

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. |
|------------|-------|--------|
| Nov '19 | 214 | -16.1% |
| Nov '18 | 255 | 19.2% |
| Nov '17 | 214 | -20.6% |

| | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 |
|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | 255 | 178 | 112 | 124 | 168 | 204 | 278 | 266 | 237 | 288 | 241 | 247 | 214 |
| Prior Year | 214 | 201 | 164 | 127 | 169 | 179 | 255 | 275 | 202 | 241 | 218 | 234 | 255 |
| Percent Change from Prior Year | 19% | -11% | -32% | -2% | -1% | 14% | 9% | -3% | 17% | 20% | 11% | 6% | -16% |





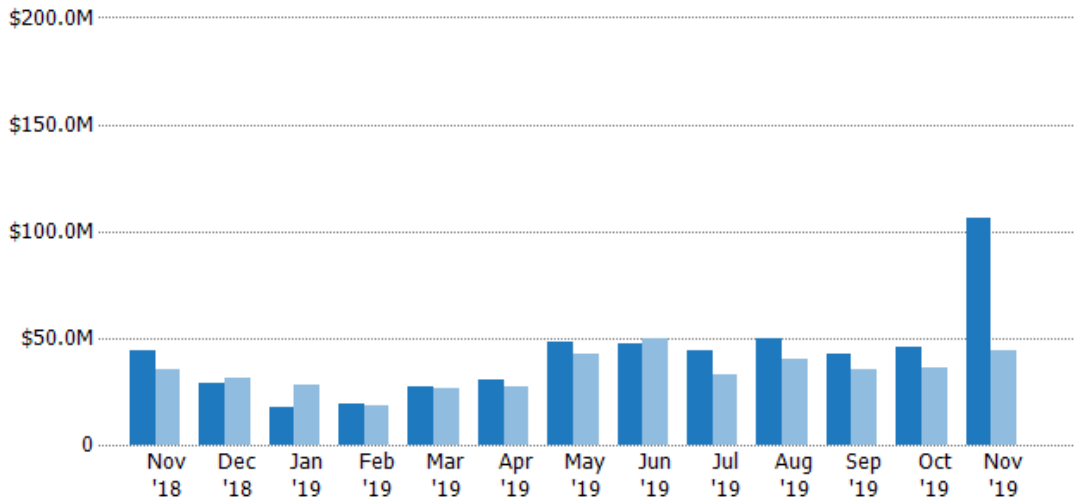
Closed Sales Volume

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. |
|----------------|---------|--------|
| Nov '19 | \$106M | 139.2% |
| Nov '18 | \$44.4M | 26.1% |
| Nov '17 | \$35.2M | -18% |



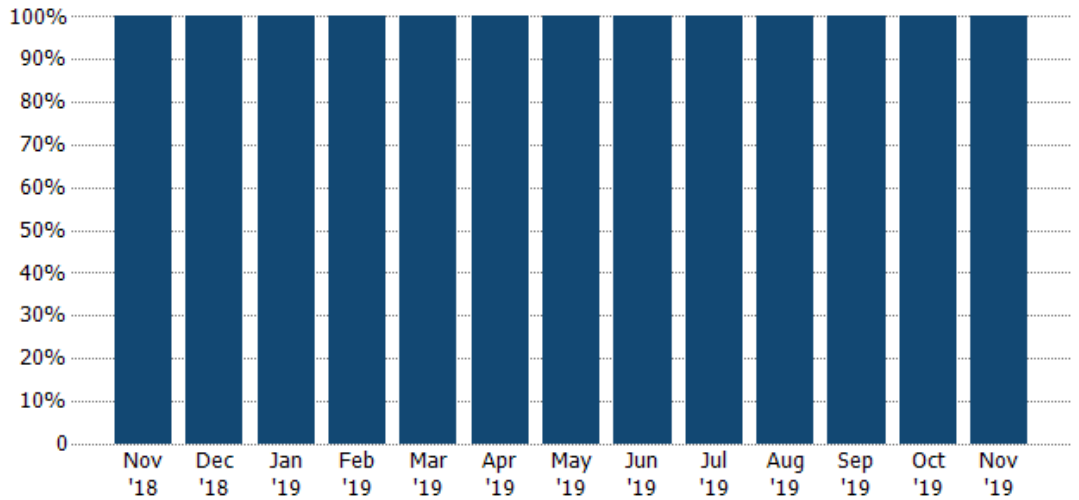
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|--------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Current Year | \$44.4M | \$28.6M | \$17.7M | \$19.5M | \$27.3M | \$30.7M | \$47.9M | \$47.5M | \$43.9M | \$49.7M | \$42.2M | \$45.5M | \$106M |
| Prior Year | \$35.2M | \$31.5M | \$27.9M | \$18.2M | \$26.5M | \$27.4M | \$42.2M | \$49.4M | \$33.2M | \$40.2M | \$35.6M | \$35.9M | \$44.4M |
| Percent Change from Prior Year | 26% | -9% | -37% | 7% | 3% | 12% | 14% | -4% | 32% | 24% | 18% | 27% | 139% |

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% |
|-------------------------|------|------|------|------|------|------|------|------|------|------|------|------|------|

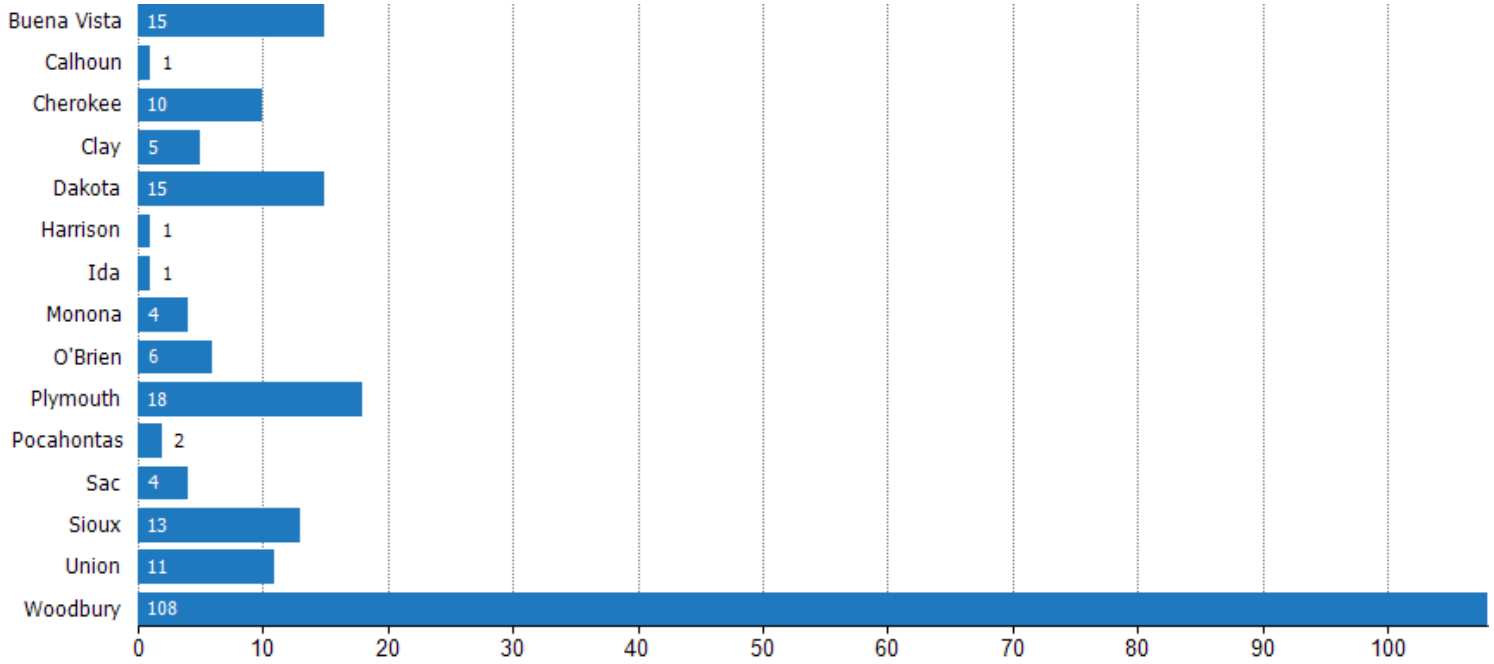




Closed Sales (By County)

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

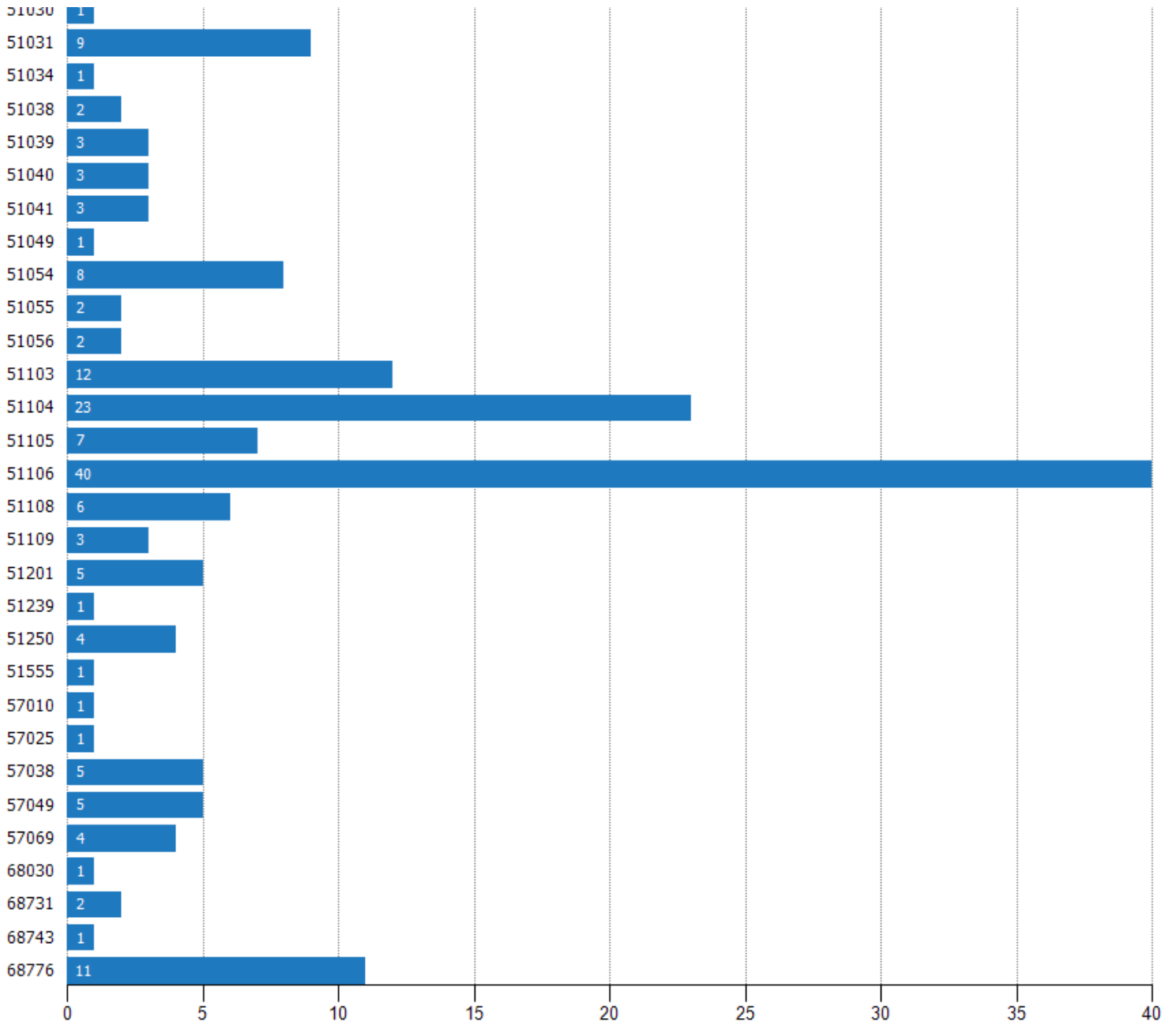


Closed Sales (By Zip)

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







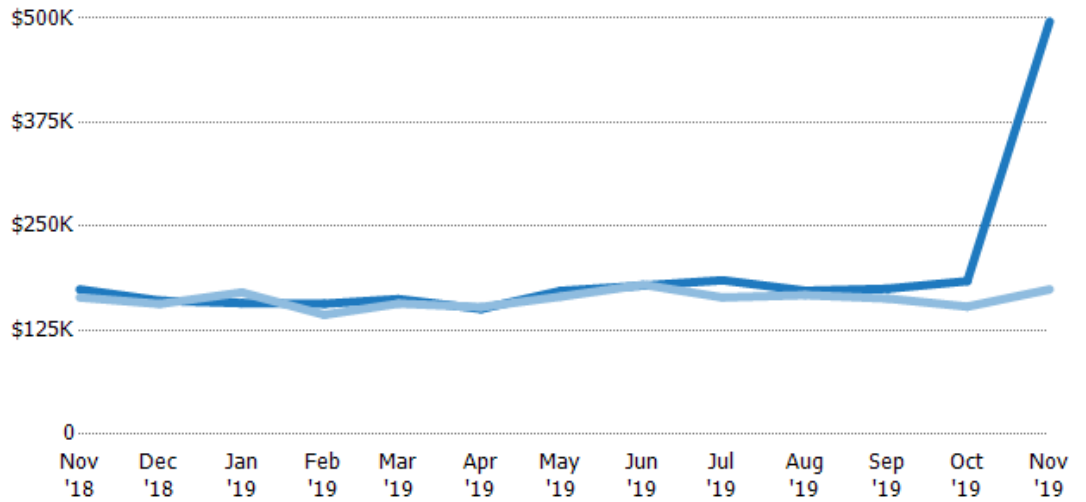
Average Sales Price

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. |
|------------|--------|--------|
| Nov '19 | \$496K | 185% |
| Nov '18 | \$174K | 5.8% |
| Nov '17 | \$164K | 3.2% |



| | | | | | | | | | | | | | |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year | \$174K | \$161K | \$158K | \$157K | \$162K | \$151K | \$172K | \$179K | \$185K | \$172K | \$175K | \$184K | \$496K |
| Prior Year | \$164K | \$157K | \$170K | \$144K | \$157K | \$153K | \$165K | \$180K | \$164K | \$167K | \$163K | \$153K | \$174K |
| Percent Change from Prior Year | 6% | 3% | -8% | 9% | 3% | -1% | 4% | -1% | 13% | 3% | 7% | 20% | 185% |

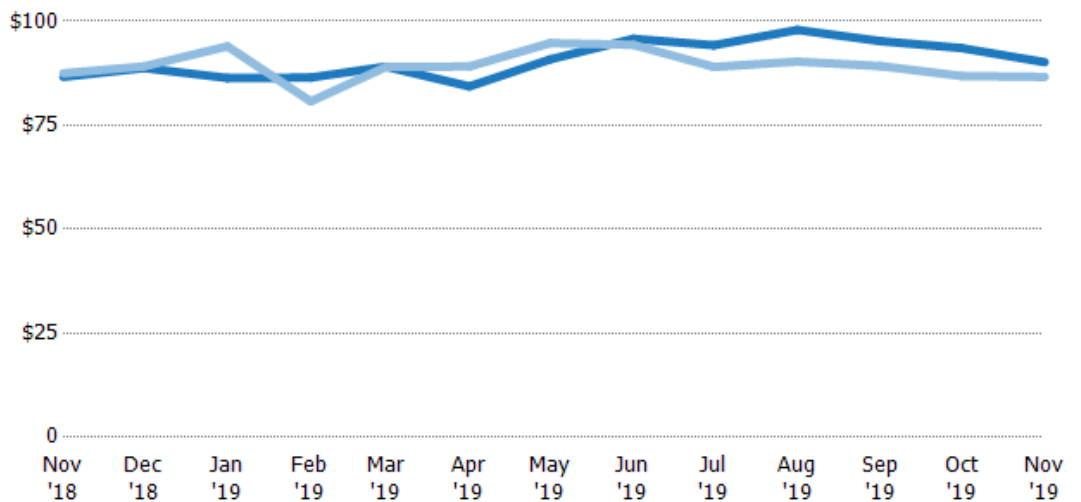
Average Sales Price per Sq Ft

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. |
|------------|-------------|--------|
| Nov '19 | \$90.2 | 4.1% |
| Nov '18 | \$86.6 | -1% |
| Nov '17 | \$87.5 | 2.7% |



| | | | | | | | | | | | | | |
|--------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Current Year | \$86.6 | \$88.8 | \$86.4 | \$86.5 | \$89.1 | \$84.4 | \$90.8 | \$95.8 | \$94.2 | \$97.9 | \$95.2 | \$93.6 | \$90.2 |
| Prior Year | \$87.5 | \$89.2 | \$94 | \$80.7 | \$89 | \$89.1 | \$94.7 | \$94.3 | \$89 | \$90.3 | \$89.2 | \$86.9 | \$86.6 |
| Percent Change from Prior Year | -1% | 0% | -8% | 7% | 0% | -5% | -4% | 2% | 6% | 8% | 7% | 8% | 4% |



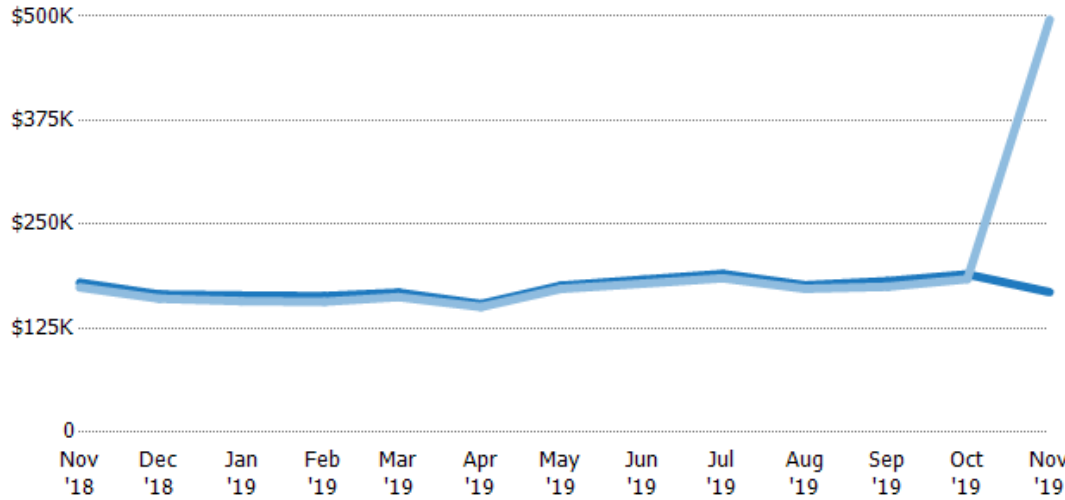
Average Sales Price vs Average Listing Price

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



| | Nov '18 | Dec '18 | Jan '19 | Feb '19 | Mar '19 | Apr '19 | May '19 | Jun '19 | Jul '19 | Aug '19 | Sep '19 | Oct '19 | Nov '19 |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Avg List Price | \$180K | \$166K | \$164K | \$164K | \$168K | \$154K | \$176K | \$183K | \$190K | \$177K | \$182K | \$190K | \$168K |
| Avg Sales Price | \$174K | \$161K | \$158K | \$157K | \$162K | \$151K | \$172K | \$179K | \$185K | \$172K | \$175K | \$184K | \$496K |
| Avg Sales Price as a % of Avg List Price | 97% | 97% | 96% | 96% | 97% | 98% | 98% | 97% | 97% | 98% | 96% | 97% | 295% |