



## 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	Dec 2019	Dec 2018	+ / -	YTD 2019	YTD 2018	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	173	111	+55.9%	3,182	3,006	+5.9%
New Listing Volume	\$33,703,300	\$20,032,200	+68.2%	\$596,095,802	\$664,429,052	-10.3%
Active Listing Count	649	630	+3%	N/A	N/A	
Active Listing Volume	\$140,804,021	\$125,925,628	+11.8%	N/A	N/A	
Average Listing Price	\$216,955	\$199,882	+8.5%	\$216,854	\$206,983	+4.8%
Months of Inventory	3	2.5	+21%	3.3	3.2	+2.4%
<b>Sales Activity Charts Metrics</b>						
Closed Sales Count	208	178	+16.9%	2,598	2,506	+3.7%
Closed Sales Volume	\$38,281,917	\$28,584,632	+33.9%	\$446,954,144	\$411,168,121	+8.7%
Average Sales Price	\$184,048	\$160,588	+14.6%	\$172,038	\$164,140	+4.8%
Average Sales Price per Sq Ft	\$98	\$89	+10.2%	\$93	\$90	+3.2%



## New Listings

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

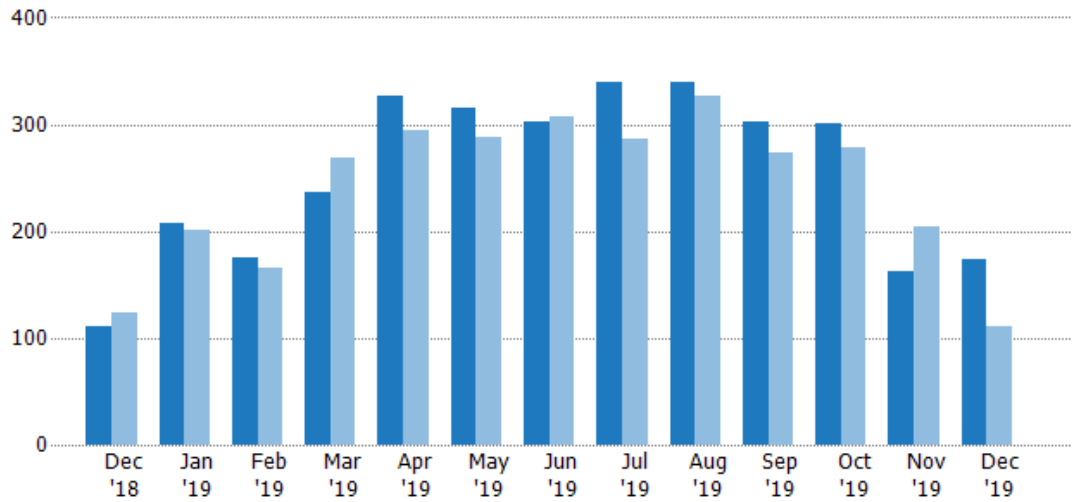
### Filters Used

MLSs: 2 of 3

Property Type:

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

Month/ Year	Count	% Chg.
Dec '19	173	55.9%
Dec '18	111	-9.8%
Dec '17	123	6.5%



Current Year	111	207	175	237	326	315	303	339	340	303	301	163	173
Prior Year	123	201	165	269	294	288	308	287	326	274	278	205	111
Percent Change from Prior Year	-10%	3%	6%	-12%	11%	9%	-2%	18%	4%	11%	8%	-20%	56%

## New Listing Volume

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

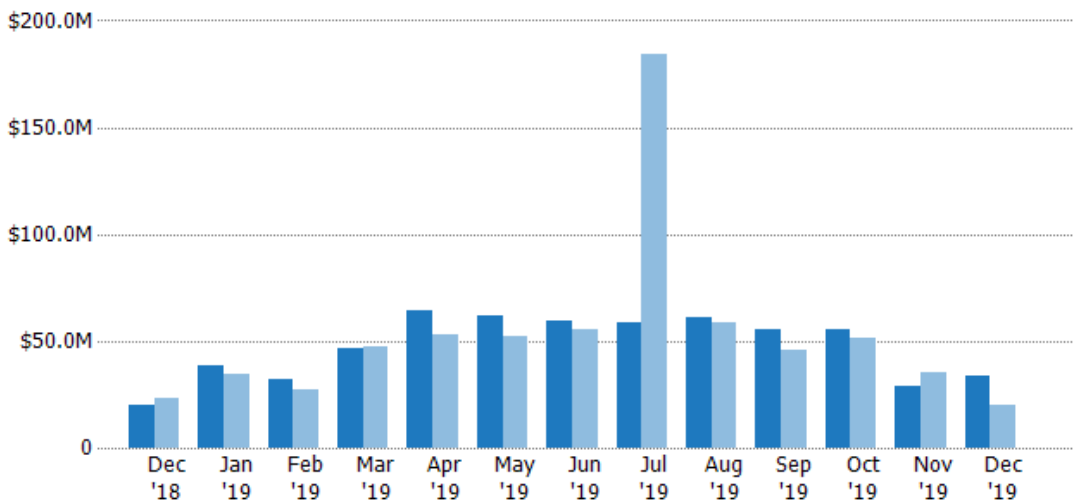
### Filters Used

MLSs: 2 of 3

Property Type:

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

Month/ Year	Volume	% Chg.
Dec '19	\$33.7M	68.2%
Dec '18	\$20M	-13.8%
Dec '17	\$23.2M	-15.5%



Current Year	\$20M	\$38.9M	\$32M	\$46.8M	\$64.1M	\$62.2M	\$59.2M	\$58.8M	\$61.1M	\$55.6M	\$55.2M	\$28.7M	\$33.7M
Prior Year	\$23.2M	\$34.1M	\$27.6M	\$47.6M	\$53.3M	\$52M	\$55.2M	\$184M	\$58.3M	\$45.5M	\$51.1M	\$35.2M	\$20M
Percent Change from Prior Year	-14%	14%	16%	-2%	20%	20%	7%	-68%	5%	22%	8%	-19%	68%



## Active Listings

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

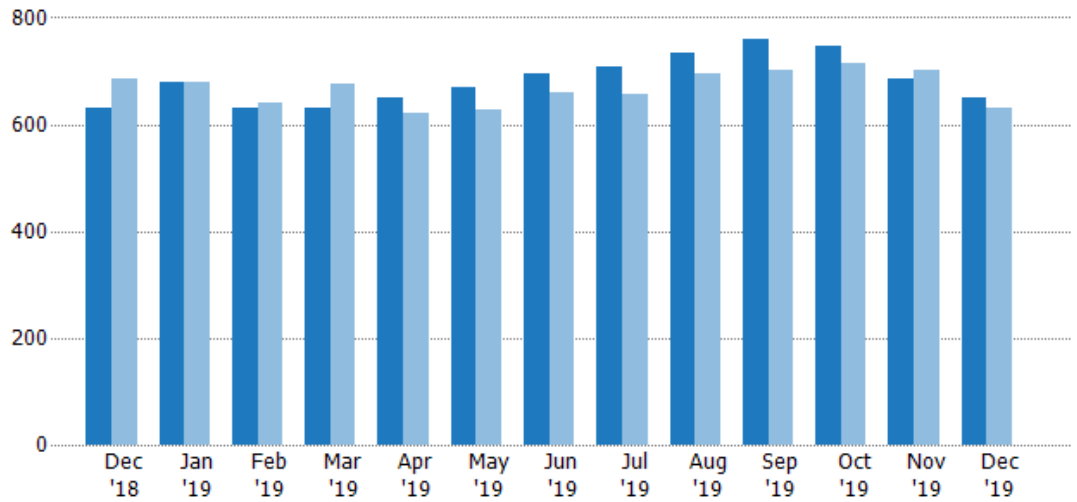
### Filters Used

MLSs: 2 of 3

Property Type:

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

Month/ Year	Count	% Chg.
Dec '19	649	3%
Dec '18	630	-8.3%
Dec '17	687	2.3%



Current Year	630	678	630	631	651	670	694	708	735	761	748	684	649
Prior Year	687	678	640	677	622	626	660	658	696	700	716	701	630
Percent Change from Prior Year	-8%	0%	-2%	-7%	5%	7%	5%	8%	6%	9%	4%	-2%	3%

## Active Listing Volume

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

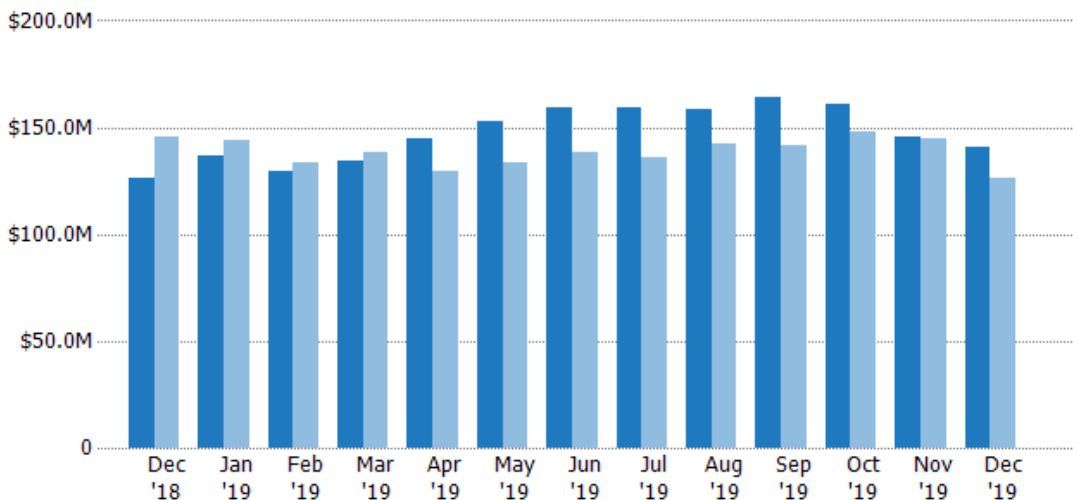
### Filters Used

MLSs: 2 of 3

Property Type:

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

Month/ Year	Volume	% Chg.
Dec '19	\$141M	11.8%
Dec '18	\$126M	-13.5%
Dec '17	\$146M	-5.7%



Current Year	\$126M	\$137M	\$130M	\$134M	\$144M	\$153M	\$160M	\$159M	\$158M	\$164M	\$161M	\$146M	\$141M
Prior Year	\$146M	\$144M	\$134M	\$138M	\$130M	\$134M	\$139M	\$136M	\$143M	\$142M	\$148M	\$144M	\$126M
Percent Change from Prior Year	-13%	-5%	-3%	-3%	11%	14%	15%	17%	11%	16%	9%	1%	12%



## Average Listing Price

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

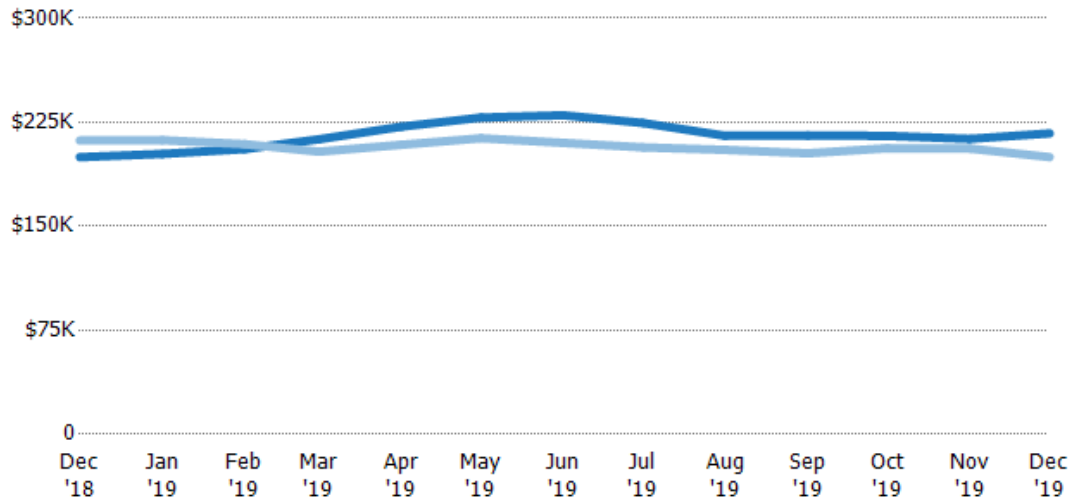
### Filters Used

MLSs: 2 of 3

Property Type:

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

Month/ Year	Price	% Chg.
Dec '19	\$217K	8.5%
Dec '18	\$200K	-5.6%
Dec '17	\$212K	-7.9%



Current Year	\$200K	\$202K	\$206K	\$213K	\$222K	\$228K	\$230K	\$224K	\$215K	\$216K	\$215K	\$213K	\$217K
Prior Year	\$212K	\$212K	\$209K	\$204K	\$209K	\$214K	\$210K	\$207K	\$205K	\$203K	\$206K	\$206K	\$200K
Percent Change from Prior Year	-6%	-5%	-2%	4%	6%	7%	9%	9%	5%	6%	4%	3%	9%

## Months of Inventory

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

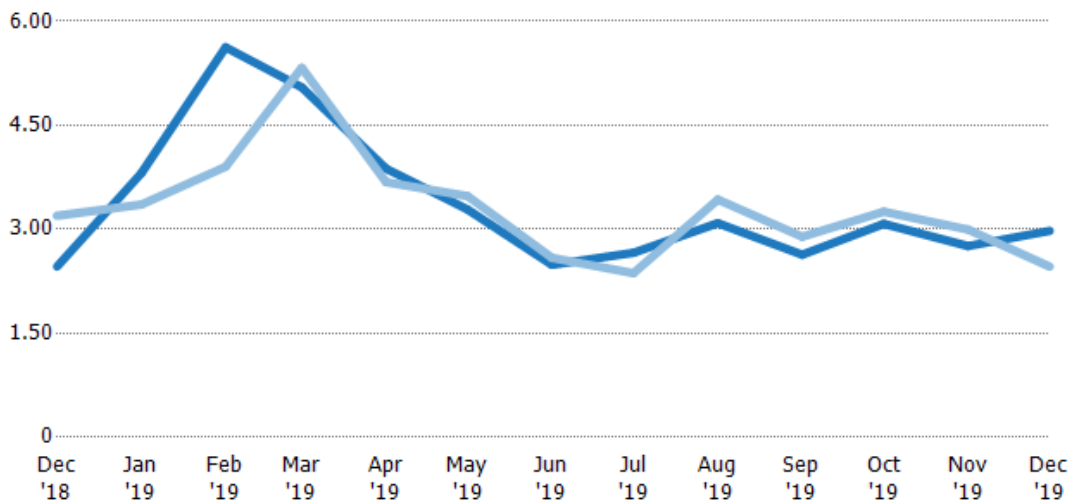
### Filters Used

MLSs: 2 of 3

Property Type:

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

Month/ Year	Months	% Chg.
Dec '19	2.98	21%
Dec '18	2.46	-23%
Dec '17	3.2	29.4%



Current Year	2.46	3.81	5.63	5.05	3.88	3.28	2.49	2.66	3.09	2.63	3.08	2.76	2.98
Prior Year	3.2	3.36	3.9	5.33	3.68	3.48	2.59	2.37	3.43	2.89	3.25	3	2.46
Percent Change from Prior Year	-23%	13%	44%	-5%	5%	-6%	-4%	12%	-10%	-9%	-5%	-8%	21%



## Active/Pending/Sold Units

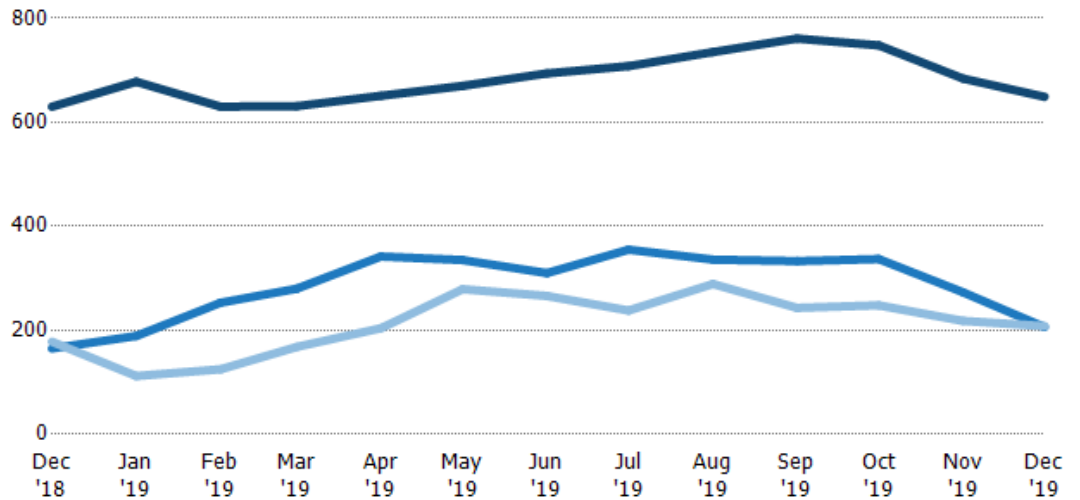
The number of residential properties that were Active, Pending and Sold each month.

### Filters Used

MLSs: 2 of 3

Property Type:

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



Active	630	678	630	631	651	670	694	708	735	761	748	684	649
Pending	165	189	253	280	342	335	310	355	336	333	337	273	206
Sold	178	112	125	168	204	279	266	238	289	243	248	218	208

## Closed Sales

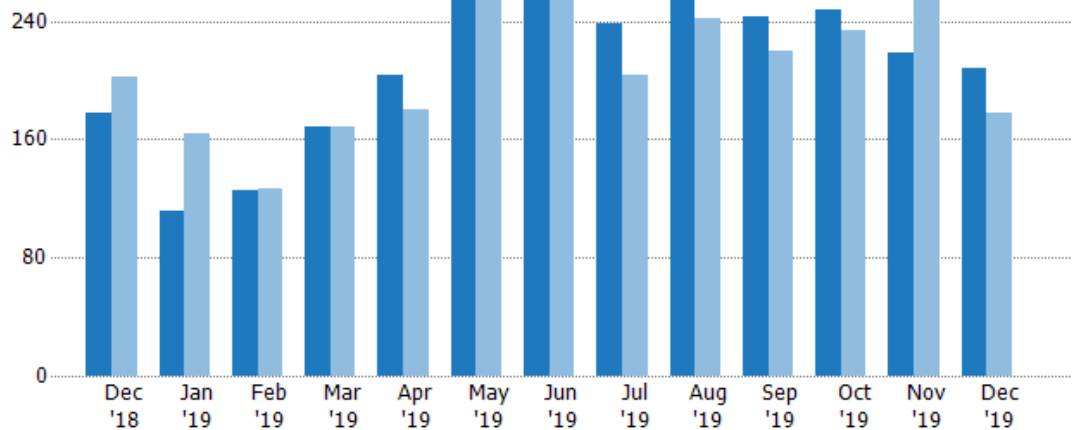
The total number of residential properties sold each month.

### Filters Used

MLSs: 2 of 3

Property Type:

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



Current Year	178	112	125	168	204	279	266	238	289	243	248	218	208
Prior Year	202	164	127	169	180	255	278	203	242	220	234	256	178
Percent Change from Prior Year	-12%	-32%	-2%	-1%	13%	9%	-4%	17%	19%	10%	6%	-15%	17%



## Closed Sales Volume

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

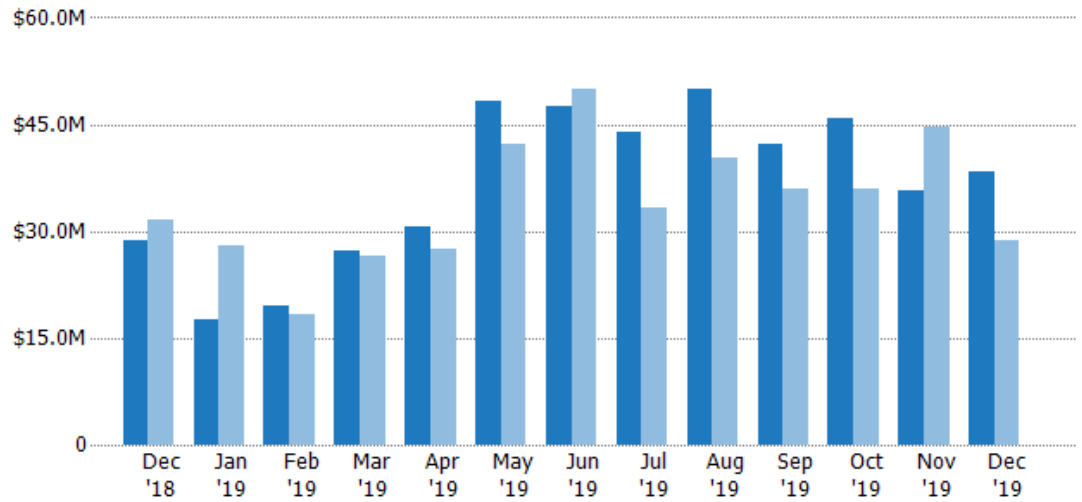
### Filters Used

MLSs: 2 of 3

Property Type:

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

Month/ Year	Volume	% Chg.
Dec '19	\$38.3M	33.9%
Dec '18	\$28.6M	-9.4%
Dec '17	\$31.5M	-12.2%



Current Year

Prior Year

Percent Change from Prior Year

\$28.6M	\$17.7M	\$19.6M	\$27.3M	\$30.7M	\$48.2M	\$47.5M	\$43.9M	\$50.1M	\$42.3M	\$45.7M	\$35.6M	\$38.3M
\$31.5M	\$27.9M	\$18.2M	\$26.5M	\$27.5M	\$42.2M	\$50M	\$33.4M	\$40.4M	\$36M	\$35.9M	\$44.6M	\$28.6M
-9%	-37%	7%	3%	12%	14%	-5%	32%	24%	18%	27%	-20%	34%

## Closed Sales by Property Type

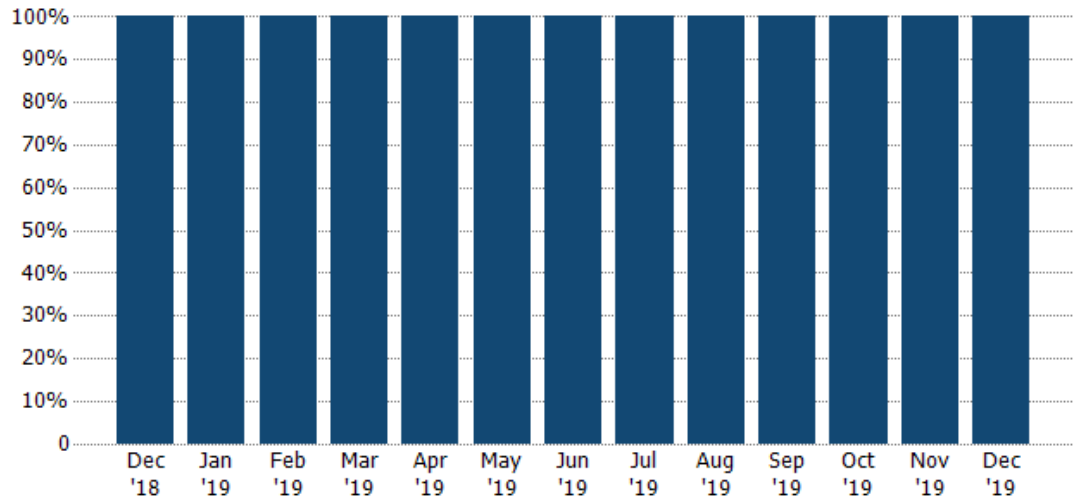
The percentage of residential properties sold each month by property type.

### Filters Used

MLSs: 2 of 3

Property Type:

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



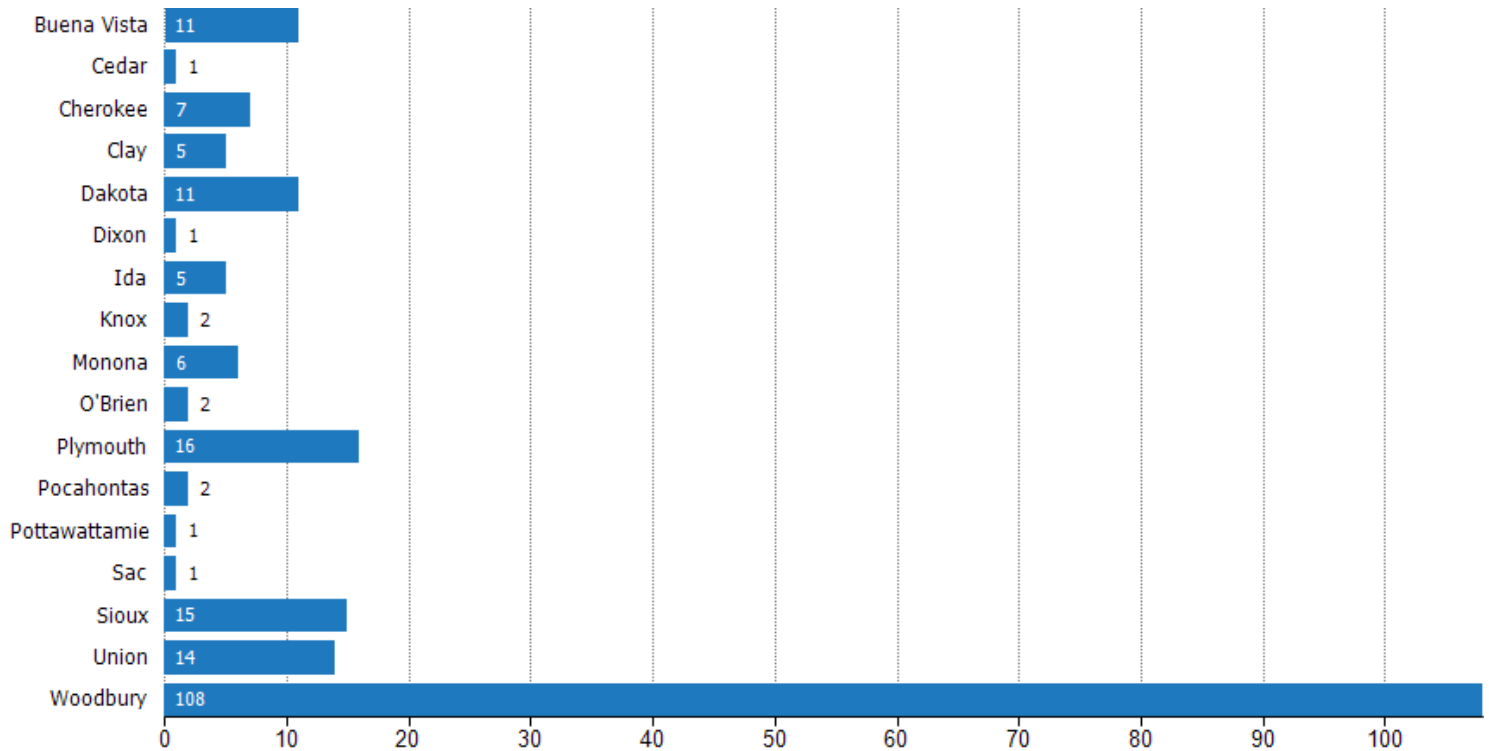
Single Family Residence



## Closed Sales (By County)

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

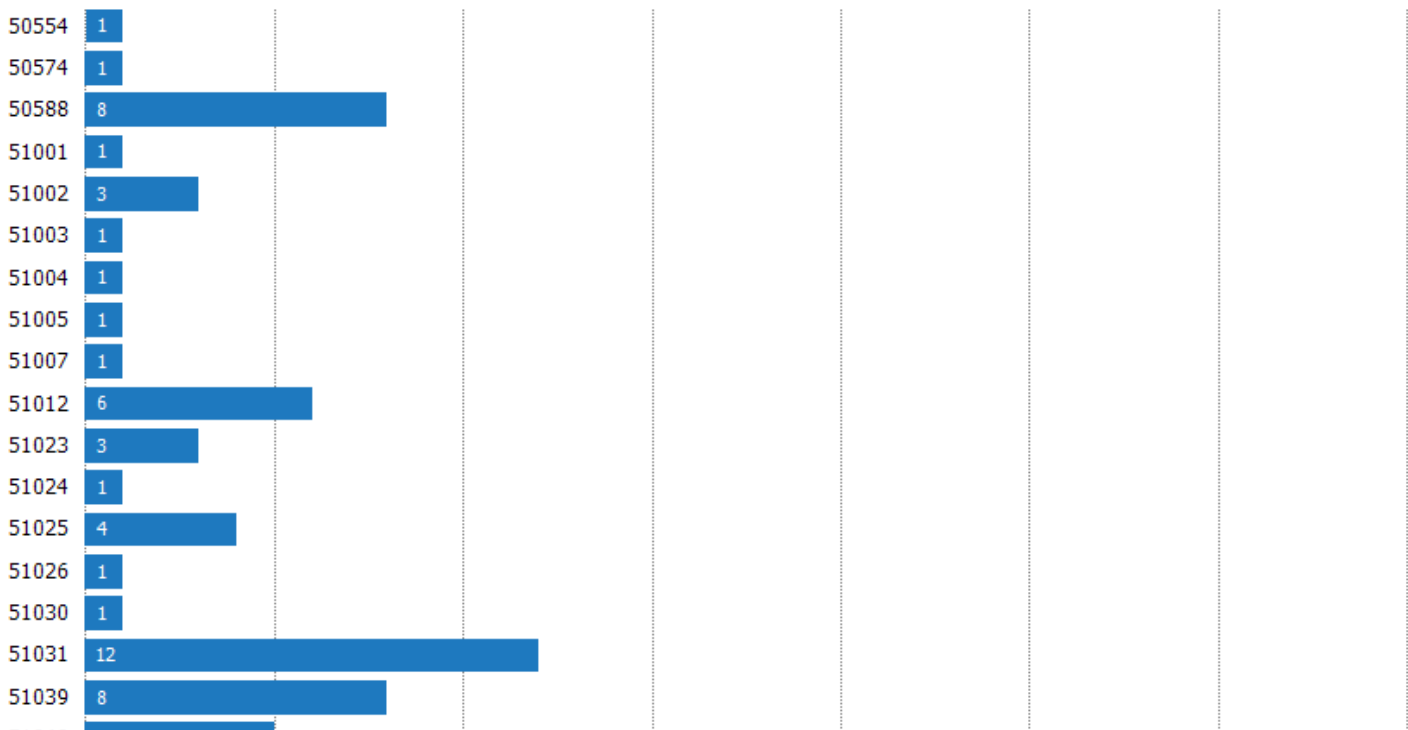
Filters Used: MLSs: 2 of 3; Property Type: Condo/Townhouse/Apt, Mobile/Manufactured, Multifamily/Multiplex, Other Residential, Single Family Residence

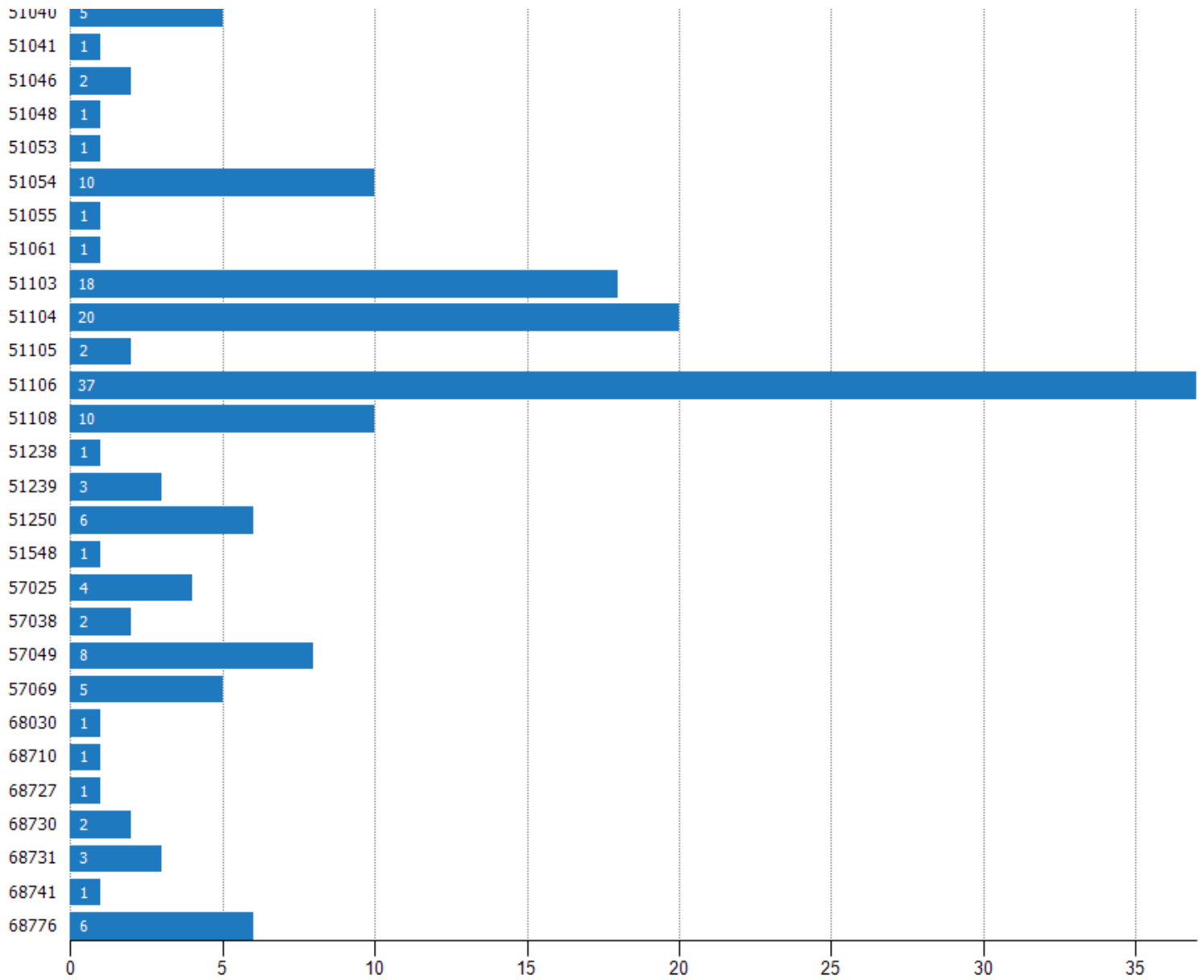


## Closed Sales (By Zip)

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.

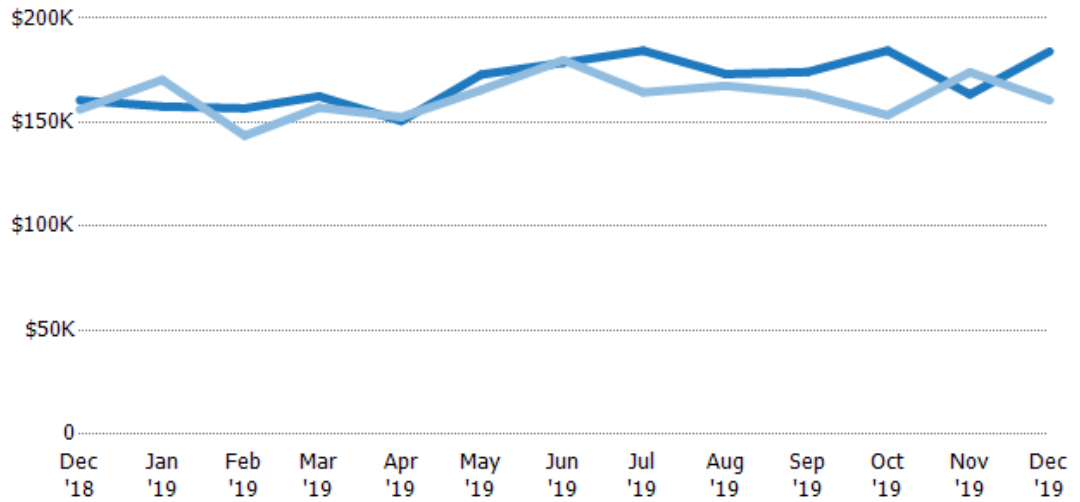
### Filters Used

MLSs: 2 of 3

Property Type:

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

Month/ Year	Price	% Chg.
Dec '19	\$184K	14.6%
Dec '18	\$161K	2.8%
Dec '17	\$156K	-2%



Current Year	\$161K	\$158K	\$157K	\$162K	\$151K	\$173K	\$179K	\$184K	\$173K	\$174K	\$184K	\$163K	\$184K
Prior Year	\$156K	\$170K	\$144K	\$157K	\$153K	\$165K	\$180K	\$164K	\$168K	\$164K	\$153K	\$174K	\$161K
Percent Change from Prior Year	3%	-8%	9%	3%	-1%	4%	-1%	12%	3%	6%	20%	-6%	15%

## Average Sales Price per Sq Ft

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

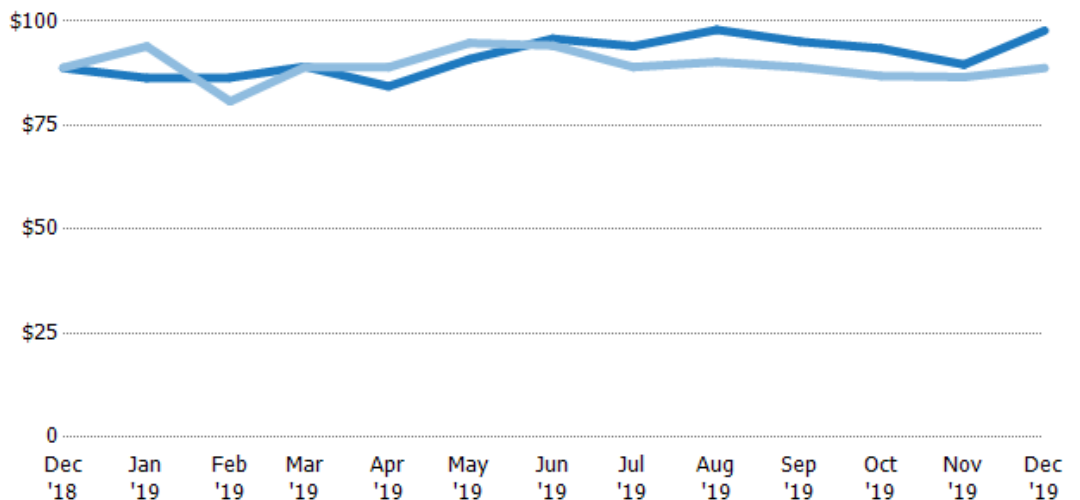
### Filters Used

MLSs: 2 of 3

Property Type:

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

Month/ Year	Price/sq ft	% Chg.
Dec '19	\$97.8	10.2%
Dec '18	\$88.8	-0.1%
Dec '17	\$88.8	-0.8%



Current Year	\$88.8	\$86.4	\$86.4	\$89.1	\$84.4	\$90.9	\$95.8	\$94	\$97.9	\$95.1	\$93.5	\$89.6	\$97.8
Prior Year	\$88.8	\$94	\$80.7	\$89	\$89	\$94.7	\$94.2	\$89	\$90.2	\$88.9	\$86.9	\$86.6	\$88.8
Percent Change from Prior Year	0%	-8%	7%	0%	-5%	-4%	2%	6%	9%	7%	8%	3%	10%



## Average Sales Price vs Average Listing Price

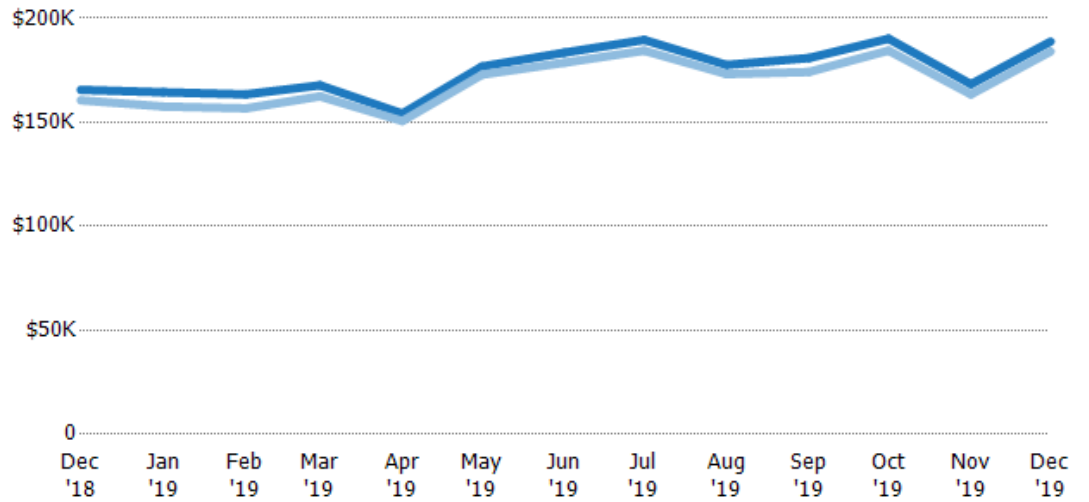
The average sales price as a percentage of the average listing price for properties sold each month.

### Filters Used

MLSs: 2 of 3

Property Type:

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



	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Avg List Price	\$166K	\$164K	\$163K	\$168K	\$154K	\$177K	\$183K	\$190K	\$178K	\$181K	\$190K	\$168K	\$189K
Avg Sales Price	\$161K	\$158K	\$157K	\$162K	\$151K	\$173K	\$179K	\$184K	\$173K	\$174K	\$184K	\$163K	\$184K
Avg Sales Price as a % of Avg List Price	97%	96%	96%	97%	98%	98%	97%	97%	98%	96%	97%	97%	97%