



## 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	Jan 2020	Jan 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	221	206	+7.3%	3,391	3,197	+6.1%
New Listing Volume	\$42,479,689	\$38,656,298	+9.9%	\$635,241,136	\$699,409,950	-9.2%
Active Listing Count	654	672	-2.7%	N/A	N/A	
Active Listing Volume	\$139,089,775	\$135,584,777	+2.6%	N/A	N/A	
Average Listing Price	\$212,675	\$201,763	+5.4%	\$215,813	\$206,655	+4.4%
Months of Inventory	3.2	3.8	-15.9%	5.8	4.1	+42.5%
<b>Sales Activity Charts Metrics</b>						
Closed Sales Count	126	112	+12.5%	2,714	2,608	+4.1%
Closed Sales Volume	\$20,707,981	\$17,650,929	+17.3%	\$465,426,230	\$426,725,350	+9.1%
Average Sales Price	\$164,349	\$157,598	+4.3%	\$171,491	\$163,686	+4.8%
Average Sales Price per Sq Ft	\$87	\$86	+1.2%	\$92	\$90	+3.1%

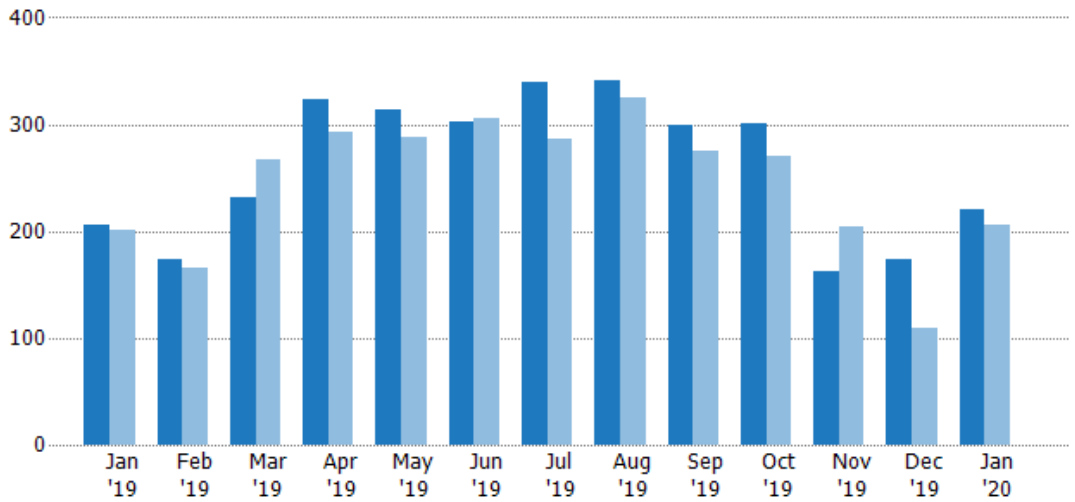


## New Listings

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.
Jan '20	221	7.3%
Jan '19	206	2.5%
Jan '18	201	-11.4%

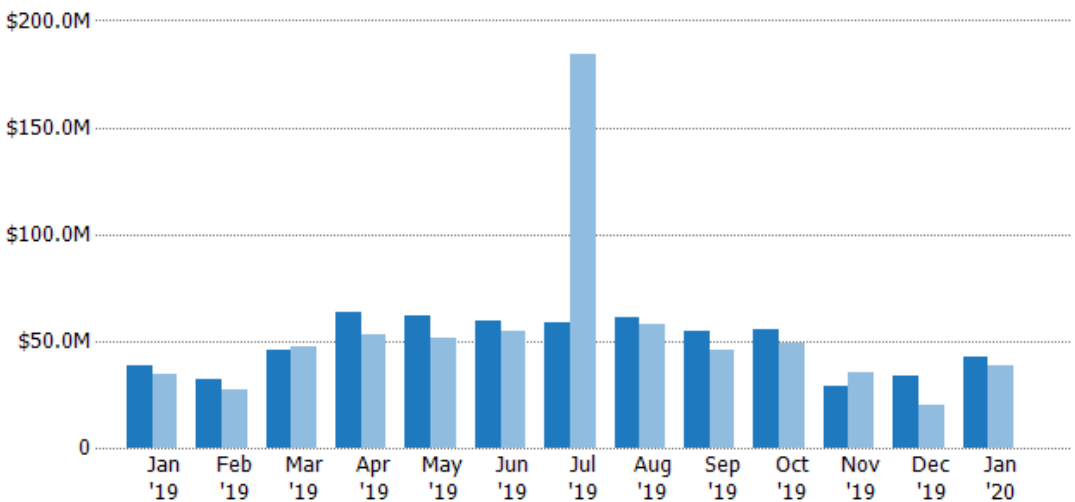
	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	206	174	232	323	314	303	339	341	300	301	163	174	221
Prior Year	201	165	267	293	288	305	287	325	275	270	205	110	206
Percent Change from Prior Year	2%	5%	-13%	10%	9%	-1%	18%	5%	9%	11%	-20%	58%	7%

## 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.
Jan '20	\$42.5M	9.9%
Jan '19	\$38.7M	13.4%
Jan '18	\$34.1M	-9.1%

	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	\$38.7M	\$31.8M	\$45.5M	\$63.7M	\$61.9M	\$59.2M	\$58.8M	\$61.4M	\$54.6M	\$55M	\$28.6M	\$33.7M	\$42.5M
Prior Year	\$34.1M	\$27.6M	\$47.1M	\$53M	\$51.7M	\$54.6M	\$184M	\$58.2M	\$45.7M	\$49.3M	\$35.2M	\$19.8M	\$38.7M
Percent Change from Prior Year	13%	15%	-4%	20%	20%	8%	-68%	5%	20%	12%	-19%	71%	10%



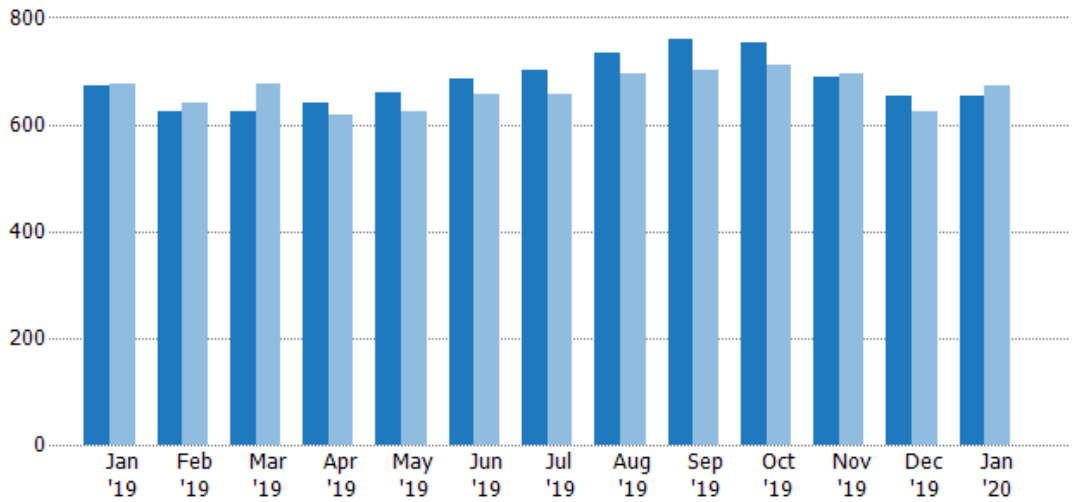


## Active Listings

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.
Jan '20	654	-2.7%
Jan '19	672	-0.7%
Jan '18	677	4%

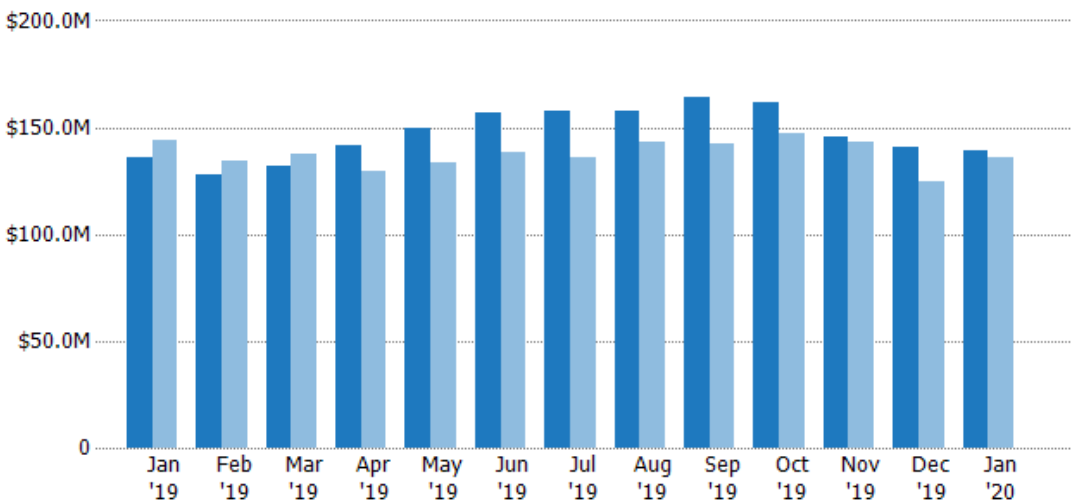
	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	672	625	623	641	660	685	701	733	761	753	689	653	654
Prior Year	677	640	676	619	624	657	658	696	701	712	696	624	672
Percent Change from Prior Year	-1%	-2%	-8%	4%	6%	4%	7%	5%	9%	6%	-1%	5%	-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.
Jan '20	\$139M	2.6%
Jan '19	\$136M	-5.7%
Jan '18	\$144M	-5.3%

	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	\$136M	\$128M	\$132M	\$142M	\$150M	\$157M	\$157M	\$157M	\$164M	\$161M	\$146M	\$141M	\$139M
Prior Year	\$144M	\$134M	\$138M	\$129M	\$133M	\$138M	\$136M	\$143M	\$142M	\$147M	\$143M	\$124M	\$136M
Percent Change from Prior Year	-6%	-4%	-4%	10%	13%	13%	16%	10%	15%	10%	2%	13%	3%





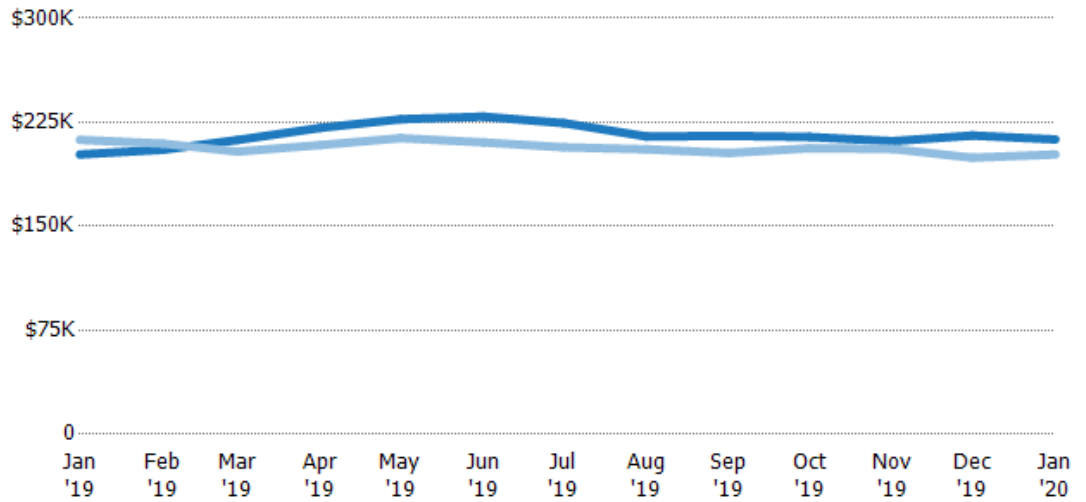
## Average Listing Price

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.
Jan '20	\$213K	5.4%
Jan '19	\$202K	-5%
Jan '18	\$212K	-8.9%



Current Year	\$202K	\$205K	\$212K	\$221K	\$227K	\$229K	\$224K	\$215K	\$215K	\$214K	\$211K	\$215K	\$213K
Prior Year	\$212K	\$210K	\$204K	\$209K	\$214K	\$211K	\$207K	\$205K	\$203K	\$206K	\$206K	\$199K	\$202K
Percent Change from Prior Year	-5%	-2%	4%	6%	6%	9%	8%	5%	6%	4%	3%	8%	5%

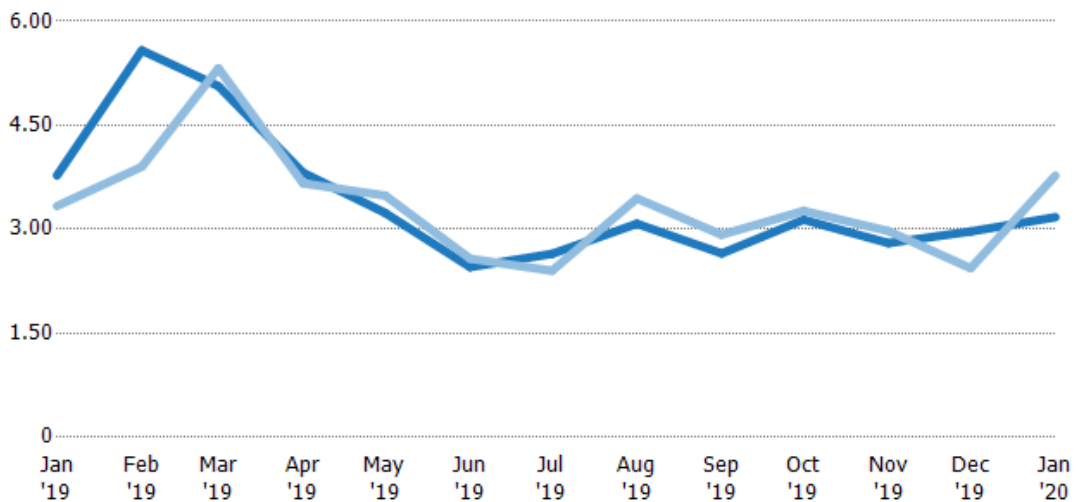
## Months of Inventory

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.
Jan '20	3.17	-15.9%
Jan '19	3.78	13.2%
Jan '18	3.33	16%



Current Year	3.78	5.58	5.07	3.82	3.24	2.46	2.65	3.08	2.65	3.14	2.8	2.97	3.17
Prior Year	3.33	3.9	5.32	3.66	3.49	2.58	2.4	3.45	2.92	3.27	2.97	2.44	3.78
Percent Change from Prior Year	13%	43%	-5%	4%	-7%	-5%	10%	-11%	-9%	-4%	-6%	22%	-16%





## Active/Pending/Sold Units

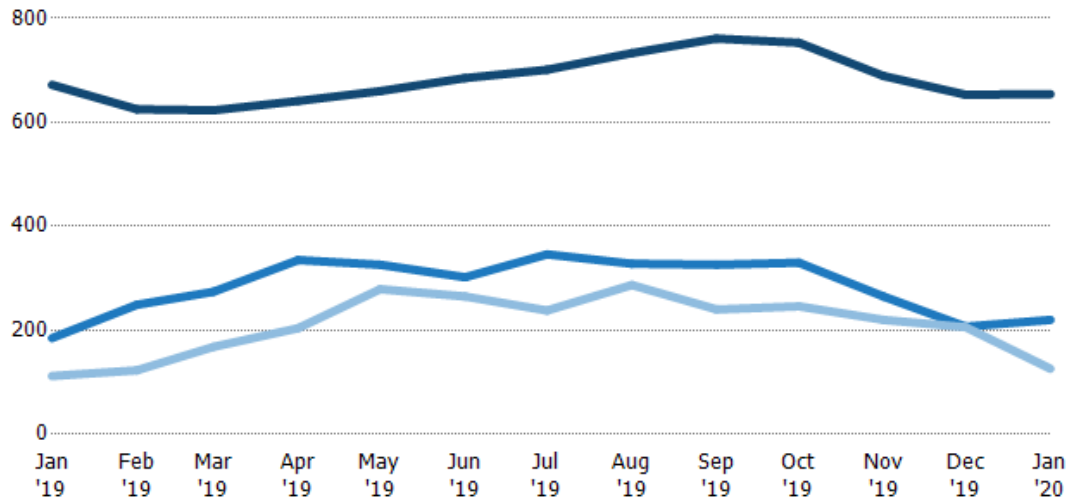
The number of residential properties that were Active, Pending and Sold each month.

### Filters Used

MLSs: 2 of 3

Property Type:

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



	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Active	672	625	623	641	660	685	701	733	761	753	689	653	654
Pending	185	249	274	335	326	302	346	328	326	330	265	207	220
Sold	112	123	168	204	279	265	238	287	240	246	220	206	126

## Closed Sales

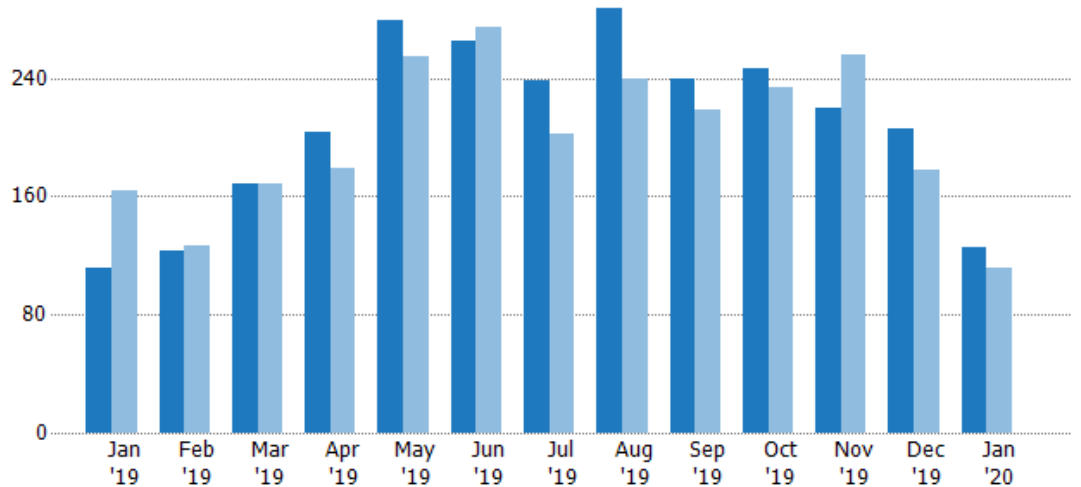
The total number of residential properties sold each month.

### Filters Used

MLSs: 2 of 3

Property Type:

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



Month/Year	Count	% Chg.
Jan '20	126	12.5%
Jan '19	112	-31.7%
Jan '18	164	-25%

	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	112	123	168	204	279	265	238	287	240	246	220	206	126
Prior Year	164	127	169	179	255	274	202	240	218	234	256	178	112
Percent Change from Prior Year	-32%	-3%	-1%	14%	9%	-3%	18%	20%	10%	5%	-14%	16%	13%





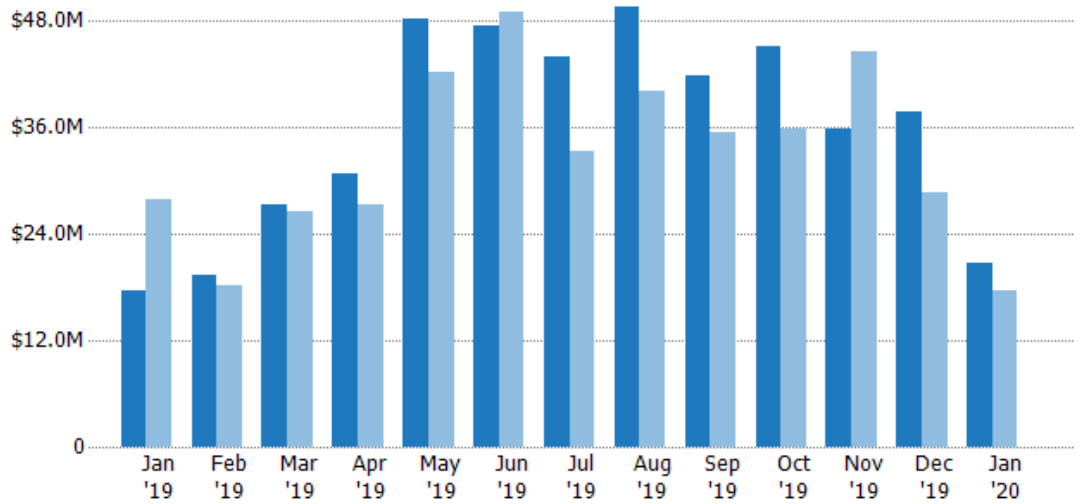
## Closed Sales Volume

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.
Jan '20	\$20.7M	17.3%
Jan '19	\$17.7M	-36.8%
Jan '18	\$27.9M	-37.3%



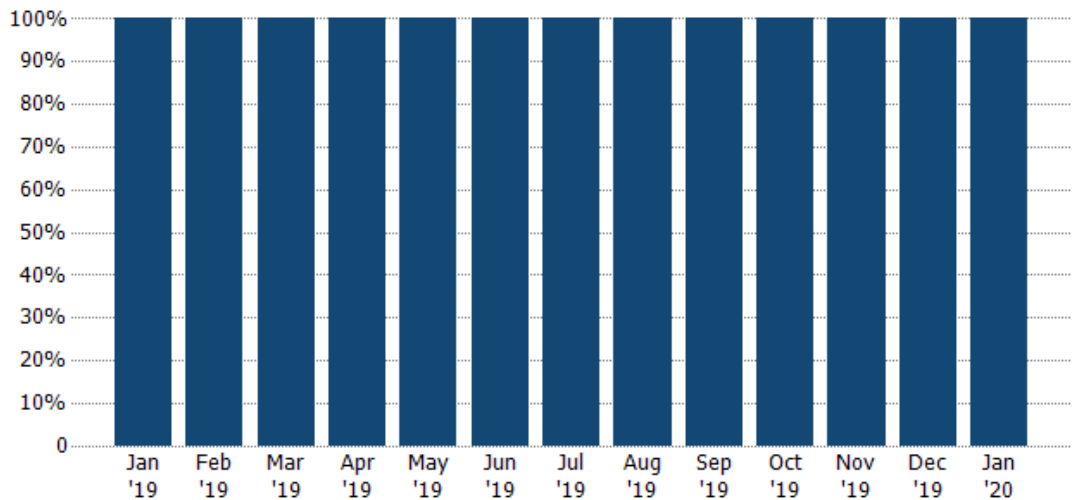
Current Year	\$17.7M	\$19.4M	\$27.3M	\$30.7M	\$48.2M	\$47.5M	\$44M	\$49.5M	\$41.8M	\$45.2M	\$35.8M	\$37.7M	\$20.7M
Prior Year	\$27.9M	\$18.2M	\$26.5M	\$27.4M	\$42.2M	\$49.1M	\$33.2M	\$40M	\$35.5M	\$35.9M	\$44.5M	\$28.6M	\$17.7M
Percent Change from Prior Year	-37%	6%	3%	12%	14%	-3%	32%	24%	18%	26%	-20%	32%	17%

## 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



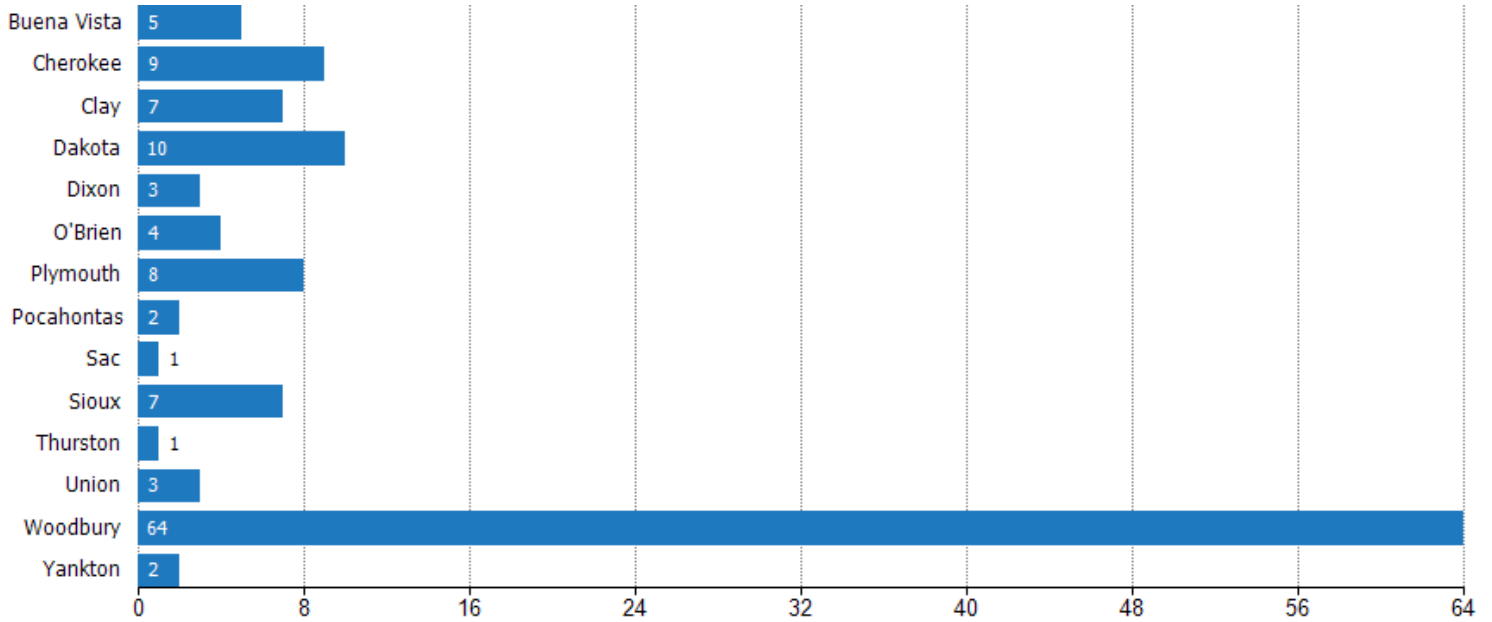
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
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## Closed Sales (By County)

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

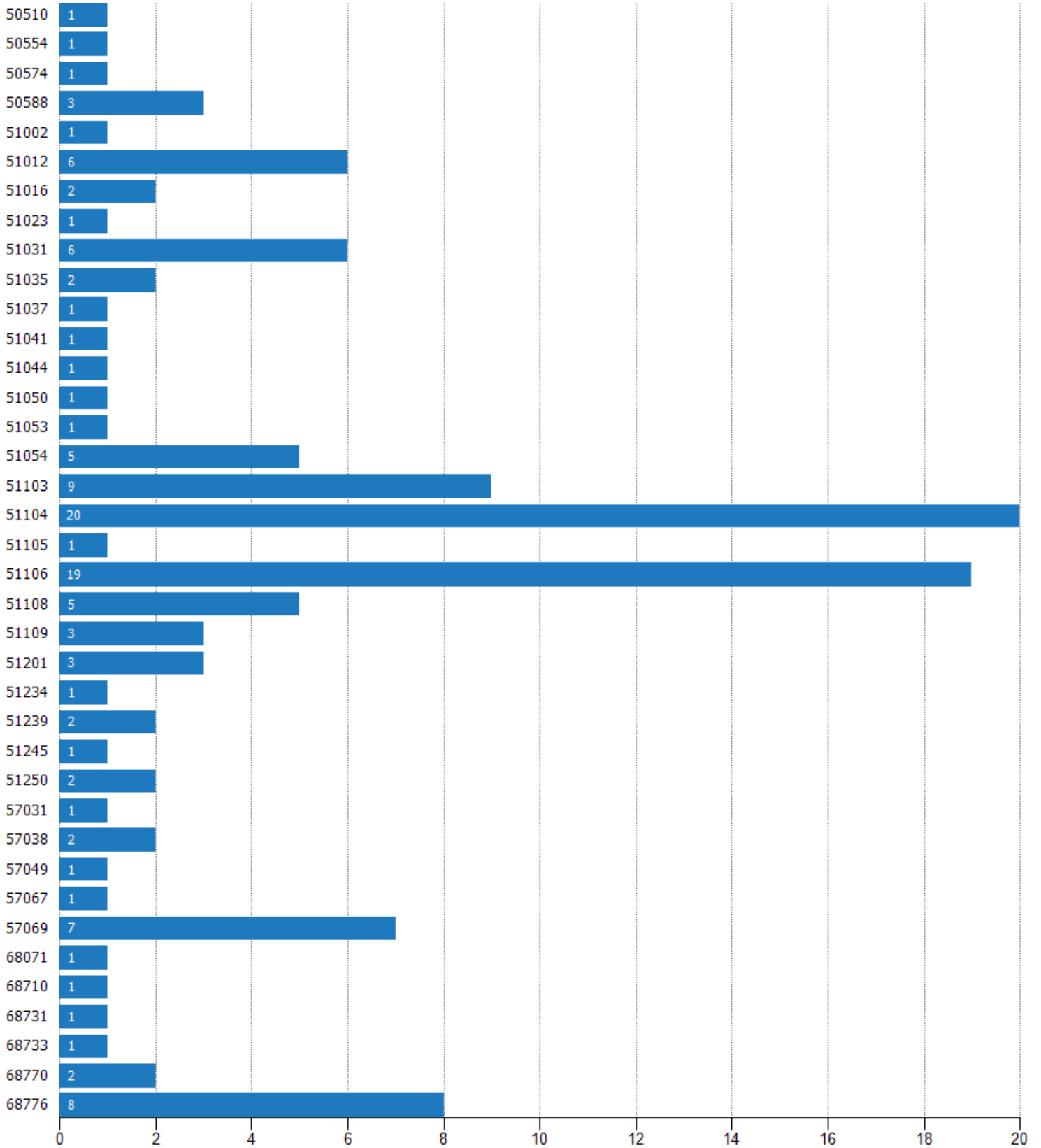


## Closed Sales (By Zip)

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







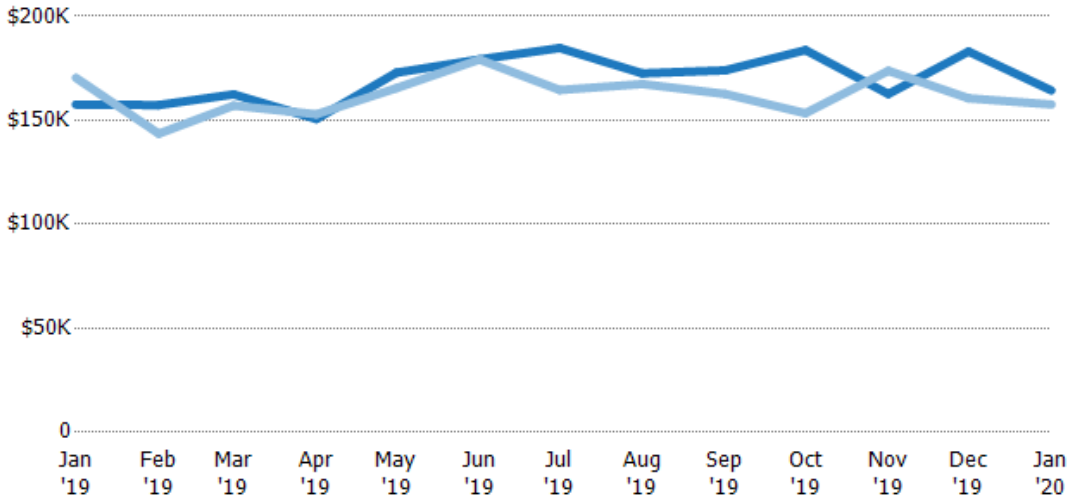


## Average Sales Price

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.
Jan '20	\$164K	4.3%
Jan '19	\$158K	-7.5%
Jan '18	\$170K	-16.4%

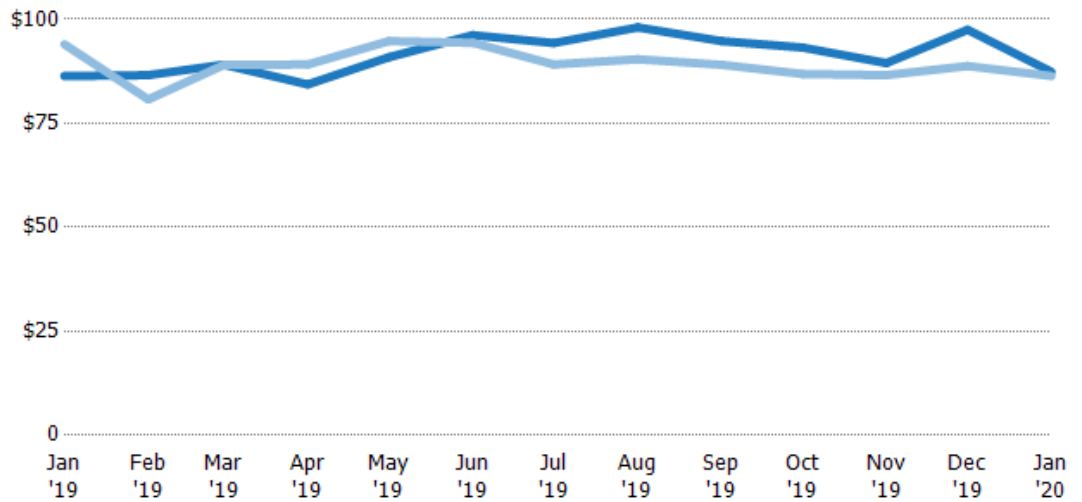
	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	\$158K	\$157K	\$162K	\$151K	\$173K	\$179K	\$185K	\$173K	\$174K	\$184K	\$163K	\$183K	\$164K
Prior Year	\$170K	\$144K	\$157K	\$153K	\$165K	\$179K	\$165K	\$167K	\$163K	\$153K	\$174K	\$161K	\$158K
Percent Change from Prior Year	-8%	10%	3%	-1%	4%	0%	12%	3%	7%	20%	-6%	14%	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.
Jan '20	\$87.4	1.2%
Jan '19	\$86.4	-8.1%
Jan '18	\$94	-13.1%

	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	\$86.4	\$86.6	\$89.1	\$84.4	\$90.9	\$96.2	\$94.3	\$98	\$94.8	\$93.2	\$89.5	\$97.5	\$87.4
Prior Year	\$94	\$80.7	\$89	\$89.1	\$94.7	\$94.4	\$89.1	\$90.4	\$89.1	\$86.9	\$86.6	\$88.8	\$86.4
Percent Change from Prior Year	-8%	7%	0%	-5%	-4%	2%	6%	8%	6%	7%	3%	10%	1%





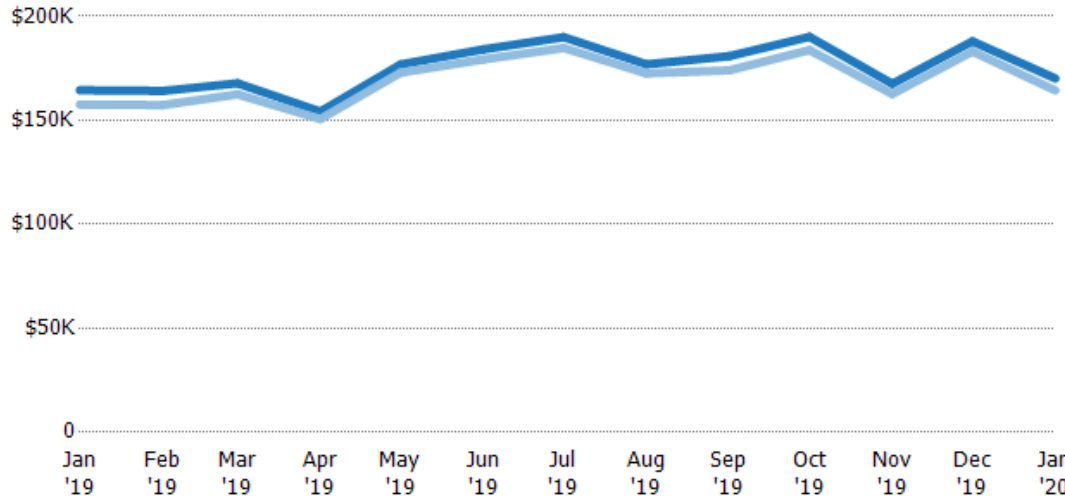
## Average Sales Price vs Average Listing Price

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



	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Avg List Price	\$164K	\$164K	\$168K	\$154K	\$177K	\$184K	\$190K	\$177K	\$181K	\$190K	\$168K	\$188K	\$170K
Avg Sales Price	\$158K	\$157K	\$162K	\$151K	\$173K	\$179K	\$185K	\$173K	\$174K	\$184K	\$163K	\$183K	\$164K
Avg Sales Price as a % of Avg List Price	96%	96%	97%	98%	98%	97%	97%	98%	96%	97%	97%	97%	97%