



## 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	Feb 2020	Feb 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	207	174	+19%	429	380	+12.9%
New Listing Volume	\$40,272,915	\$31,625,096	+27.3%	\$82,249,104	\$70,279,144	+17%
Active Listing Count	605	626	-3.4%	N/A	N/A	
Active Listing Volume	\$130,417,900	\$128,921,882	+1.2%	N/A	N/A	
Average Listing Price	\$215,567	\$205,945	+4.7%	\$213,219	\$203,822	+4.6%
Months of Inventory	4.4	5.6	-21.6%	5.4	4.5	+21.2%
<b>Sales Activity Charts Metrics</b>						
Closed Sales Count	137	122	+12.3%	275	234	+17.5%
Closed Sales Volume	\$21,983,987	\$19,032,050	+15.5%	\$44,490,969	\$36,682,979	+21.3%
Average Sales Price	\$160,467	\$156,000	+2.9%	\$161,785	\$156,765	+3.2%
Average Sales Price per Sq Ft	\$88	\$86	+1.9%	\$87	\$86	+1.2%



## New Listings

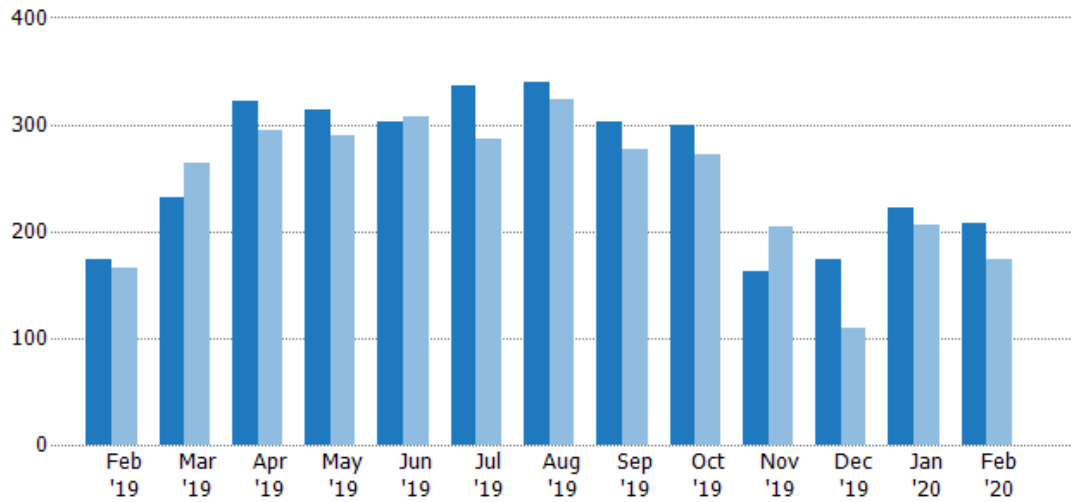
The number of new residential listings that were added each month.

### Filters Used

MLSs: 2 of 3

Property Type:

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	174	231	321	313	303	337	339	302	299	162	173	222	207
Prior Year	166	264	294	289	307	286	324	276	272	205	109	206	174
Percent Change from Prior Year	5%	-13%	9%	8%	-1%	18%	5%	9%	10%	-21%	59%	8%	19%

## New Listing Volume

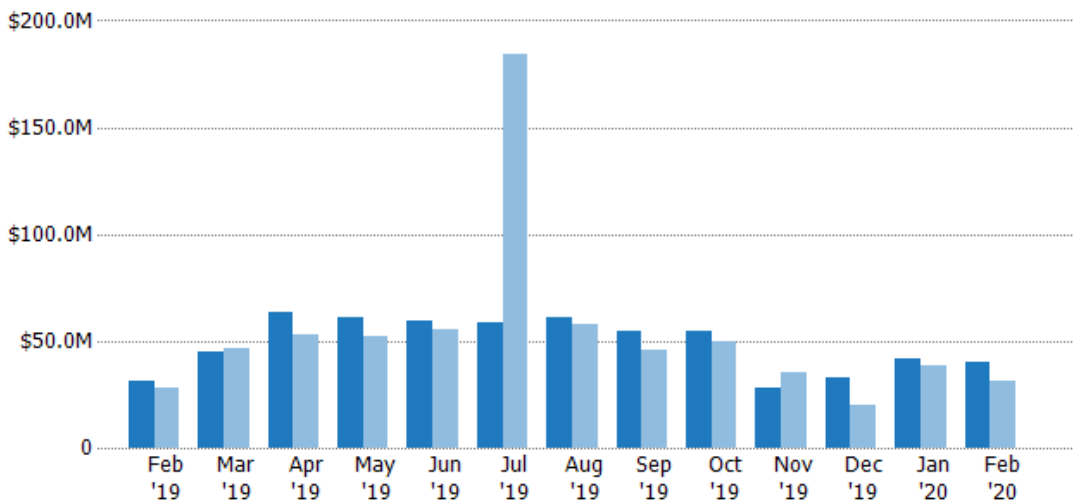
The sum of the listing price of residential listings that were added each month.

### Filters Used

MLSs: 2 of 3

Property Type:

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Current Year	\$31.6M	\$45.3M	\$63.3M	\$61.1M	\$59.2M	\$58.3M	\$60.9M	\$54.9M	\$54.3M	\$28.3M	\$33.1M	\$42M	\$40.3M
Prior Year	\$27.9M	\$46.5M	\$53.3M	\$51.9M	\$55.1M	\$184M	\$57.9M	\$45.8M	\$49.5M	\$35.2M	\$19.7M	\$38.7M	\$31.6M
Percent Change from Prior Year	13%	-2%	19%	18%	7%	-68%	5%	20%	10%	-20%	68%	9%	27%



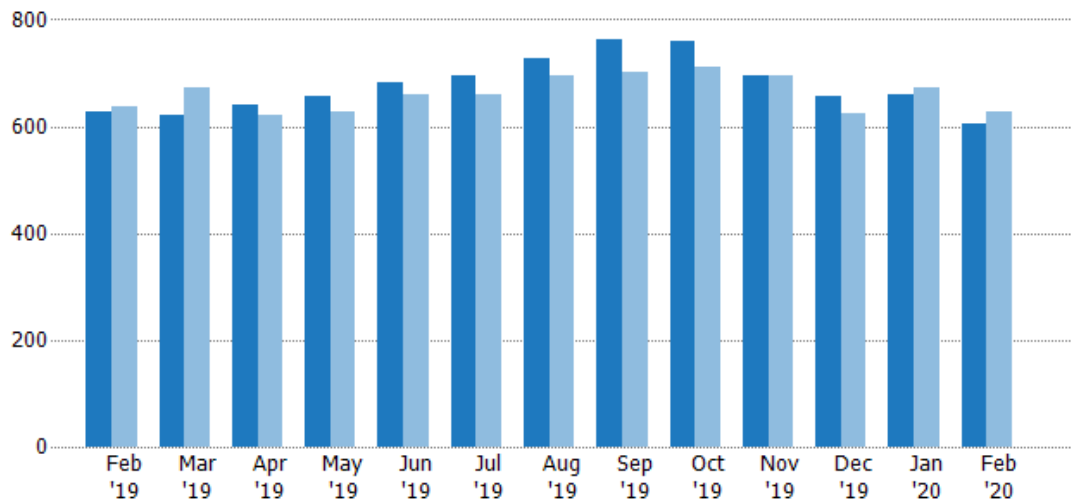
## Active Listings

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.
Feb '20	605	-3.4%
Feb '19	626	-1.9%
Feb '18	638	4.7%



Current Year	626	622	639	656	683	695	728	763	761	696	657	659	605
Prior Year	638	674	620	626	659	659	696	700	712	696	624	671	626
Percent Change from Prior Year	-2%	-8%	3%	5%	4%	5%	5%	9%	7%	0%	5%	-2%	-3%

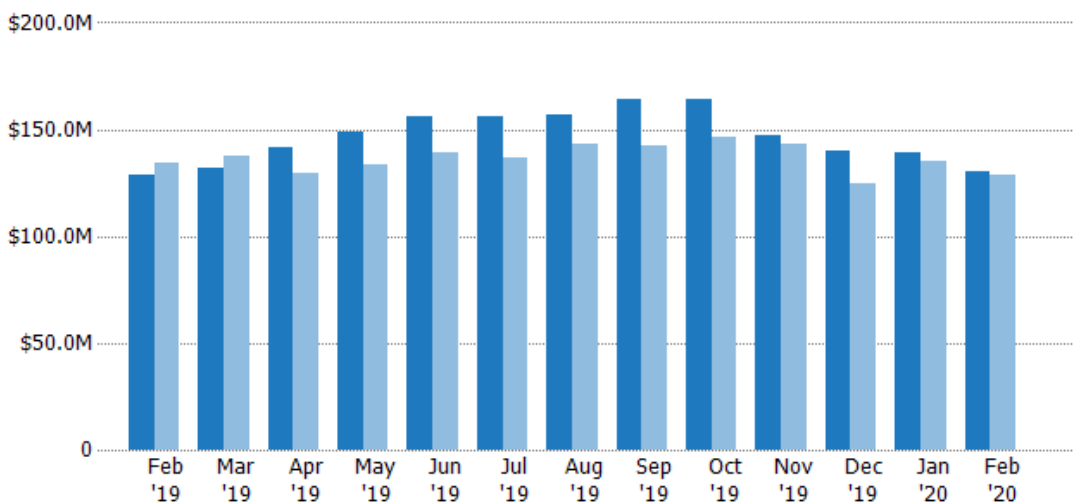
## Active Listing Volume

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.
Feb '20	\$130M	1.2%
Feb '19	\$129M	-3.8%
Feb '18	\$134M	-1.3%



Current Year	\$129M	\$132M	\$142M	\$149M	\$156M	\$156M	\$157M	\$164M	\$164M	\$147M	\$140M	\$139M	\$130M
Prior Year	\$134M	\$138M	\$130M	\$134M	\$139M	\$137M	\$143M	\$142M	\$147M	\$143M	\$125M	\$135M	\$129M
Percent Change from Prior Year	-4%	-4%	9%	11%	12%	14%	9%	15%	12%	3%	12%	3%	1%





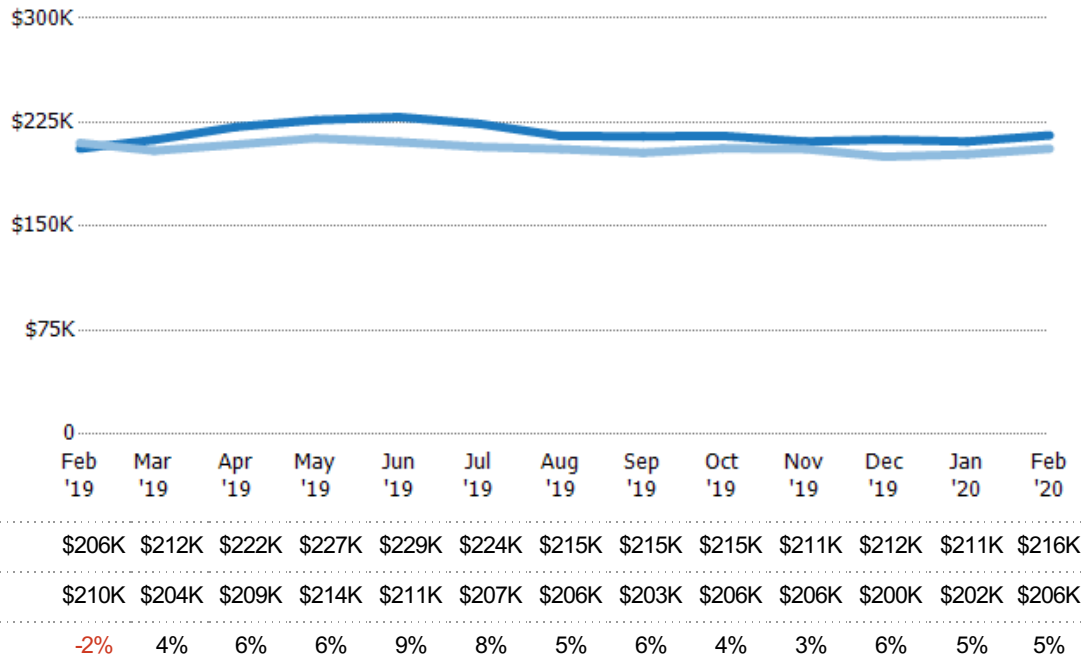
## Average Listing Price

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.
Feb '20	\$216K	4.7%
Feb '19	\$206K	-2%
Feb '18	\$210K	-5.7%



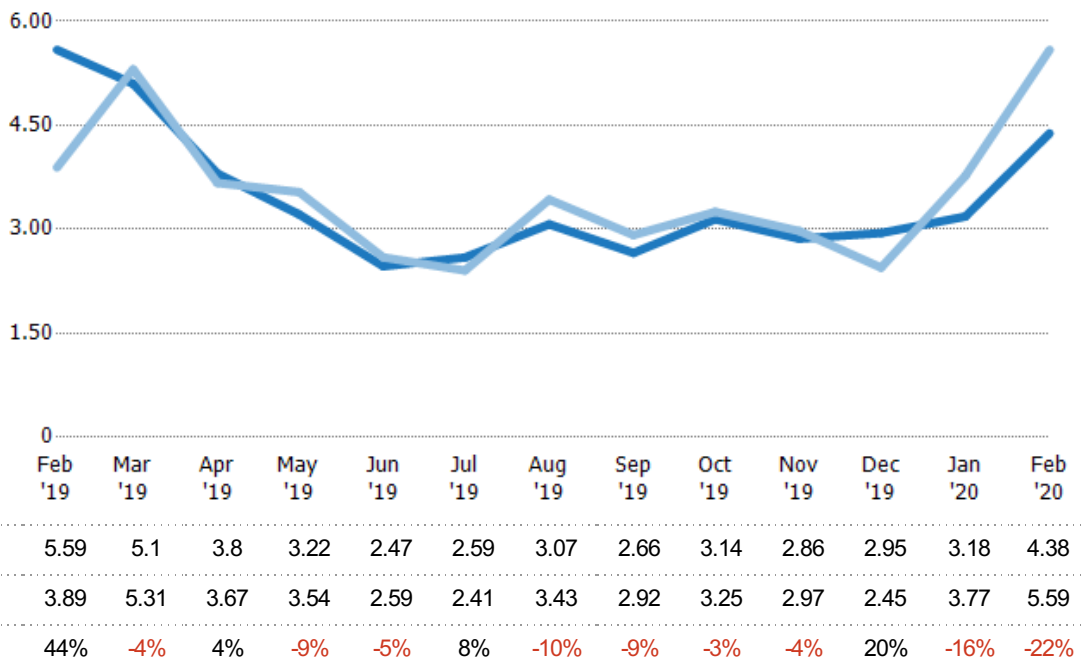
## Months of Inventory

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.
Feb '20	4.38	-21.6%
Feb '19	5.59	43.7%
Feb '18	3.89	39.6%





## Active/Pending/Sold Units

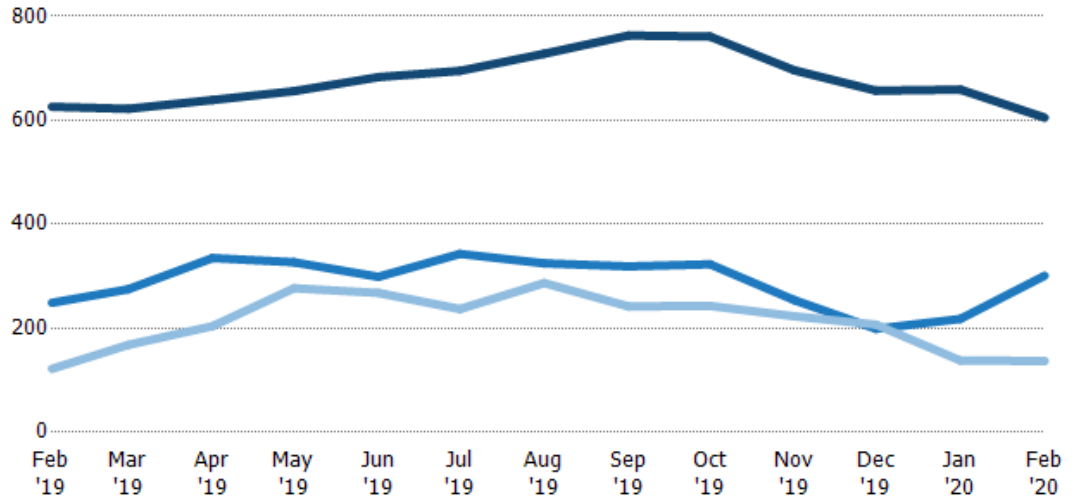
The number of residential properties that were Active, Pending and Sold each month.

### Filters Used

MLSs: 2 of 3

Property Type:

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



Active	626	622	639	656	683	695	728	763	761	696	657	659	605
Pending	249	275	335	327	299	343	325	319	323	254	199	218	301
Sold	122	168	204	277	268	237	287	242	243	223	207	138	137

## Closed Sales

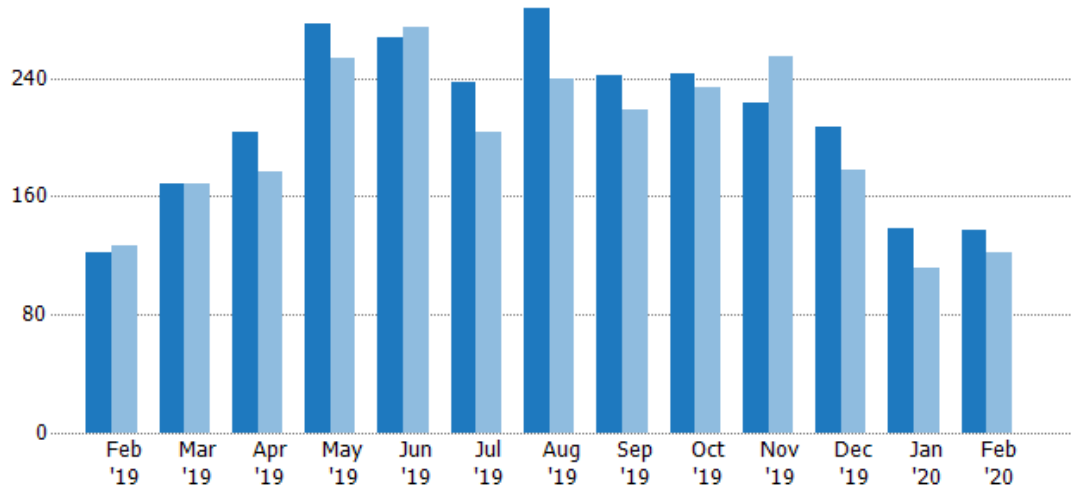
The total number of residential properties sold each month.

### Filters Used

MLSs: 2 of 3

Property Type:

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



Current Year	122	168	204	277	268	237	287	242	243	223	207	138	137
Prior Year	127	169	177	254	274	203	240	219	234	255	178	112	122
Percent Change from Prior Year	-4%	-1%	15%	9%	-2%	17%	20%	11%	4%	-13%	16%	23%	12%



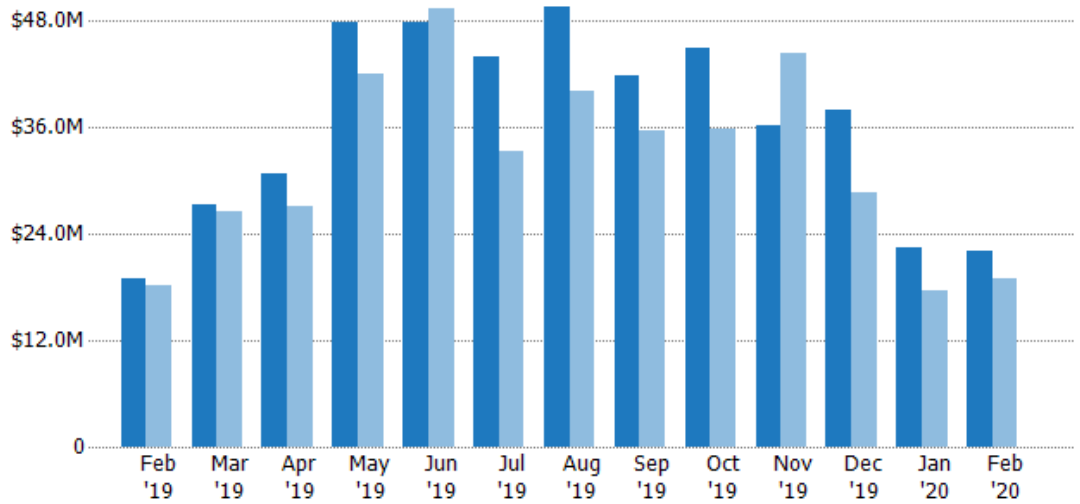
## Closed Sales Volume

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.
Feb '20	\$22M	15.5%
Feb '19	\$19M	4.4%
Feb '18	\$18.2M	-7.2%



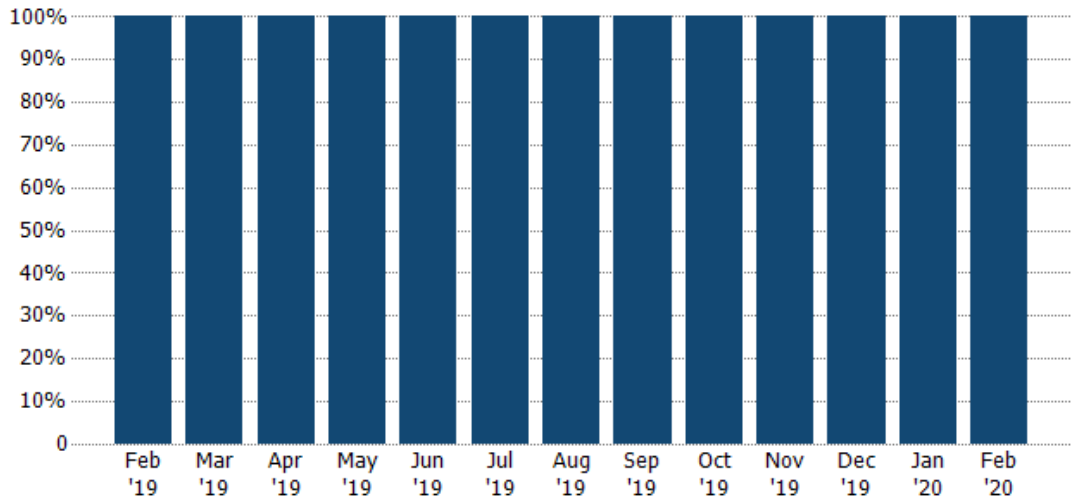
Current Year	\$19M	\$27.3M	\$30.7M	\$47.8M	\$47.9M	\$43.9M	\$49.6M	\$41.8M	\$45M	\$36.2M	\$38M	\$22.5M	\$22M
Prior Year	\$18.2M	\$26.5M	\$27.1M	\$42.1M	\$49.4M	\$33.3M	\$40M	\$35.6M	\$35.9M	\$44.4M	\$28.6M	\$17.7M	\$19M
Percent Change from Prior Year	4%	3%	13%	14%	-3%	32%	24%	17%	25%	-18%	33%	28%	16%

## 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



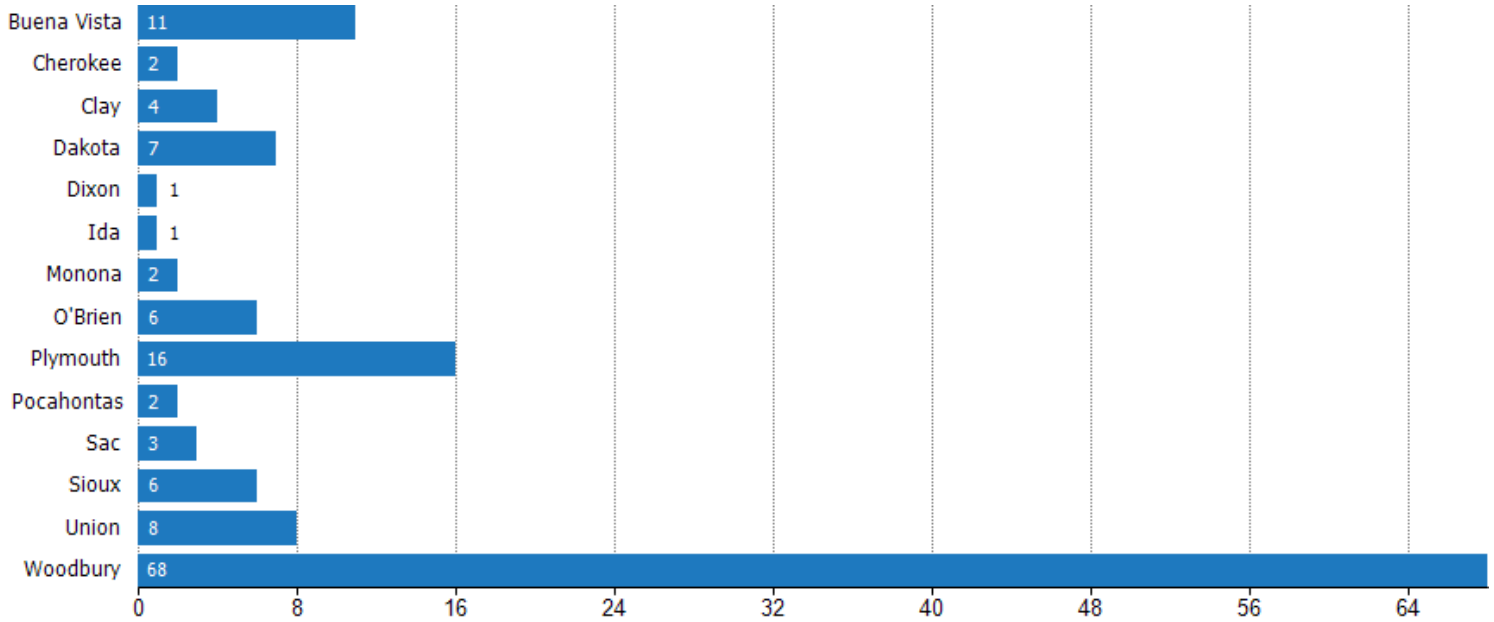
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
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## Closed Sales (By County)

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

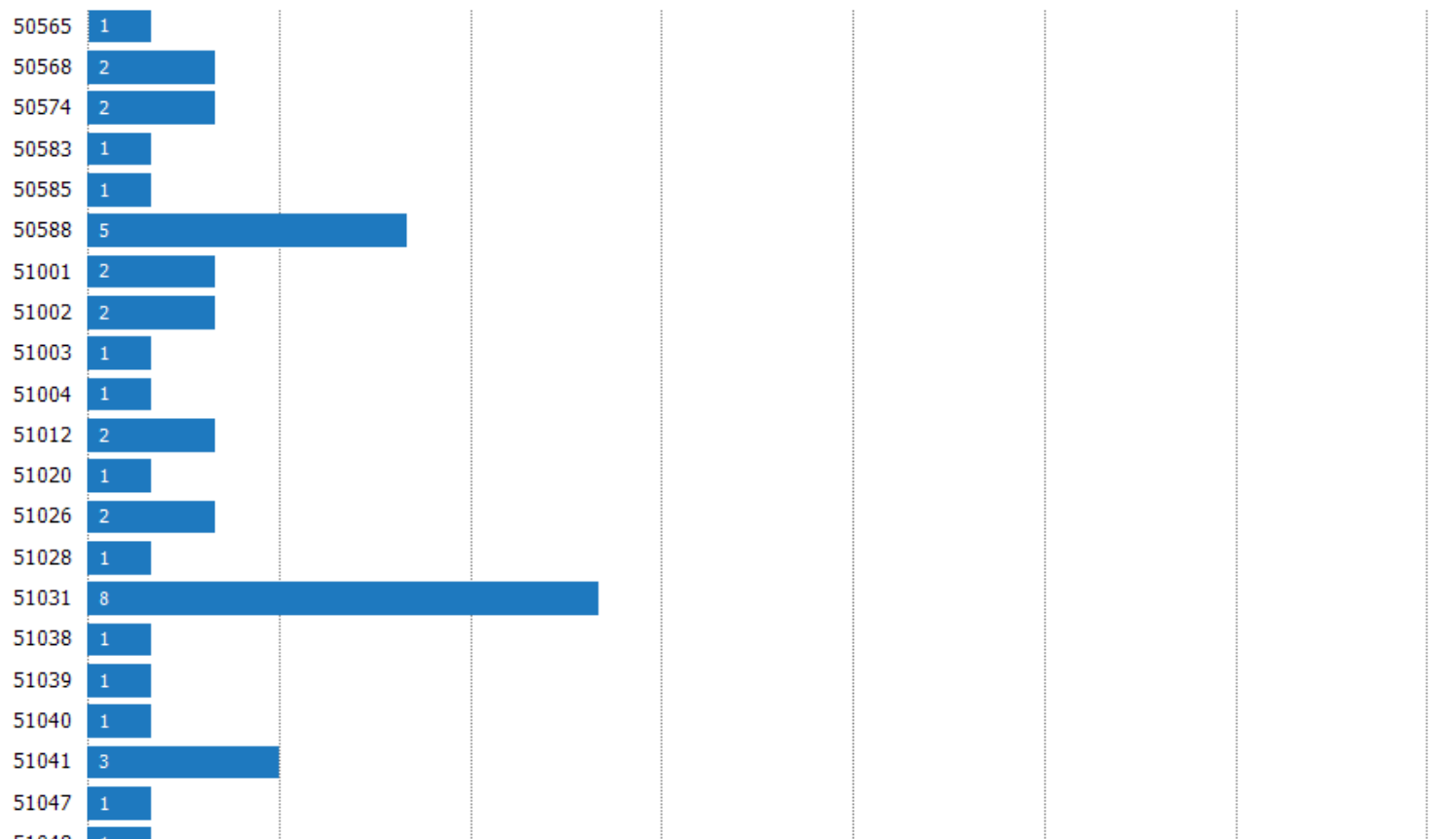
Filters Used: MLSs: 2 of 3; Property Type: Condo/Townhouse/Apt, Mobile/Manufactured, Multifamily/Multiplex, Other Residential, Single Family Residence

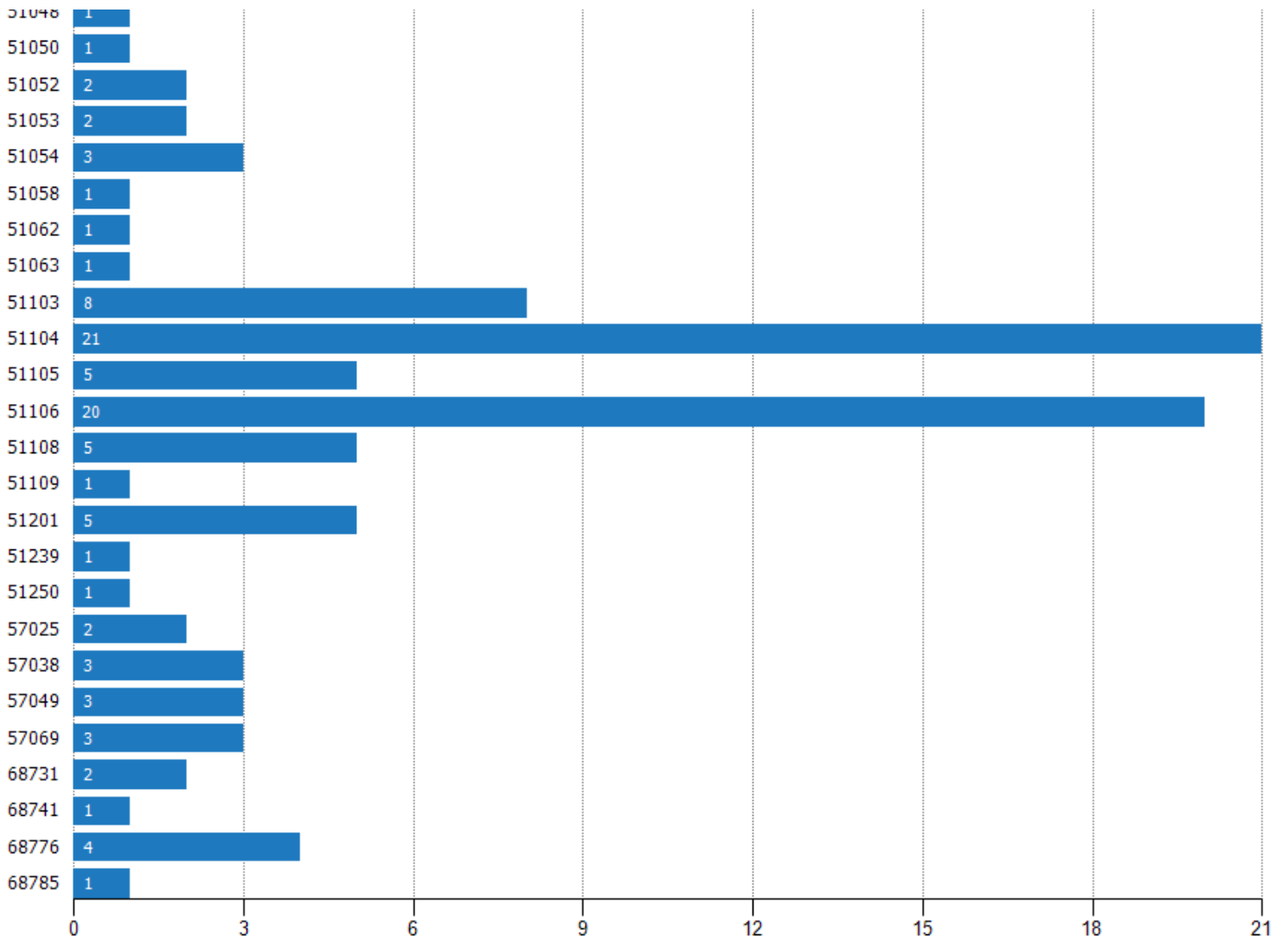


## Closed Sales (By Zip)

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









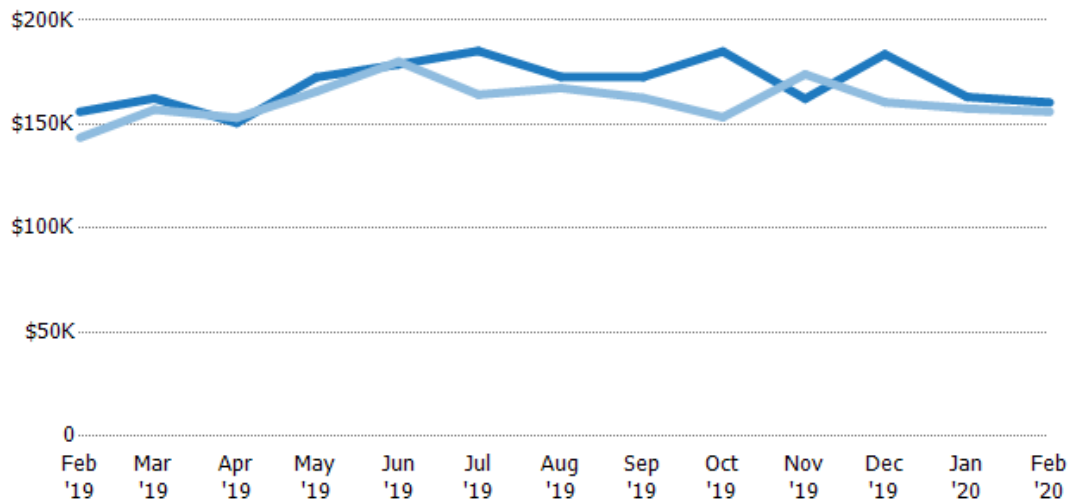
## Average Sales Price

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.
Feb '20	\$160K	2.9%
Feb '19	\$156K	8.7%
Feb '18	\$144K	0.8%



Current Year	\$156K	\$162K	\$151K	\$173K	\$179K	\$185K	\$173K	\$173K	\$185K	\$162K	\$184K	\$163K	\$160K
Prior Year	\$144K	\$157K	\$153K	\$166K	\$180K	\$164K	\$167K	\$163K	\$153K	\$174K	\$161K	\$158K	\$156K
Percent Change from Prior Year	9%	3%	-2%	4%	-1%	13%	3%	6%	21%	-7%	14%	3%	3%

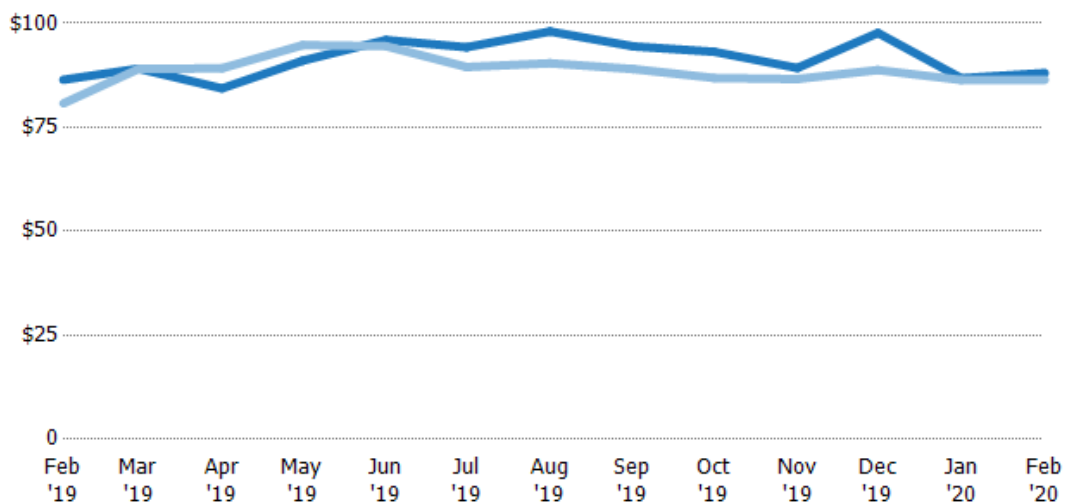
## Average Sales Price per Sq Ft

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.
Feb '20	\$88	1.9%
Feb '19	\$86.4	7%
Feb '18	\$80.7	3.5%



Current Year	\$86.4	\$89.1	\$84.4	\$91	\$96	\$94.2	\$98	\$94.5	\$93.2	\$89.3	\$97.7	\$86.8	\$88
Prior Year	\$80.7	\$89	\$89.2	\$94.7	\$94.5	\$89.5	\$90.4	\$89	\$86.9	\$86.6	\$88.8	\$86.4	\$86.4
Percent Change from Prior Year	7%	0%	-5%	-4%	2%	5%	8%	6%	7%	3%	10%	0%	2%





## Average Sales Price vs Average Listing Price

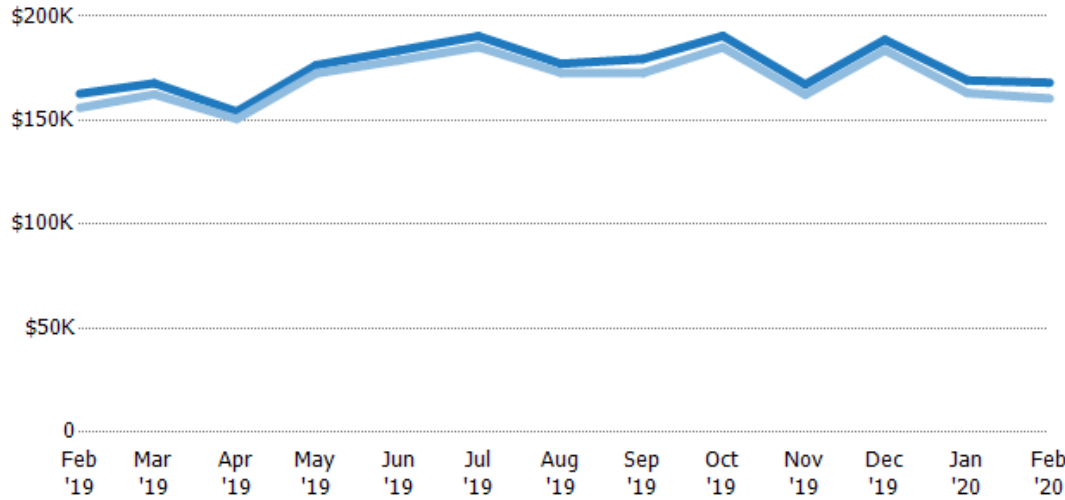
The average sales price as a percentage of the average listing price for properties sold each month.

### Filters Used

MLSs: 2 of 3

Property Type:

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



	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20
Avg List Price	\$163K	\$168K	\$154K	\$177K	\$184K	\$190K	\$177K	\$180K	\$191K	\$167K	\$189K	\$169K	\$168K
Avg Sales Price	\$156K	\$162K	\$151K	\$173K	\$179K	\$185K	\$173K	\$173K	\$185K	\$162K	\$184K	\$163K	\$160K
Avg Sales Price as a % of Avg List Price	96%	97%	98%	98%	97%	97%	98%	96%	97%	97%	97%	96%	95%