



## 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	Mar 2020	Mar 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	292	230	+27%	723	609	+18.7%
New Listing Volume	\$57,298,282	\$45,179,256	+26.8%	\$139,529,741	\$115,554,800	+20.7%
Active Listing Count	587	618	-5%	N/A	N/A	
Active Listing Volume	\$132,866,149	\$131,814,154	+0.8%	N/A	N/A	
Average Listing Price	\$226,348	\$213,292	+6.1%	\$216,328	\$207,294	+4.4%
Months of Inventory	4.3	5	-14.7%	4.7	4.2	+11.7%
<b>Sales Activity Charts Metrics</b>						
Closed Sales Count	182	168	+8.3%	458	403	+13.6%
Closed Sales Volume	\$34,544,656	\$27,295,422	+26.6%	\$79,159,625	\$64,296,401	+23.1%
Average Sales Price	\$189,806	\$162,473	+16.8%	\$172,838	\$159,544	+8.3%
Average Sales Price per Sq Ft	\$97	\$89	+9.2%	\$92	\$88	+4.6%



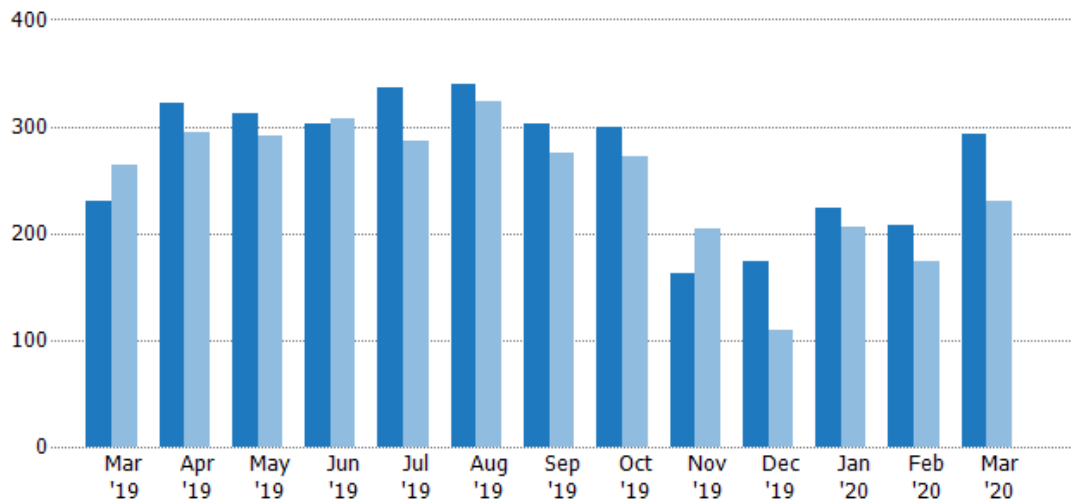
## New Listings

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.
Mar '20	292	27%
Mar '19	230	-12.9%
Mar '18	264	4.9%



Current Year	230	321	312	303	337	339	303	299	162	173	223	208	292
Prior Year	264	294	291	308	286	324	275	272	204	109	206	173	230
Percent Change from Prior Year	-13%	9%	7%	-2%	18%	5%	10%	10%	-21%	59%	8%	20%	27%

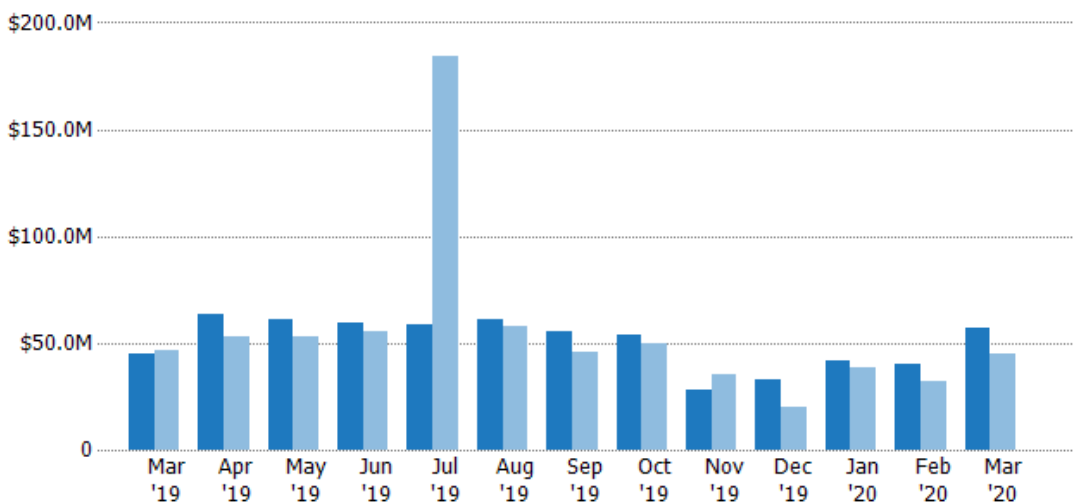
## New Listing Volume

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.
Mar '20	\$57.3M	26.8%
Mar '19	\$45.2M	-2.8%
Mar '18	\$46.5M	-2.3%



Current Year	\$45.2M	\$63.3M	\$61M	\$59.2M	\$58.3M	\$60.9M	\$55.3M	\$54.2M	\$28.2M	\$33.1M	\$42M	\$40.2M	\$57.3M
Prior Year	\$46.5M	\$53.3M	\$52.7M	\$55.6M	\$184M	\$57.9M	\$45.6M	\$49.5M	\$35.1M	\$19.7M	\$38.7M	\$31.7M	\$45.2M
Percent Change from Prior Year	-3%	19%	16%	6%	-68%	5%	21%	10%	-19%	68%	9%	27%	27%



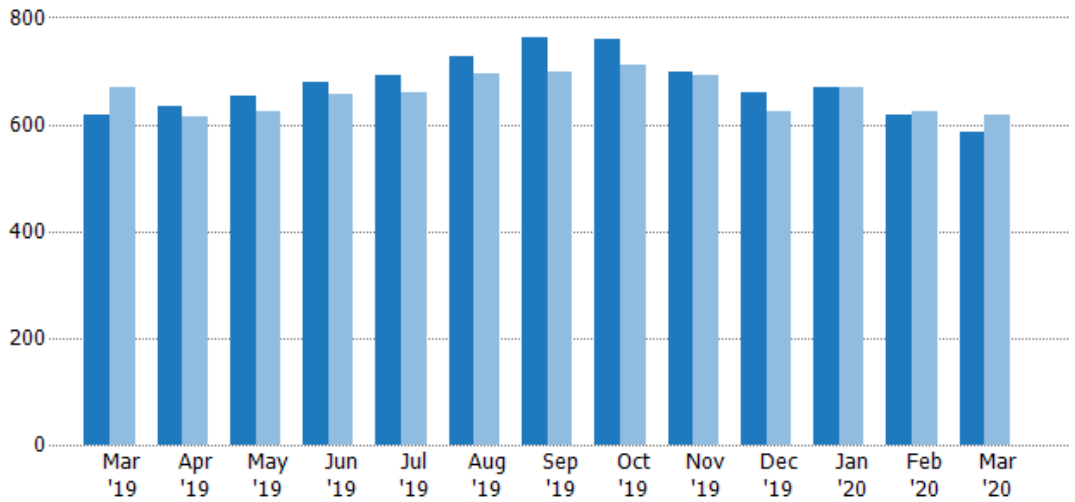


## Active Listings

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.
Mar '20	587	-5%
Mar '19	618	-7.6%
Mar '18	669	1.8%

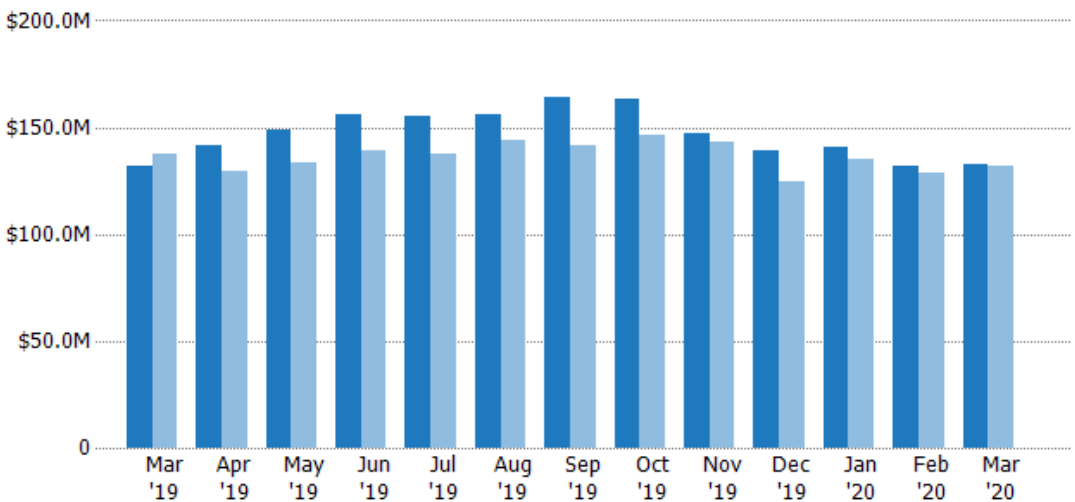
	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	618	635	653	680	693	727	762	760	698	659	668	619	587
Prior Year	669	616	623	658	659	696	698	710	693	623	670	623	618
Percent Change from Prior Year	-8%	3%	5%	3%	5%	4%	9%	7%	1%	6%	0%	-1%	-5%

## 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.
Mar '20	\$133M	0.8%
Mar '19	\$132M	-4%
Mar '18	\$137M	-1.7%

	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$132M	\$141M	\$148M	\$156M	\$156M	\$156M	\$164M	\$163M	\$147M	\$139M	\$141M	\$132M	\$133M
Prior Year	\$137M	\$130M	\$134M	\$139M	\$137M	\$144M	\$142M	\$147M	\$143M	\$125M	\$135M	\$129M	\$132M
Percent Change from Prior Year	-4%	9%	11%	12%	13%	9%	15%	11%	3%	11%	4%	2%	1%





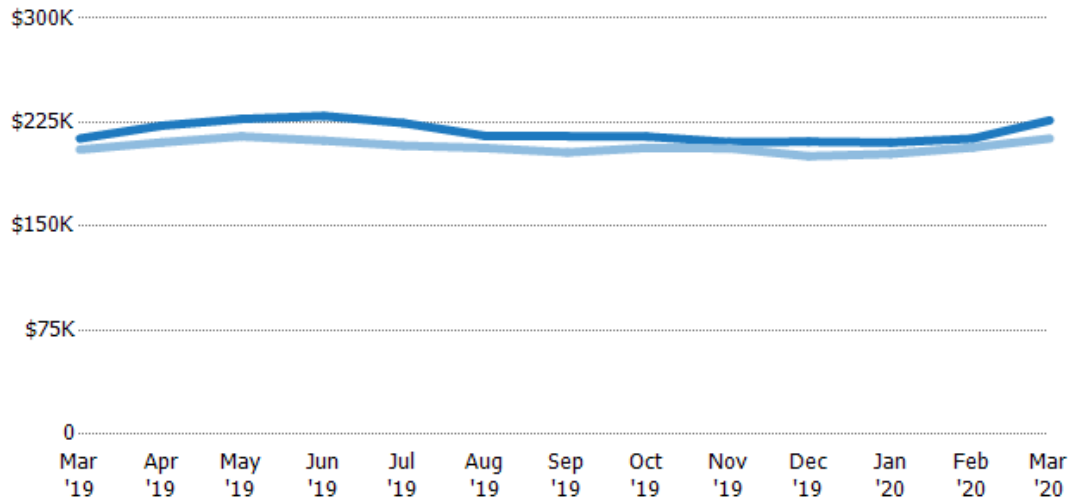
## Average Listing Price

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.
Mar '20	\$226K	6.1%
Mar '19	\$213K	3.9%
Mar '18	\$205K	-3.4%



Current Year	\$213K	\$223K	\$227K	\$230K	\$224K	\$215K	\$215K	\$215K	\$211K	\$211K	\$210K	\$213K	\$226K
Prior Year	\$205K	\$210K	\$215K	\$212K	\$208K	\$206K	\$203K	\$207K	\$206K	\$201K	\$202K	\$207K	\$213K
Percent Change from Prior Year	4%	6%	6%	8%	8%	4%	6%	4%	2%	5%	4%	3%	6%

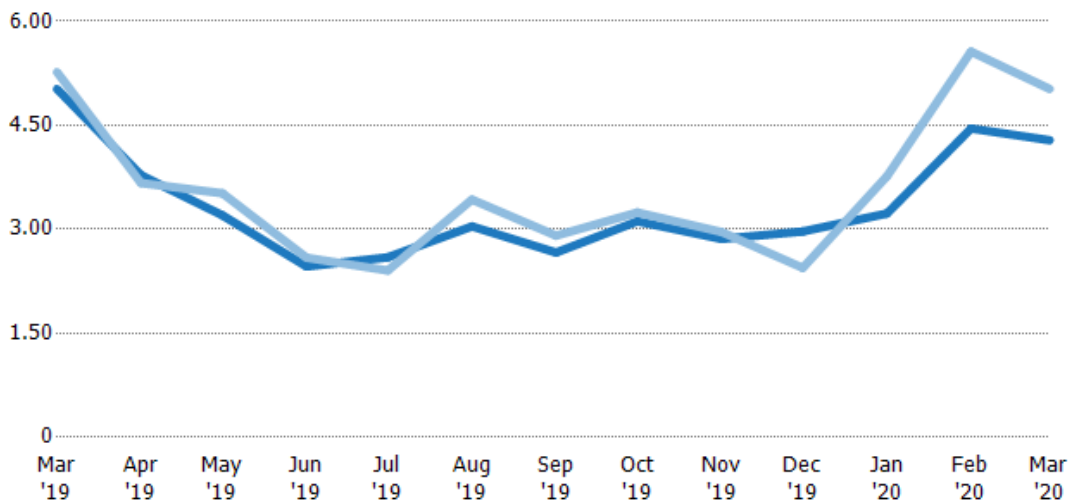
## Months of Inventory

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.
Mar '20	4.28	-14.7%
Mar '19	5.02	-4.6%
Mar '18	5.27	10.5%



Current Year	5.02	3.78	3.2	2.46	2.6	3.04	2.66	3.11	2.86	2.97	3.23	4.45	4.28
Prior Year	5.27	3.67	3.52	2.59	2.41	3.43	2.91	3.24	2.96	2.44	3.76	5.56	5.02
Percent Change from Prior Year	-5%	3%	-9%	-5%	8%	-11%	-8%	-4%	-3%	22%	-14%	-20%	-15%





## Active/Pending/Sold Units

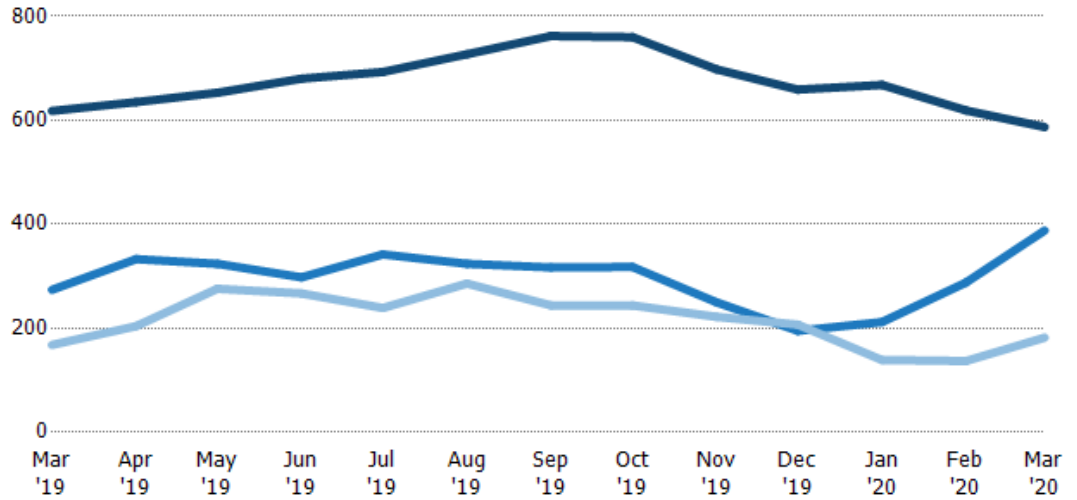
The number of residential properties that were Active, Pending and Sold each month.

### Filters Used

MLSs: 2 of 3

Property Type:

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Active	618	635	653	680	693	727	762	760	698	659	668	619	587
Pending	274	333	324	298	342	324	317	318	250	195	212	288	388
Sold	168	204	276	267	239	286	244	244	222	207	139	137	182

## Closed Sales

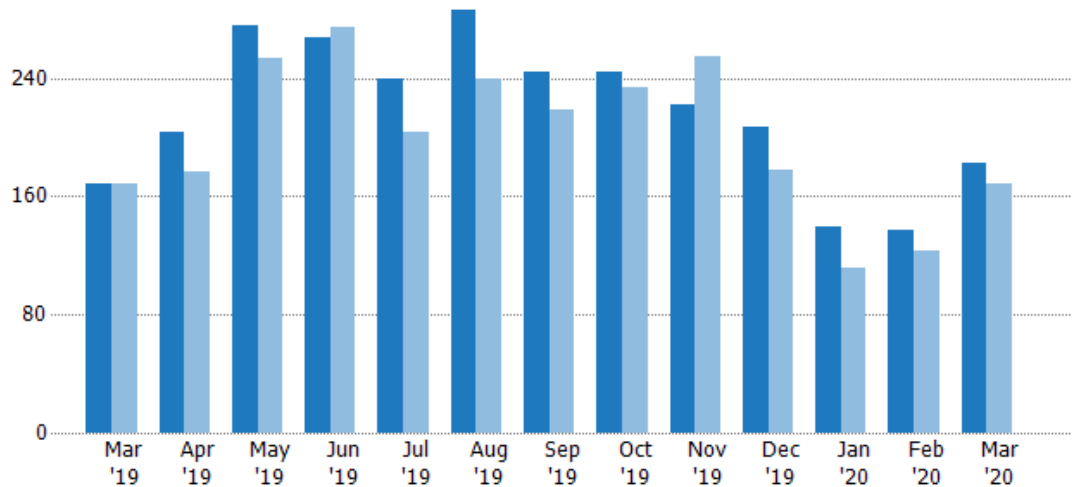
The total number of residential properties sold each month.

### Filters Used

MLSs: 2 of 3

Property Type:

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



Month/Year	Count	% Chg.
Mar '20	182	8.3%
Mar '19	168	0%
Mar '18	168	10.7%

	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	168	204	276	267	239	286	244	244	222	207	139	137	182
Prior Year	168	177	254	274	203	240	219	234	255	178	112	123	168
Percent Change from Prior Year	0%	15%	9%	-3%	18%	19%	11%	4%	-13%	16%	24%	11%	8%





## Closed Sales Volume

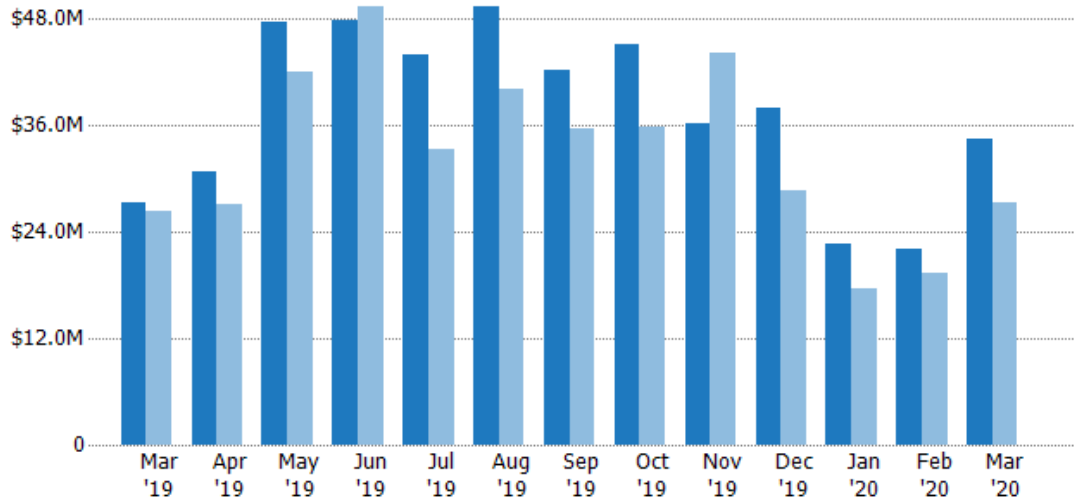
The sum of the sales price of residential properties sold each month.

### Filters Used

MLSs: 2 of 3

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

Month/ Year	Volume	% Chg.
Mar '20	\$34.5M	26.6%
Mar '19	\$27.3M	3.5%
Mar '18	\$26.4M	2.9%



Current Year	\$27.3M	\$30.7M	\$47.7M	\$47.8M	\$44M	\$49.5M	\$42.2M	\$45.1M	\$36.2M	\$38M	\$22.6M	\$22M	\$34.5M
Prior Year	\$26.4M	\$27.1M	\$42.1M	\$49.4M	\$33.3M	\$40M	\$35.6M	\$35.9M	\$44.3M	\$28.6M	\$17.7M	\$19.4M	\$27.3M
Percent Change from Prior Year	4%	13%	13%	-3%	32%	24%	19%	26%	-18%	33%	28%	14%	27%

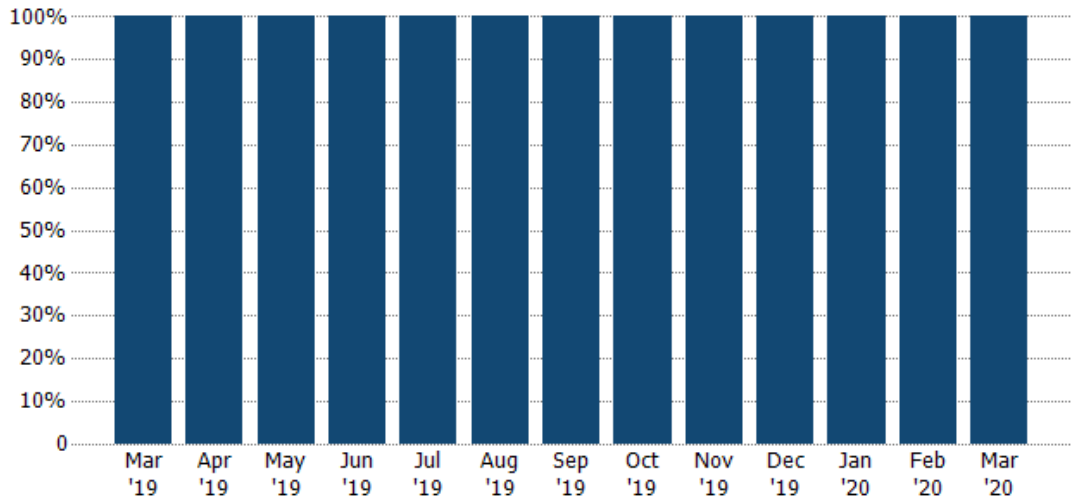
## Closed Sales by Property Type

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



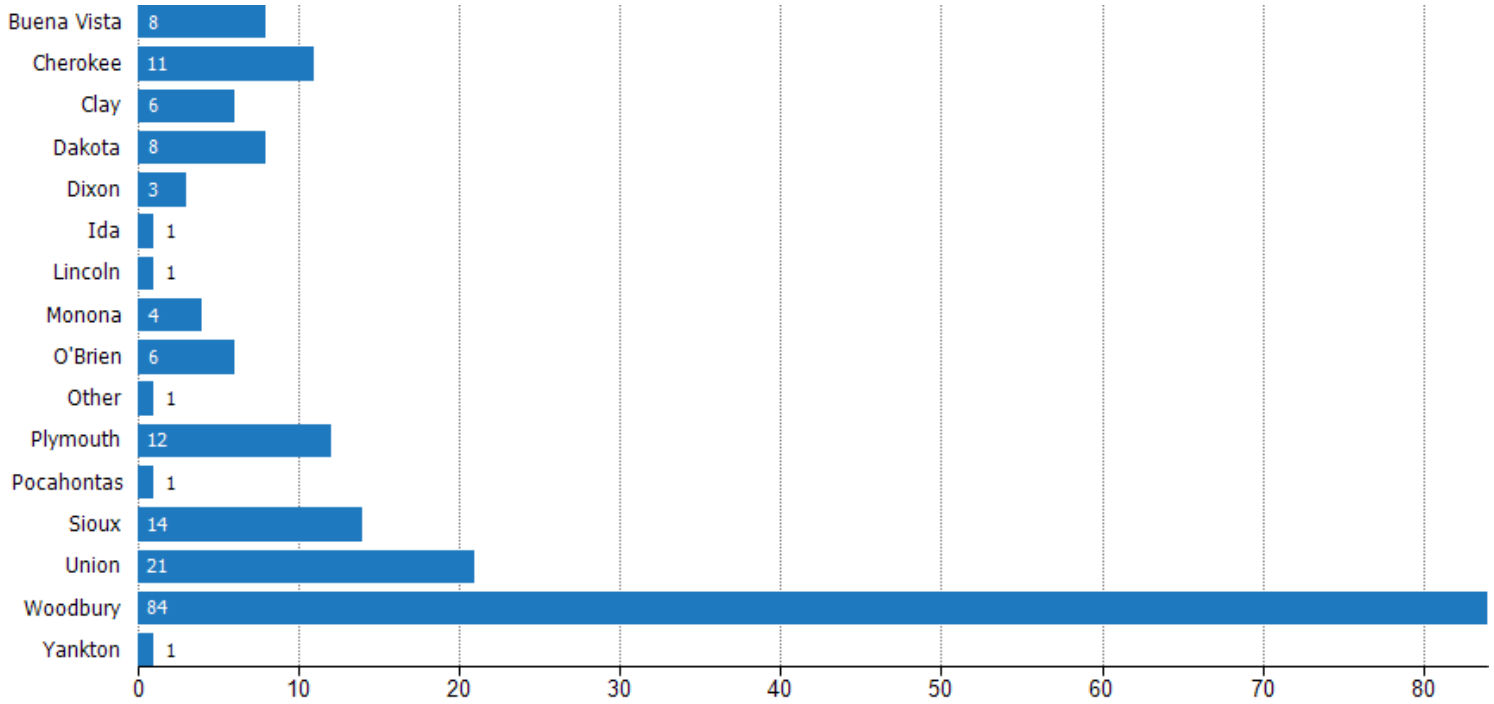
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
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## Closed Sales (By County)

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

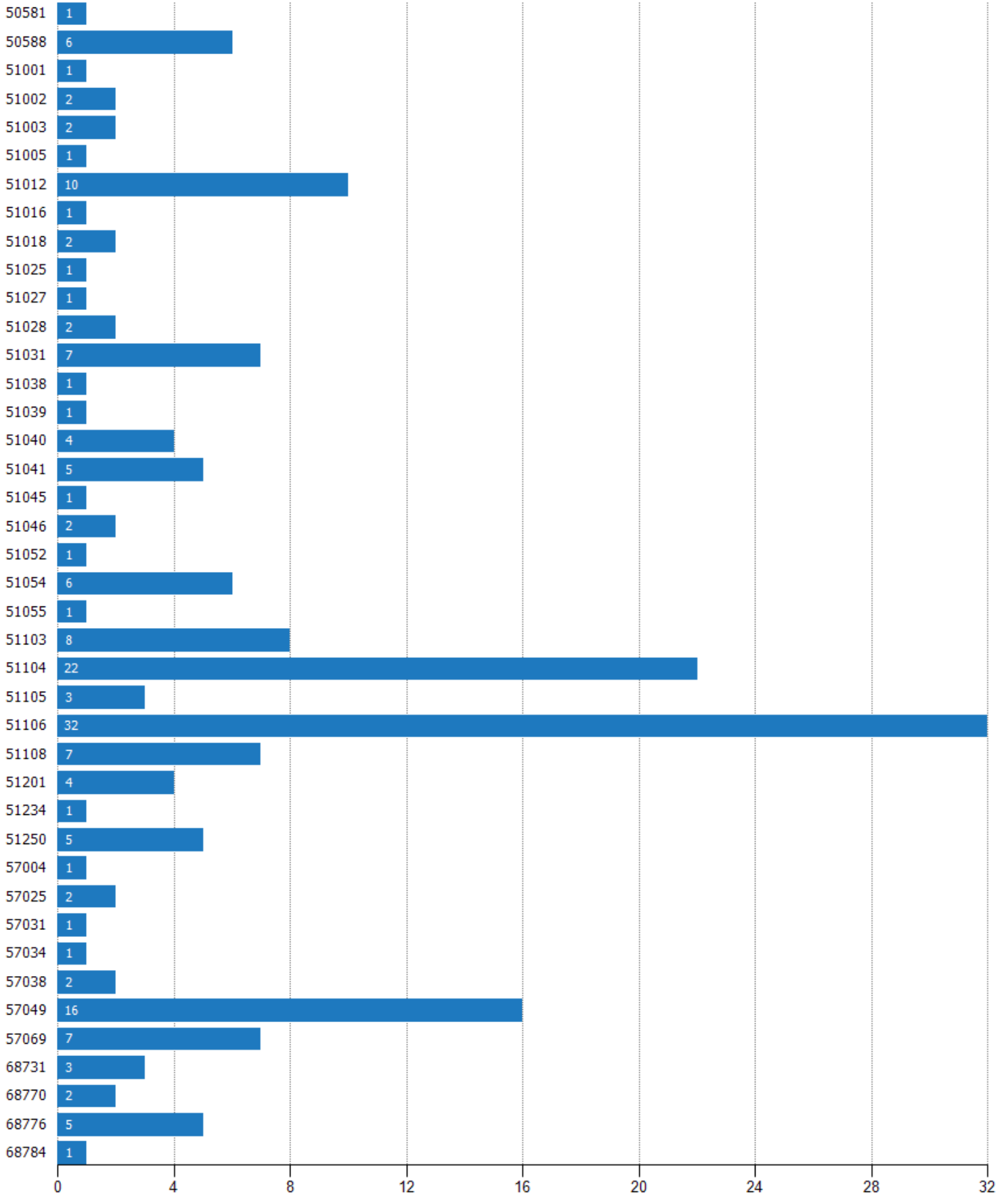


## Closed Sales (By Zip)

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









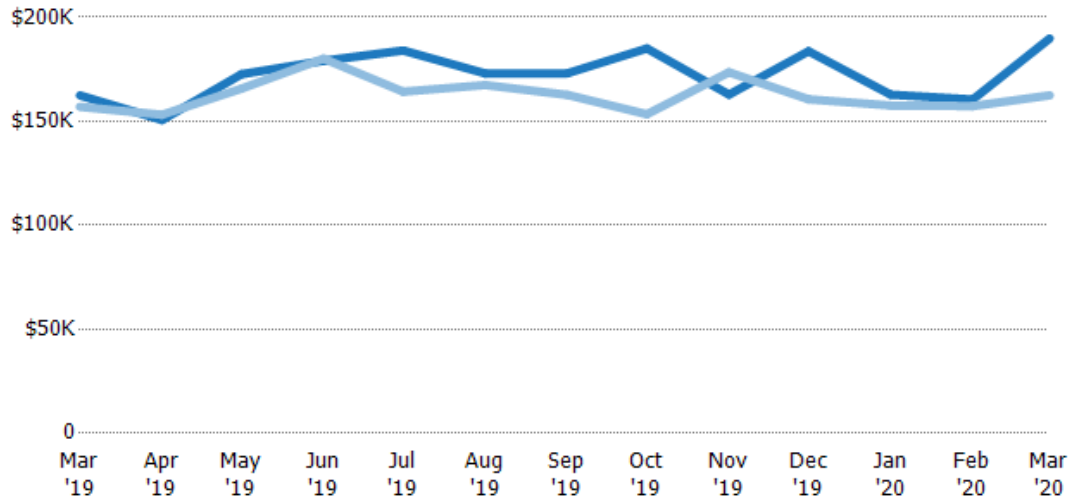
## Average Sales Price

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.
Mar '20	\$190K	16.8%
Mar '19	\$162K	3.5%
Mar '18	\$157K	-7%



Current Year	\$162K	\$151K	\$173K	\$179K	\$184K	\$173K	\$173K	\$185K	\$163K	\$184K	\$163K	\$160K	\$190K
Prior Year	\$157K	\$153K	\$166K	\$180K	\$164K	\$167K	\$163K	\$153K	\$174K	\$161K	\$158K	\$157K	\$162K
Percent Change from Prior Year	4%	-2%	4%	-1%	12%	3%	6%	21%	-6%	14%	3%	2%	17%

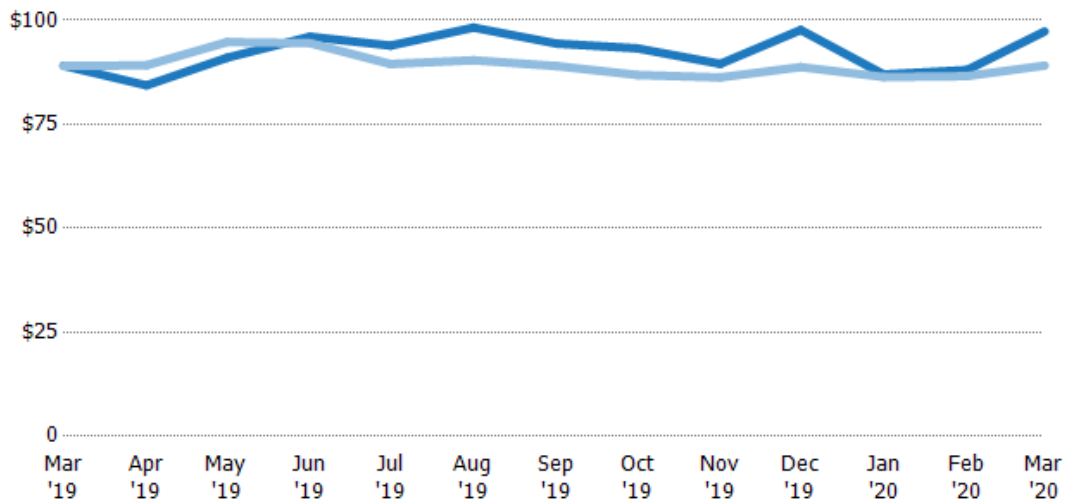
## Average Sales Price per Sq Ft

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.
Mar '20	\$97.3	9.2%
Mar '19	\$89.1	0.1%
Mar '18	\$89	-5.5%



Current Year	\$89.1	\$84.4	\$91	\$96	\$93.9	\$98.3	\$94.4	\$93.3	\$89.5	\$97.7	\$87	\$88	\$97.3
Prior Year	\$89	\$89.2	\$94.7	\$94.5	\$89.5	\$90.4	\$89	\$86.9	\$86.3	\$88.8	\$86.4	\$86.6	\$89.1
Percent Change from Prior Year	0%	-5%	-4%	2%	5%	9%	6%	7%	4%	10%	1%	2%	9%





## Average Sales Price vs Average Listing Price

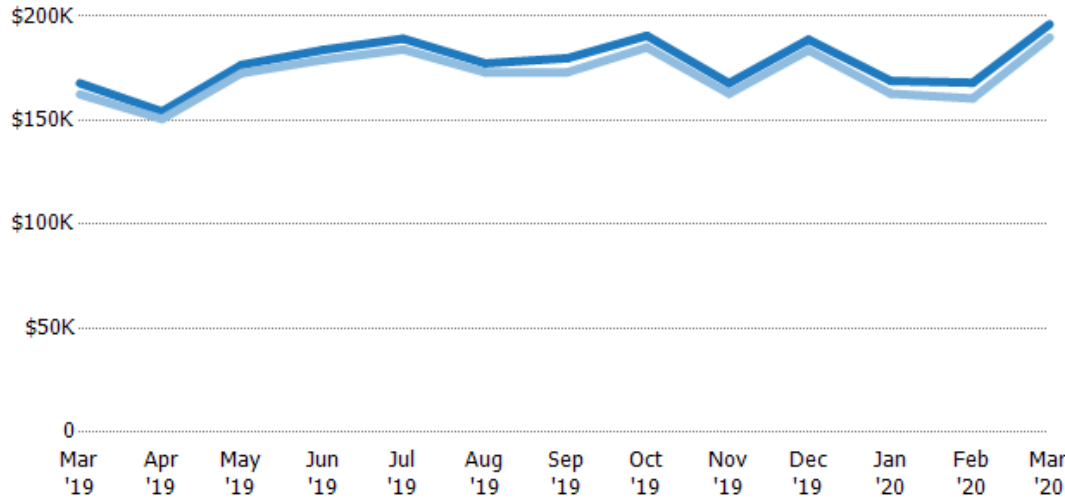
The average sales price as a percentage of the average listing price for properties sold each month.

### Filters Used

MLSs: 2 of 3

Property Type:

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



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Avg List Price	\$168K	\$154K	\$177K	\$184K	\$189K	\$177K	\$180K	\$191K	\$168K	\$189K	\$169K	\$168K	\$196K
Avg Sales Price	\$162K	\$151K	\$173K	\$179K	\$184K	\$173K	\$173K	\$185K	\$163K	\$184K	\$163K	\$160K	\$190K
Avg Sales Price as a % of Avg List Price	97%	98%	98%	97%	97%	98%	96%	97%	97%	97%	96%	95%	97%