



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	Aug 2020	Aug 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	302	340	-11.2%	2,232	2,221	+0.5%
New Listing Volume	\$60,578,218	\$60,877,730	-0.5%	\$455,873,662	\$418,071,715	+9%
Active Listing Count	505	726	-30.4%	N/A	N/A	
Active Listing Volume	\$129,908,886	\$155,657,238	-16.5%	N/A	N/A	
Average Listing Price	\$257,245	\$214,404	+20%	\$226,881	\$217,821	+4.2%
Months of Inventory	1.7	3	-45.4%	3	3.3	-9.7%
Sales Activity Charts Metrics						
Closed Sales Count	274	287	-4.5%	1,690	1,666	+1.4%
Closed Sales Volume	\$50,409,163	\$49,810,137	+1.2%	\$305,841,645	\$282,535,613	+8.2%
Average Sales Price	\$183,975	\$173,554	+6%	\$180,971	\$169,589	+6.7%
Average Sales Price per Sq Ft	\$95	\$98	-3.8%	\$94	\$92	+2.3%

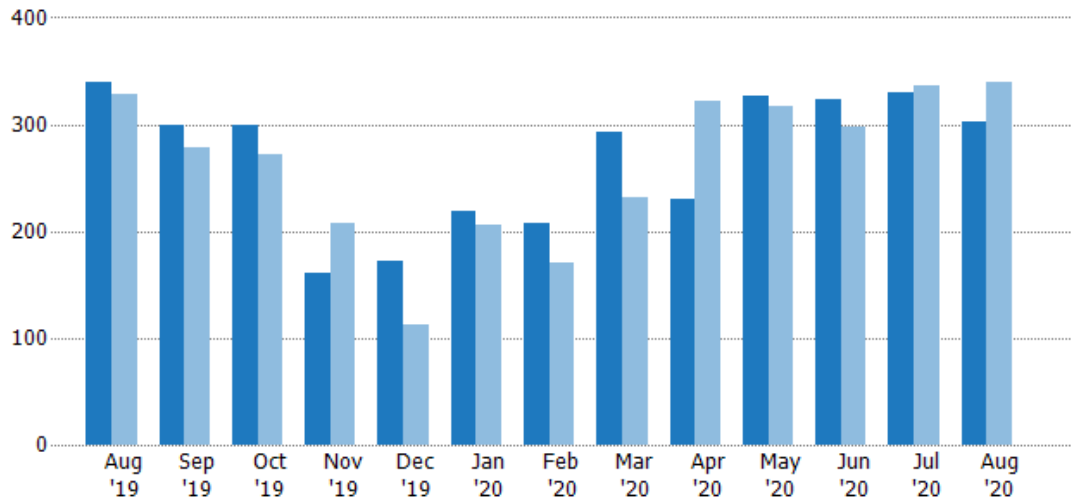


New Listings

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.
Aug '20	302	-11.2%
Aug '19	340	3.7%
Aug '18	328	-12.5%

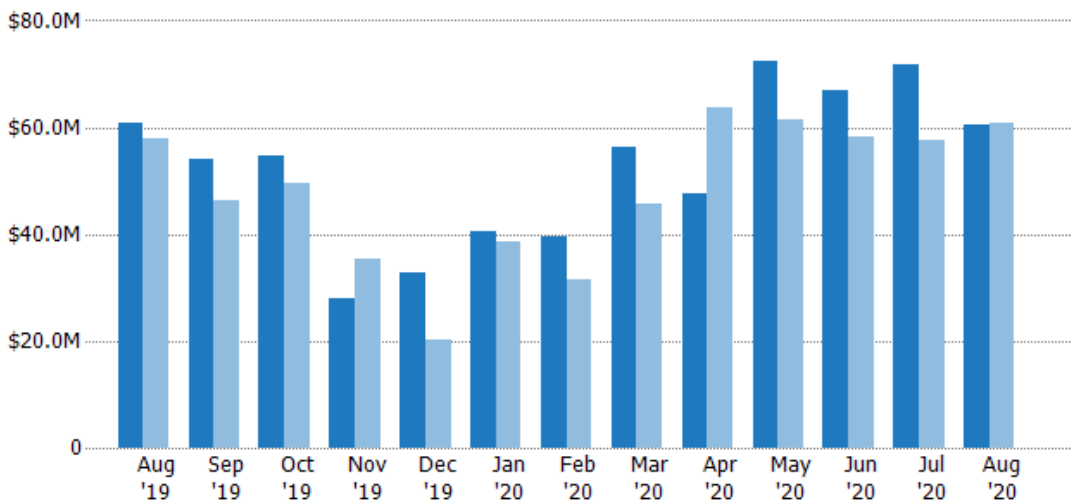
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	340	299	300	161	172	219	208	292	230	327	324	330	302
Prior Year	328	279	272	207	112	206	171	231	322	317	298	336	340
Percent Change from Prior Year	4%	7%	10%	-22%	54%	6%	22%	26%	-29%	3%	9%	-2%	-11%

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.
Aug '20	\$60.6M	-0.5%
Aug '19	\$60.9M	5.1%
Aug '18	\$57.9M	-13%

	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$60.9M	\$54.2M	\$54.7M	\$27.9M	\$32.7M	\$40.6M	\$39.7M	\$56.3M	\$47.5M	\$72.5M	\$67M	\$71.7M	\$60.6M
Prior Year	\$57.9M	\$46.2M	\$49.4M	\$35.4M	\$20.1M	\$38.7M	\$31.5M	\$45.8M	\$63.7M	\$61.5M	\$58.3M	\$57.6M	\$60.9M
Percent Change from Prior Year	5%	17%	11%	-21%	63%	5%	26%	23%	-25%	18%	15%	25%	0%

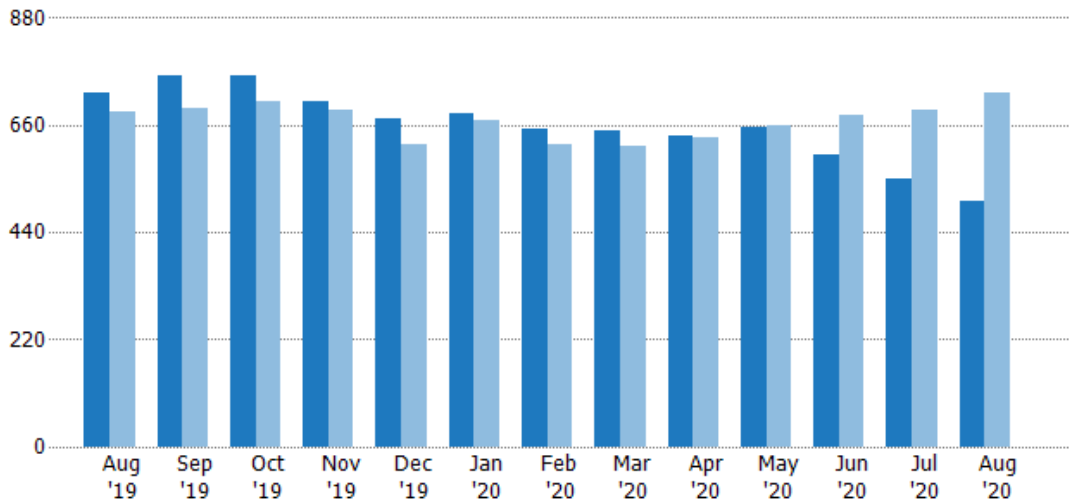


Active Listings

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.
Aug '20	505	-30.4%
Aug '19	726	5.5%
Aug '18	688	17.6%

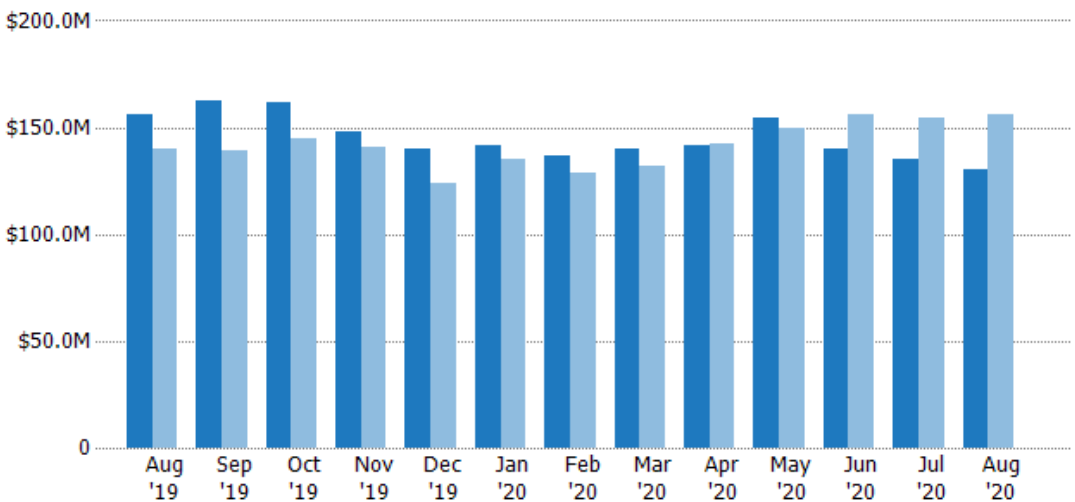
Current Year	726	762	761	707	673	685	652	648	637	656	601	549	505
Prior Year	688	695	708	690	622	669	621	617	636	660	679	690	726
Percent Change from Prior Year	6%	10%	7%	2%	8%	2%	5%	5%	0%	-1%	-11%	-20%	-30%

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.
Aug '20	\$130M	-16.5%
Aug '19	\$156M	11.3%
Aug '18	\$140M	19.7%

Current Year	\$156M	\$163M	\$162M	\$148M	\$140M	\$141M	\$136M	\$140M	\$142M	\$154M	\$140M	\$135M	\$130M
Prior Year	\$140M	\$140M	\$145M	\$141M	\$124M	\$135M	\$129M	\$132M	\$142M	\$150M	\$156M	\$155M	\$156M
Percent Change from Prior Year	11%	17%	12%	5%	13%	5%	6%	6%	0%	3%	-10%	-13%	-17%





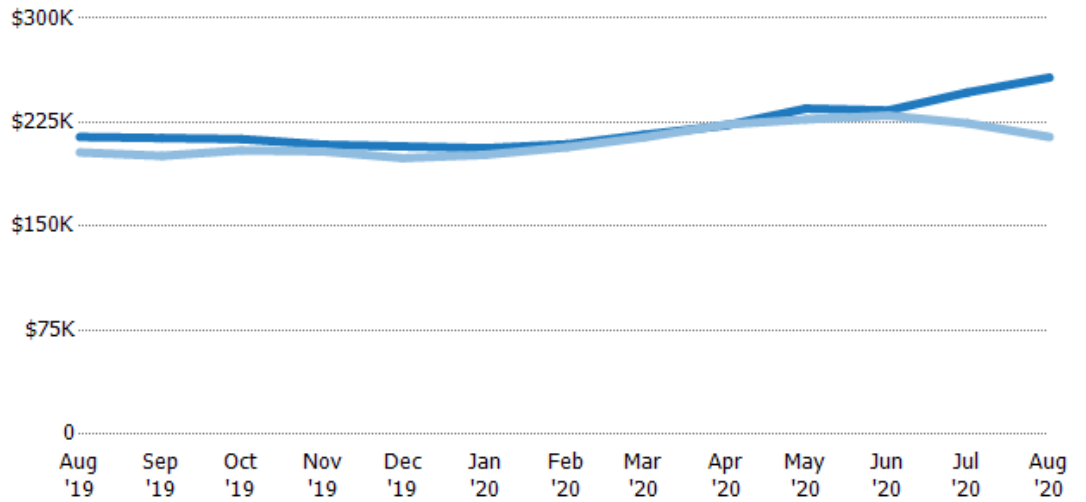
Average Listing Price

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.
Aug '20	\$257K	20%
Aug '19	\$214K	5.5%
Aug '18	\$203K	1.9%



Current Year	\$214K	\$214K	\$213K	\$209K	\$208K	\$206K	\$209K	\$216K	\$223K	\$235K	\$233K	\$247K	\$257K
Prior Year	\$203K	\$201K	\$205K	\$204K	\$199K	\$202K	\$207K	\$214K	\$223K	\$227K	\$230K	\$224K	\$214K
Percent Change from Prior Year	5%	6%	4%	2%	4%	2%	1%	1%	0%	3%	2%	10%	20%

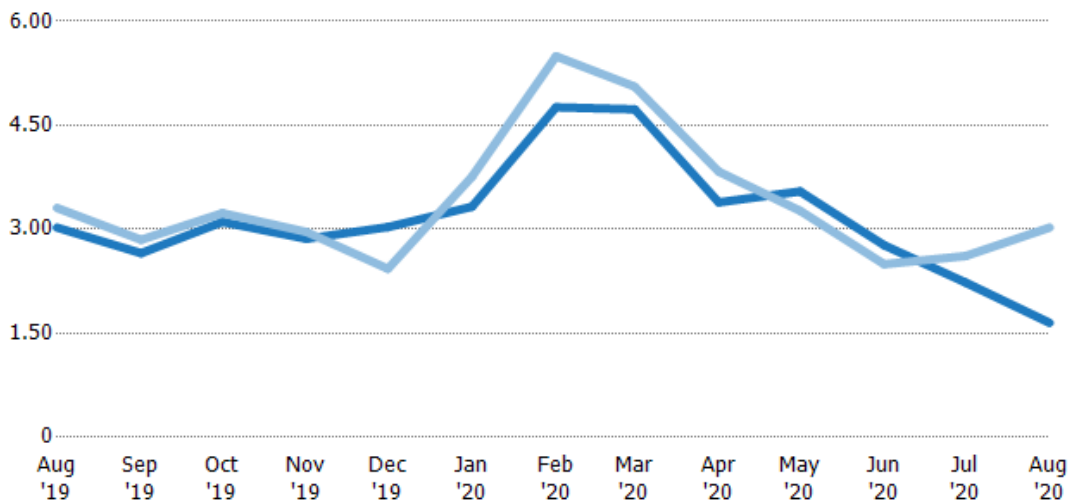
Months of Inventory

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.
Aug '20	1.65	-45.4%
Aug '19	3.03	-8.5%
Aug '18	3.31	1.1%



Current Year	3.03	2.66	3.11	2.86	3.03	3.33	4.76	4.73	3.39	3.55	2.77	2.23	1.65
Prior Year	3.31	2.85	3.23	2.96	2.43	3.76	5.5	5.06	3.83	3.27	2.5	2.61	3.03
Percent Change from Prior Year	-9%	-7%	-4%	-3%	25%	-12%	-13%	-6%	-12%	9%	11%	-15%	-45%

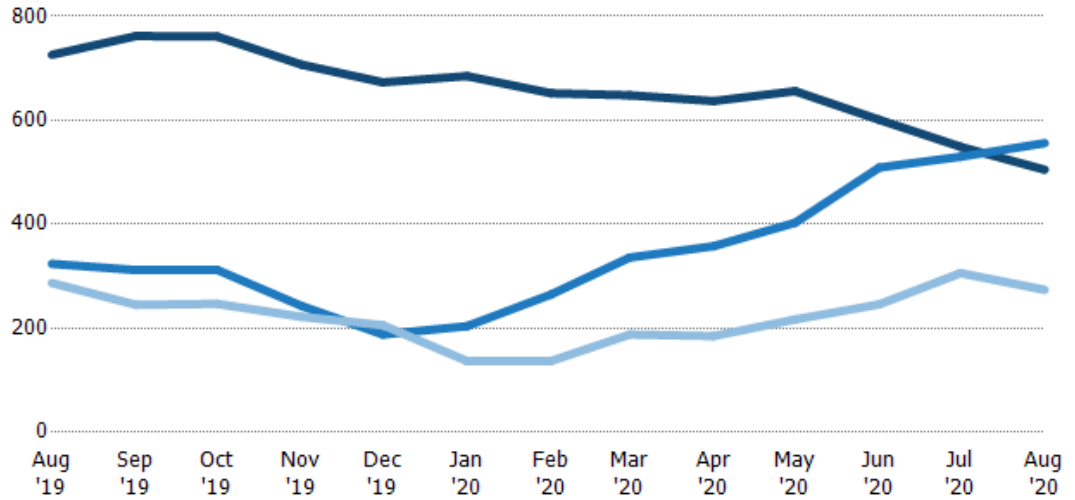


Active/Pending/Sold Units

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



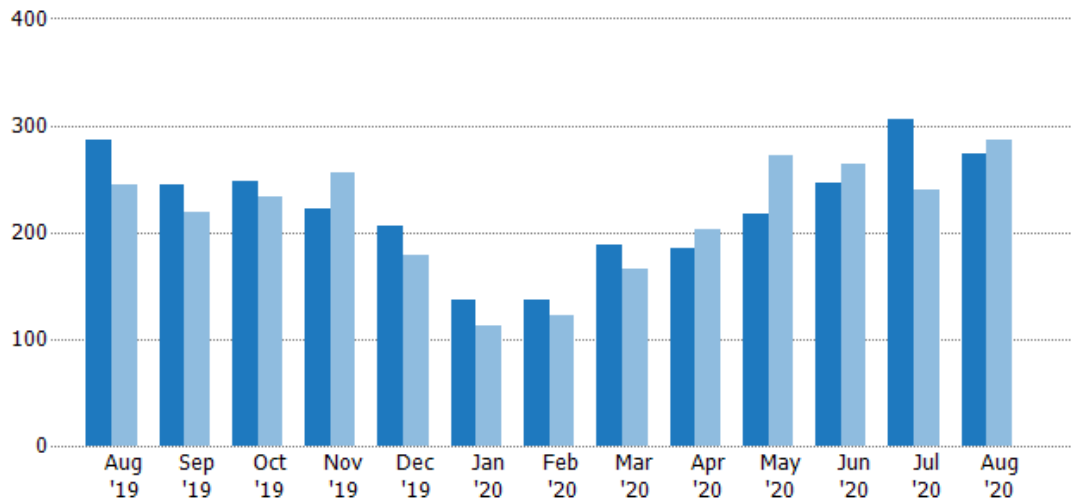
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Active	726	762	761	707	673	685	652	648	637	656	601	549	505
Pending	324	312	312	243	188	204	265	336	358	403	509	530	556
Sold	287	245	247	222	206	137	137	188	185	217	246	306	274

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.
Aug '20	274	-4.5%
Aug '19	287	17.6%
Aug '18	244	2.5%

	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	287	245	247	222	206	137	137	188	185	217	246	306	274
Prior Year	244	219	233	256	178	113	122	166	202	272	264	240	287
Percent Change from Prior Year	18%	12%	6%	-13%	16%	21%	12%	13%	-8%	-20%	-7%	28%	-5%





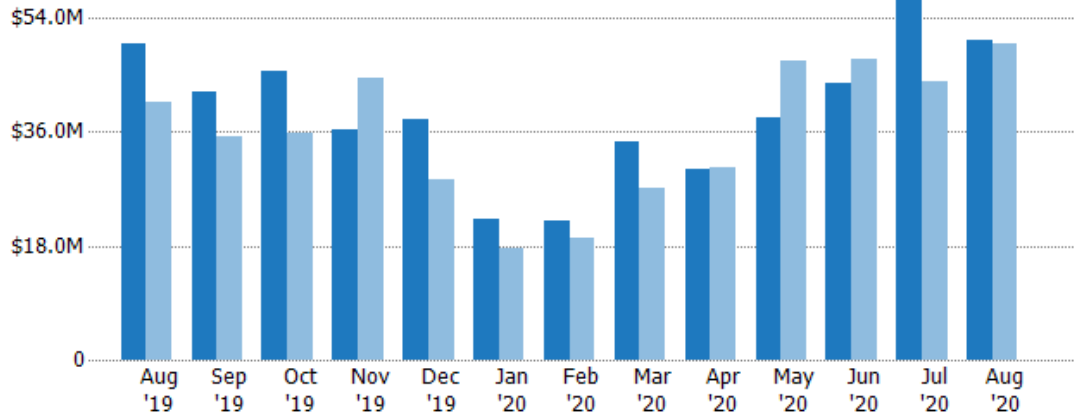
Closed Sales Volume

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.
Aug '20	\$50.4M	1.2%
Aug '19	\$49.8M	22.7%
Aug '18	\$40.6M	-2.8%



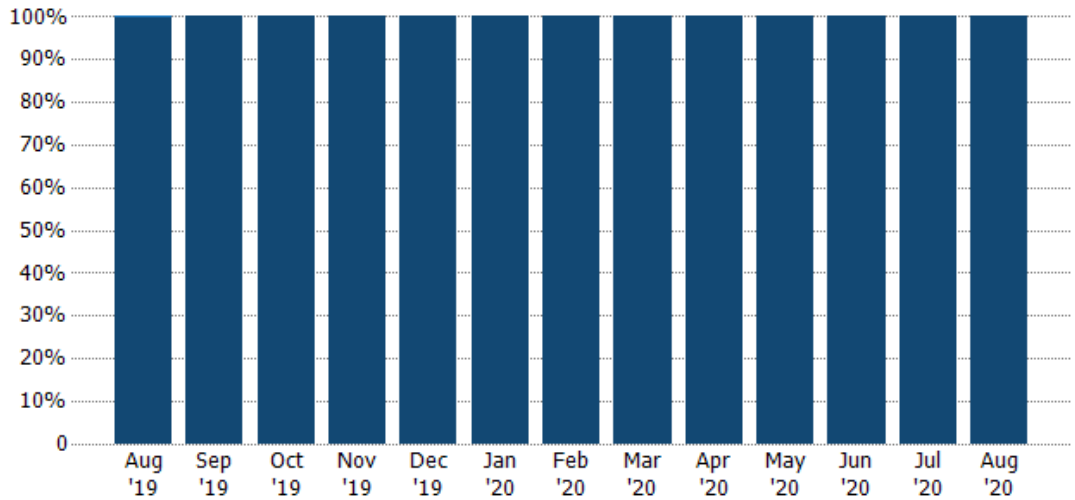
Current Year	\$49.8M	\$42.3M	\$45.6M	\$36.2M	\$37.9M	\$22.3M	\$21.9M	\$34.5M	\$30.1M	\$38.2M	\$43.7M	\$64.7M	\$50.4M
Prior Year	\$40.6M	\$35.3M	\$35.9M	\$44.4M	\$28.6M	\$17.7M	\$19.1M	\$27M	\$30.4M	\$47.2M	\$47.4M	\$44M	\$49.8M
Percent Change from Prior Year	23%	20%	27%	-18%	33%	26%	15%	28%	-1%	-19%	-8%	47%	1%

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



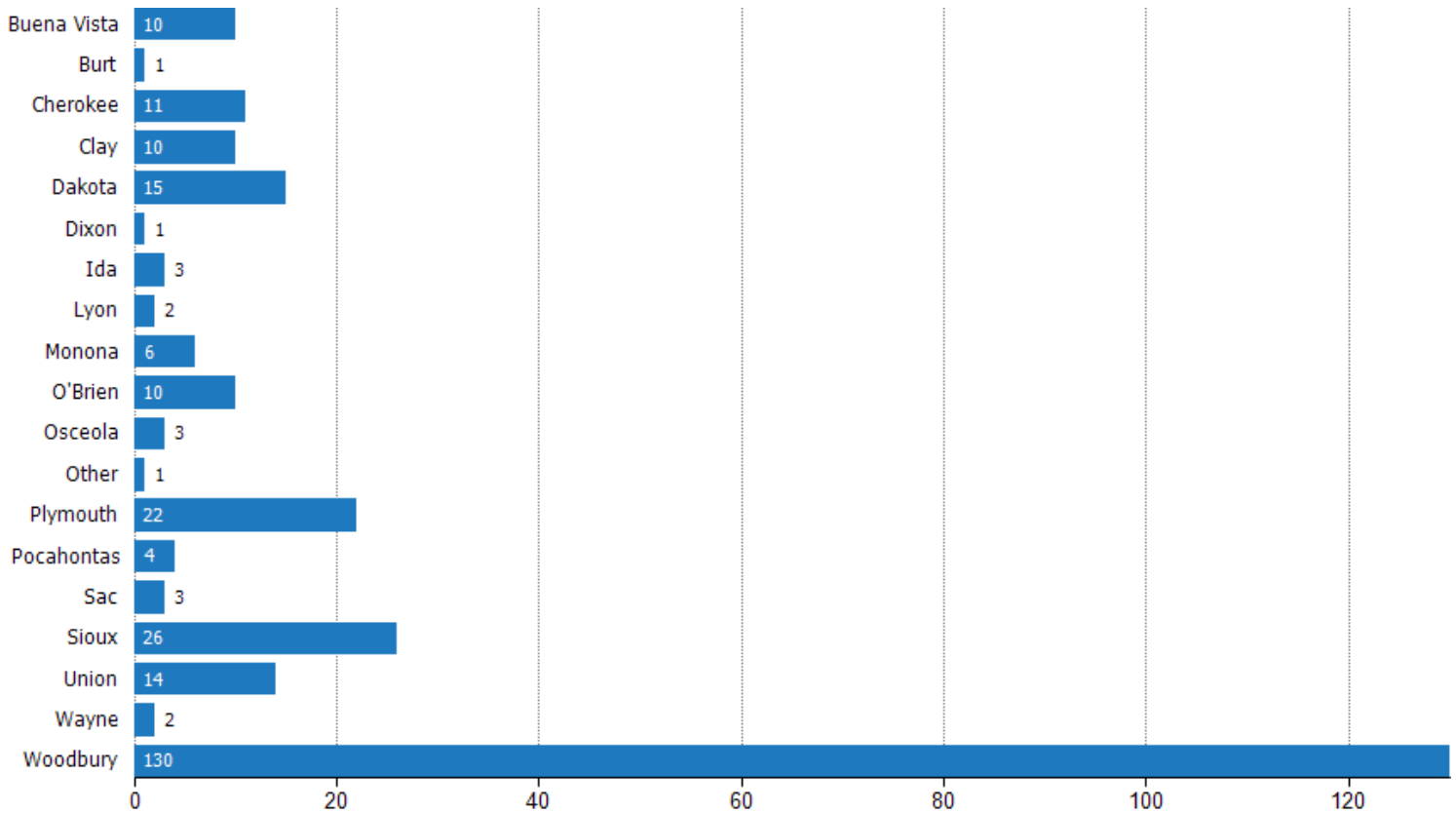
Condo/Townhouse	0%	-	-	-	-	-	-	-	-	-	-	-	-
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%



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

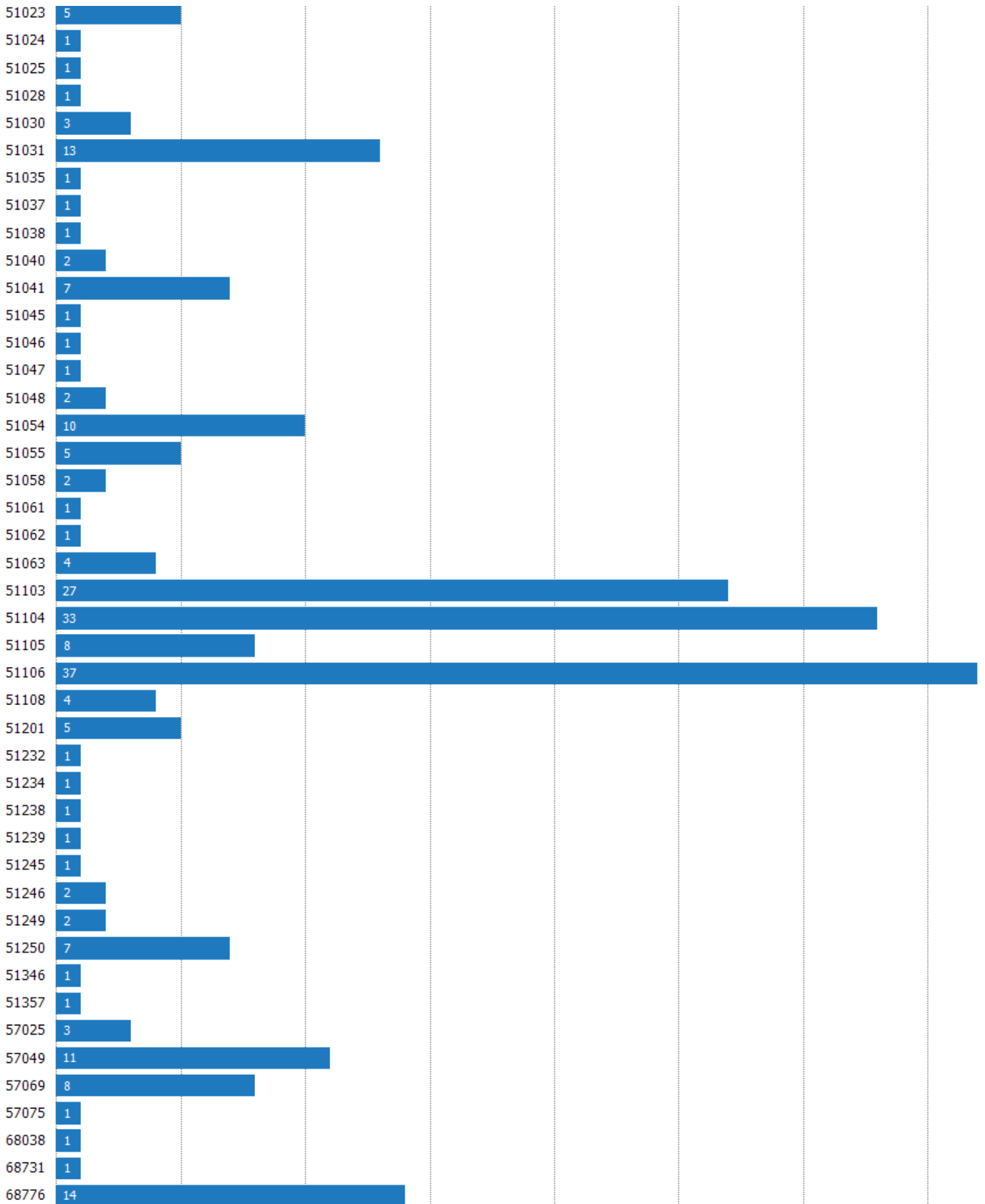


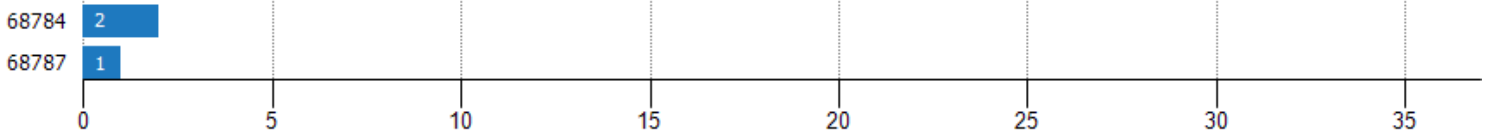
Closed Sales (By Zip)

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

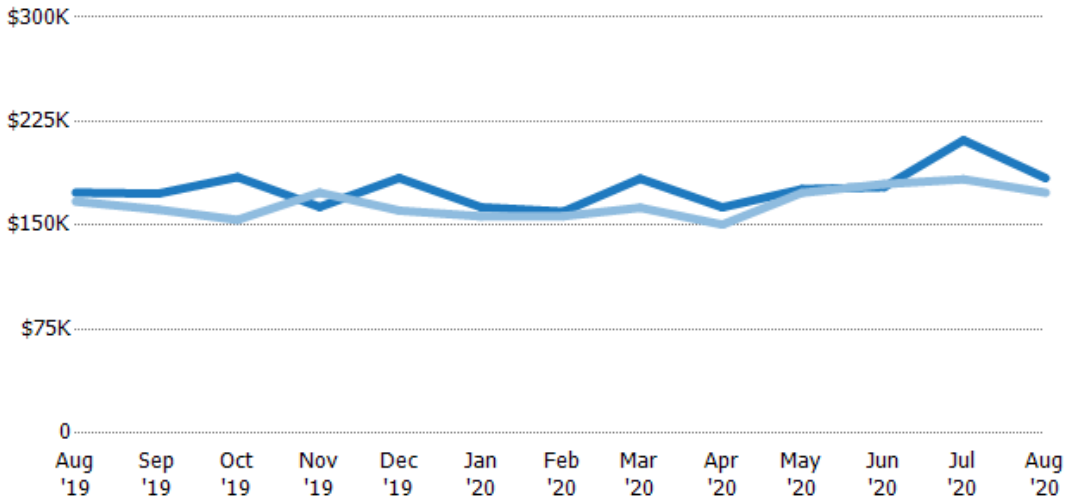
The average sales price of the residential properties sold each month.

Filters Used

MLSs: 2 of 3

Property Type:

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



Month/Year	Price	% Chg.
Aug '20	\$184K	6%
Aug '19	\$174K	3.9%
Aug '18	\$167K	-5.5%

	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$174K	\$173K	\$185K	\$163K	\$184K	\$163K	\$160K	\$184K	\$163K	\$176K	\$178K	\$211K	\$184K
Prior Year	\$167K	\$161K	\$154K	\$174K	\$161K	\$156K	\$157K	\$163K	\$150K	\$173K	\$180K	\$183K	\$174K
Percent Change from Prior Year	4%	7%	20%	-6%	15%	4%	2%	13%	8%	1%	-1%	15%	6%



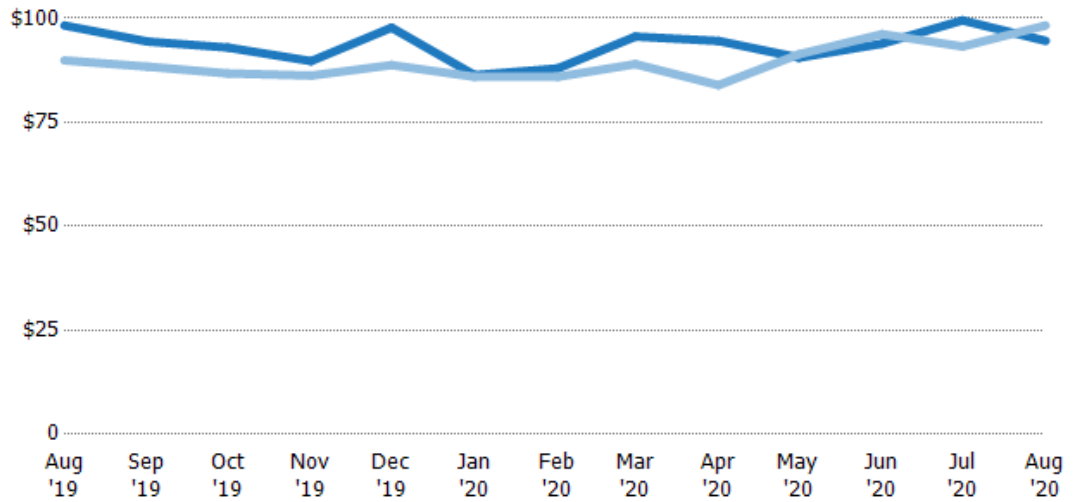


Average Sales Price per Sq Ft

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



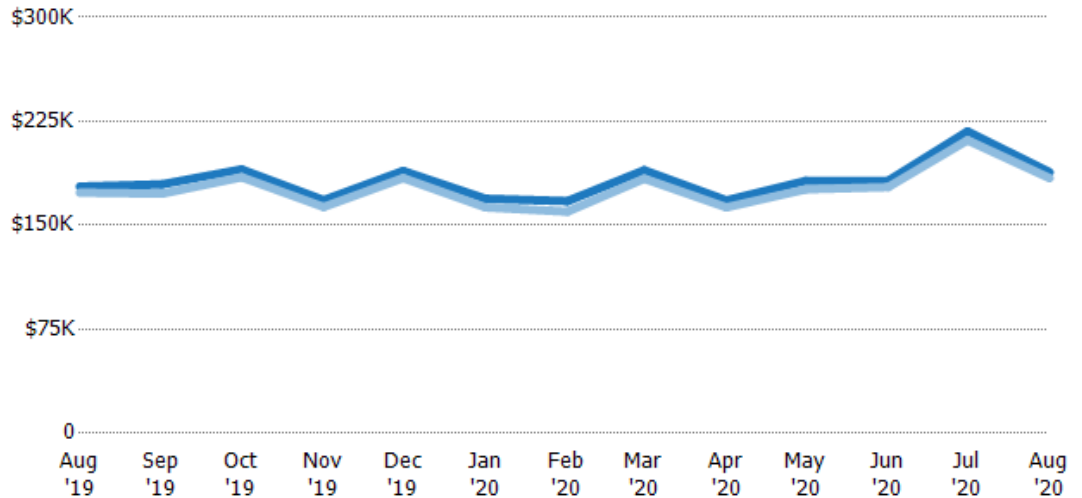
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$98.3	\$94.4	\$93	\$89.7	\$97.8	\$86.3	\$87.9	\$95.6	\$94.6	\$90.5	\$93.9	\$99.5	\$94.6
Prior Year	\$89.9	\$88.4	\$86.7	\$86.2	\$88.8	\$85.9	\$85.9	\$89	\$83.9	\$91.3	\$96.2	\$93.2	\$98.3
Percent Change from Prior Year	9%	7%	7%	4%	10%	0%	2%	7%	13%	-1%	-2%	7%	-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



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Avg List Price	\$178K	\$180K	\$190K	\$168K	\$189K	\$169K	\$167K	\$190K	\$168K	\$182K	\$182K	\$218K	\$188K
Avg Sales Price	\$174K	\$173K	\$185K	\$163K	\$184K	\$163K	\$160K	\$184K	\$163K	\$176K	\$178K	\$211K	\$184K
Avg Sales Price as a % of Avg List Price	98%	96%	97%	97%	97%	96%	95%	97%	97%	97%	98%	97%	98%

