



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	Sep 2020	Sep 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	296	296	+/-	2,509	2,501	+0.3%
New Listing Volume	\$57,879,068	\$53,704,648	+7.8%	\$504,355,006	\$468,531,163	+7.6%
Active Listing Count	483	755	-36%	N/A	N/A	
Active Listing Volume	\$119,724,422	\$161,149,070	-25.7%	N/A	N/A	
Average Listing Price	\$247,877	\$213,442	+16.1%	\$227,756	\$217,680	+4.6%
Months of Inventory	1.7	2.6	-34.2%	2.9	3.3	-13.1%
Sales Activity Charts Metrics						
Closed Sales Count	283	243	+16.5%	1,980	1,902	+4.1%
Closed Sales Volume	\$52,757,761	\$41,809,364	+26.2%	\$356,059,306	\$323,035,877	+10.2%
Average Sales Price	\$186,423	\$172,055	+8.4%	\$179,828	\$169,840	+5.9%
Average Sales Price per Sq Ft	\$98	\$94	+3.7%	\$94	\$92	+2.3%

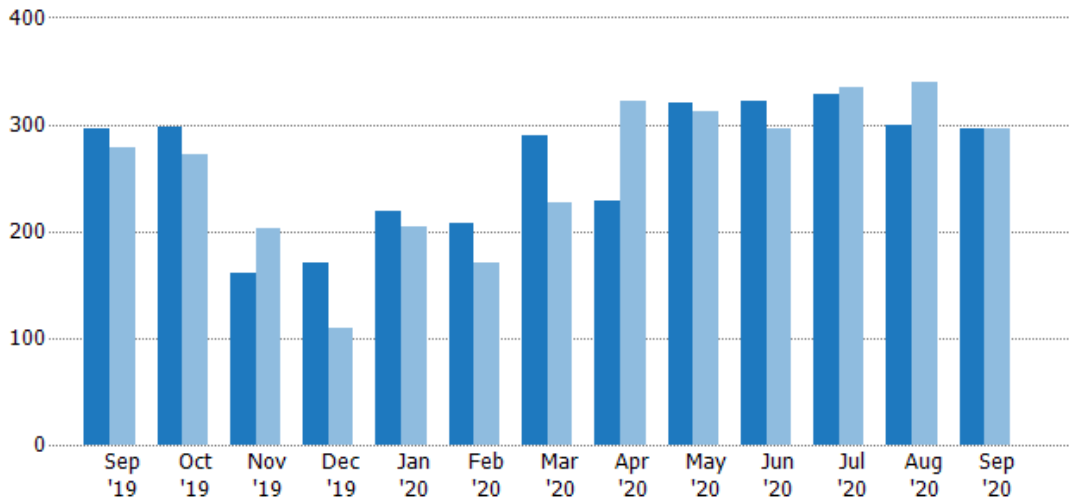


New Listings

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.
Sep '20	296	0%
Sep '19	296	6.1%
Sep '18	279	-12.9%

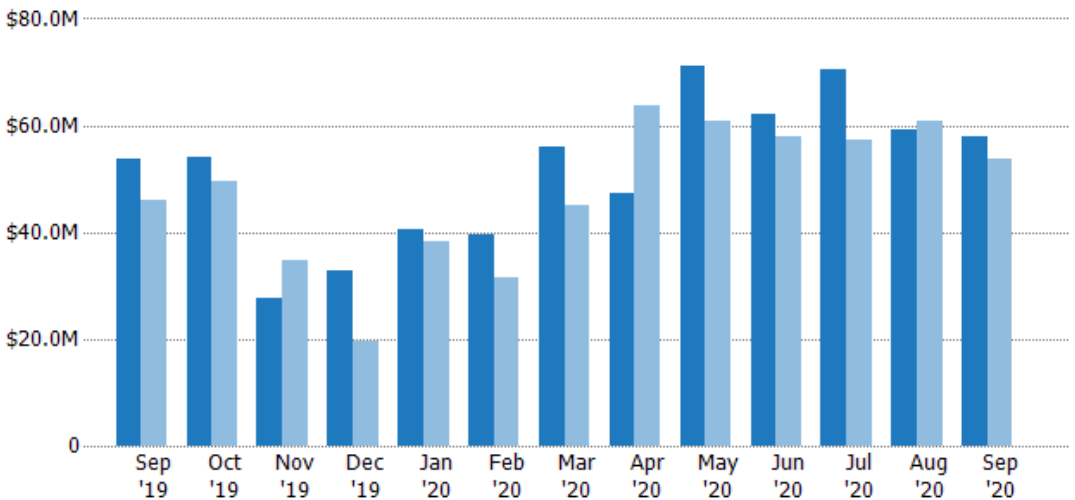
Current Year	296	297	160	171	219	207	290	229	320	321	328	299	296
Prior Year	279	272	203	109	204	171	227	321	312	296	335	339	296
Percent Change from Prior Year	6%	9%	-21%	57%	7%	21%	28%	-29%	3%	8%	-2%	-12%	0%

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.
Sep '20	\$57.9M	7.8%
Sep '19	\$53.7M	16.5%
Sep '18	\$46.1M	-8.3%

Current Year	\$53.7M	\$54.1M	\$27.8M	\$32.7M	\$40.5M	\$39.5M	\$55.8M	\$47.3M	\$71.2M	\$62.2M	\$70.5M	\$59.3M	\$57.9M
Prior Year	\$46.1M	\$49.4M	\$34.6M	\$19.7M	\$38.4M	\$31.5M	\$44.9M	\$63.6M	\$60.8M	\$57.8M	\$57.1M	\$60.7M	\$53.7M
Percent Change from Prior Year	16%	9%	-20%	66%	5%	25%	24%	-26%	17%	8%	23%	-2%	8%



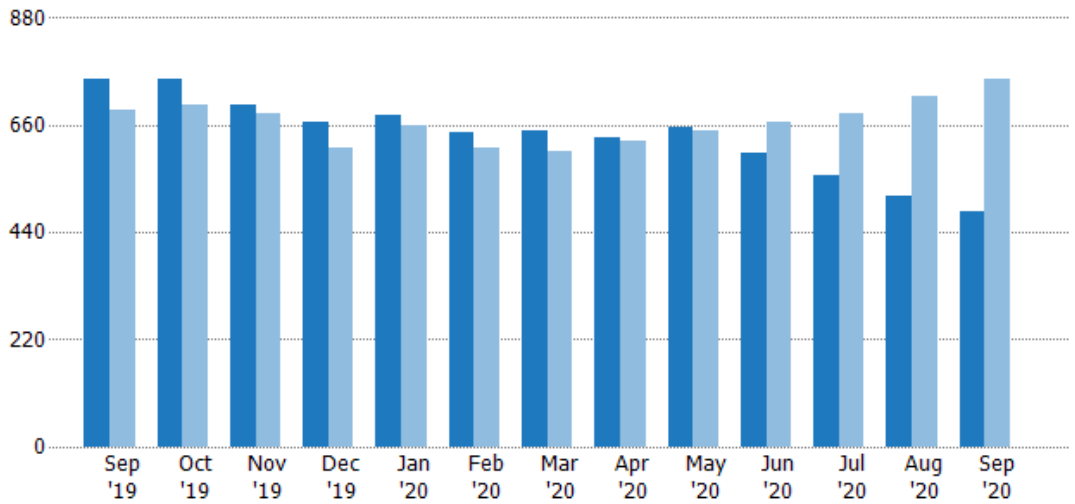


Active Listings

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.
Sep '20	483	-36%
Sep '19	755	9.3%
Sep '18	691	17.9%

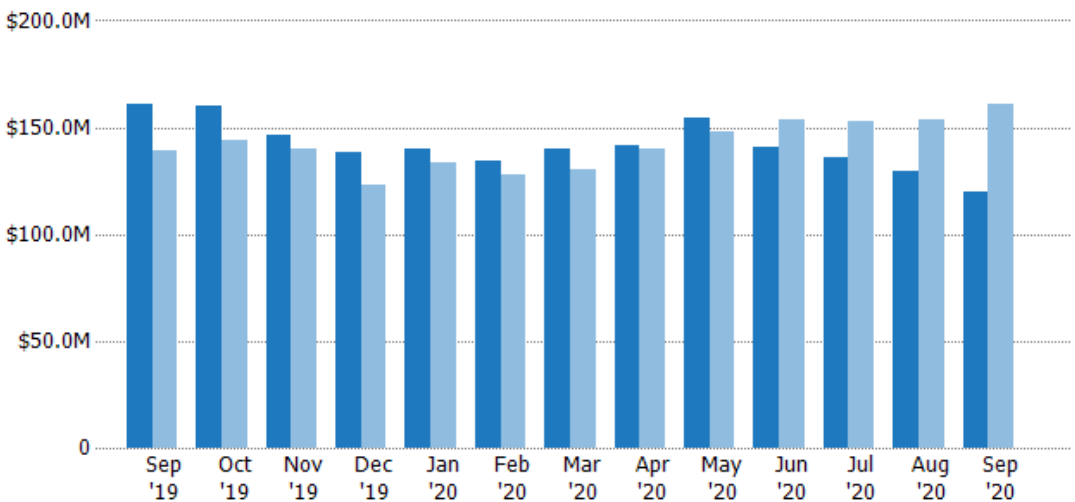
	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	755	755	702	668	680	646	647	635	656	604	557	516	483
Prior Year	691	701	683	615	661	614	607	626	647	668	683	719	755
Percent Change from Prior Year	9%	8%	3%	9%	3%	5%	7%	1%	1%	-10%	-18%	-28%	-36%

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.
Sep '20	\$120M	-25.7%
Sep '19	\$161M	15.9%
Sep '18	\$139M	21.4%

	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	\$161M	\$160M	\$146M	\$139M	\$140M	\$135M	\$140M	\$141M	\$154M	\$141M	\$136M	\$130M	\$120M
Prior Year	\$139M	\$144M	\$140M	\$123M	\$134M	\$128M	\$130M	\$140M	\$148M	\$154M	\$153M	\$154M	\$161M
Percent Change from Prior Year	16%	11%	5%	13%	4%	5%	7%	1%	4%	-8%	-11%	-16%	-26%





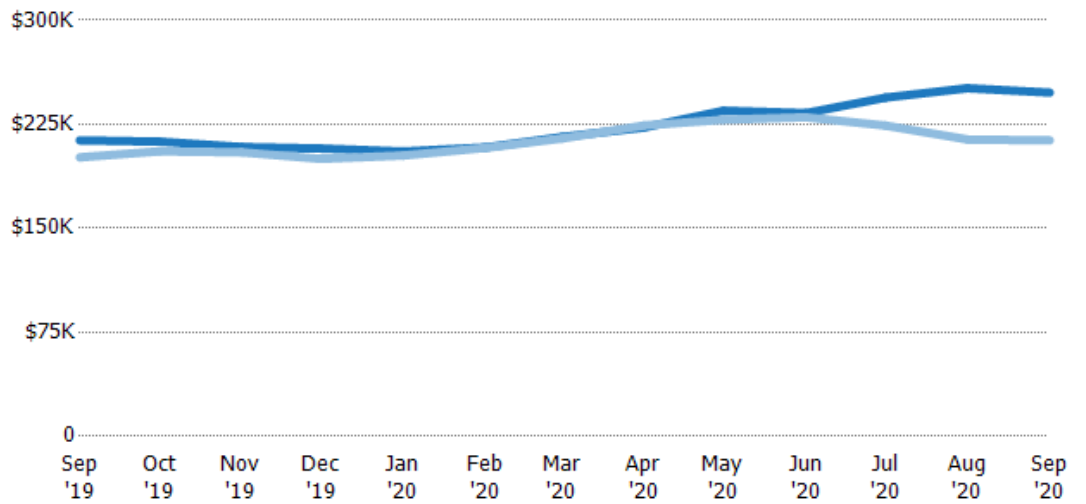
Average Listing Price

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.
Sep '20	\$248K	16.1%
Sep '19	\$213K	6.1%
Sep '18	\$201K	2.9%



Current Year	\$213K	\$213K	\$209K	\$208K	\$205K	\$208K	\$216K	\$223K	\$235K	\$233K	\$244K	\$251K	\$248K
Prior Year	\$201K	\$206K	\$205K	\$200K	\$203K	\$208K	\$215K	\$224K	\$228K	\$230K	\$224K	\$214K	\$213K
Percent Change from Prior Year	6%	3%	2%	4%	1%	0%	0%	-1%	3%	1%	9%	17%	16%

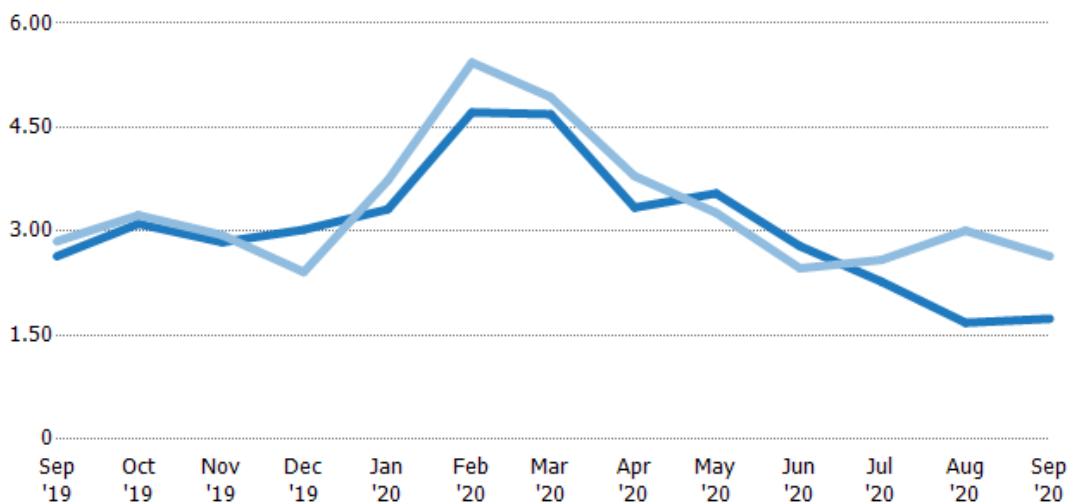
Months of Inventory

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.
Sep '20	1.74	-34.2%
Sep '19	2.64	-7.5%
Sep '18	2.86	15.6%



Current Year	2.64	3.11	2.84	3.02	3.32	4.72	4.69	3.34	3.55	2.78	2.27	1.68	1.74
Prior Year	2.86	3.23	2.94	2.41	3.73	5.43	4.93	3.79	3.27	2.46	2.59	3.01	2.64
Percent Change from Prior Year	-8%	-4%	-3%	25%	-11%	-13%	-5%	-12%	9%	13%	-12%	-44%	-34%





Active/Pending/Sold Units

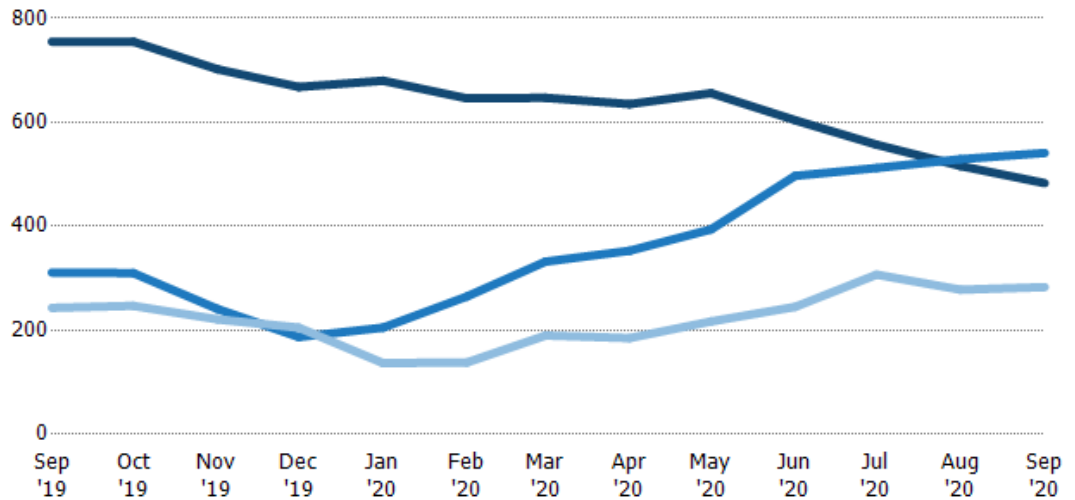
The number of residential properties that were Active, Pending and Sold each month.

Filters Used

MLSs: 2 of 3

Property Type:

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Active	755	755	702	668	680	646	647	635	656	604	557	516	483
Pending	311	310	241	187	205	265	332	353	394	497	512	529	541
Sold	243	247	221	205	137	138	190	185	217	245	307	278	283

Closed Sales

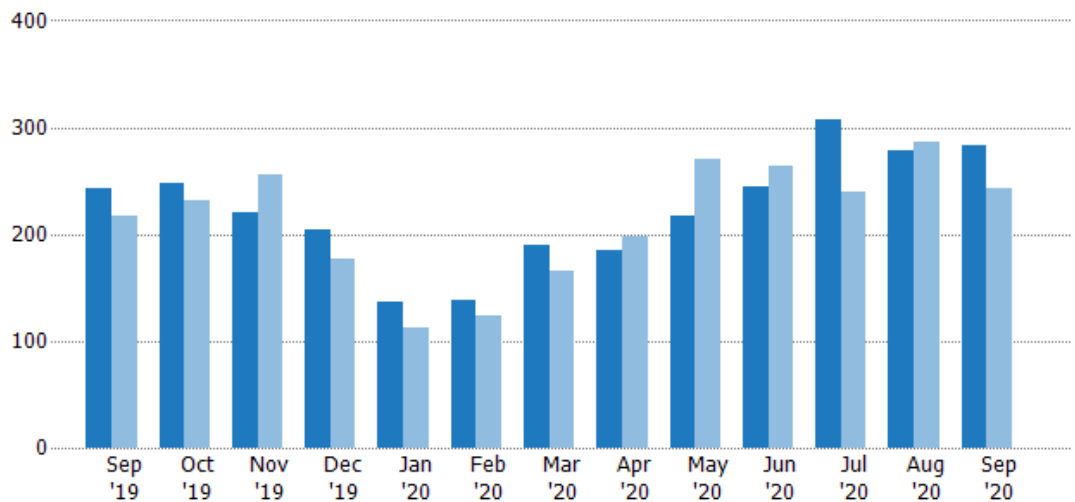
The total number of residential properties sold each month.

Filters Used

MLSs: 2 of 3

Property Type:

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



Month/Year	Count	% Chg.
Sep '20	283	16.5%
Sep '19	243	12%
Sep '18	217	11.5%

	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Current Year	243	247	221	205	137	138	190	185	217	245	307	278	283
Prior Year	217	232	255	177	113	123	165	198	271	264	239	286	243
Percent Change from Prior Year	12%	6%	-13%	16%	21%	12%	15%	-7%	-20%	-7%	28%	-3%	16%





Closed Sales Volume

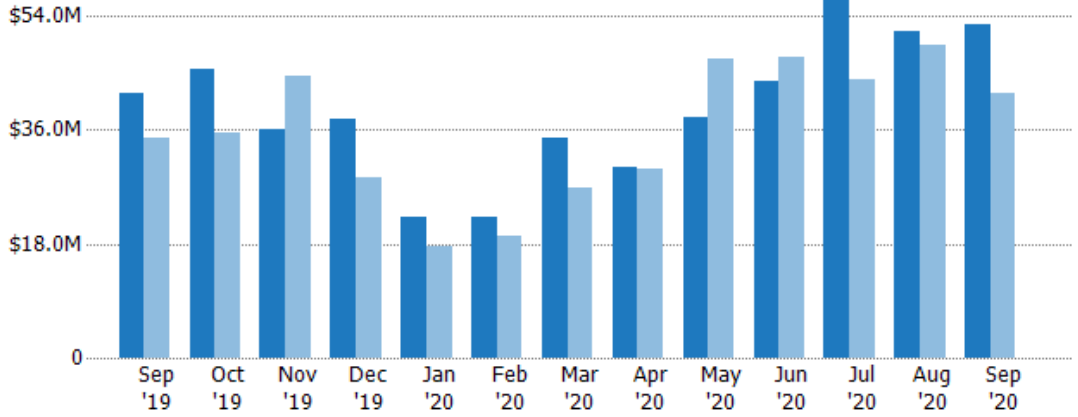
The sum of the sales price of residential properties sold each month.

Filters Used

MLSs: 2 of 3

Property Type:

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



Month/Year	Volume	% Chg.
Sep '20	\$52.8M	26.2%
Sep '19	\$41.8M	20.4%
Sep '18	\$34.7M	10.5%

Current Year	\$41.8M	\$45.6M	\$36.1M	\$37.8M	\$22.3M	\$22.3M	\$34.6M	\$30.1M	\$38M	\$43.6M	\$60.8M	\$51.5M	\$52.8M
Prior Year	\$34.7M	\$35.5M	\$44.4M	\$28.4M	\$17.7M	\$19.1M	\$26.7M	\$29.8M	\$47.1M	\$47.4M	\$43.9M	\$49.4M	\$41.8M
Percent Change from Prior Year	20%	29%	-19%	33%	26%	17%	30%	1%	-19%	-8%	38%	4%	26%

Closed Sales by Property Type

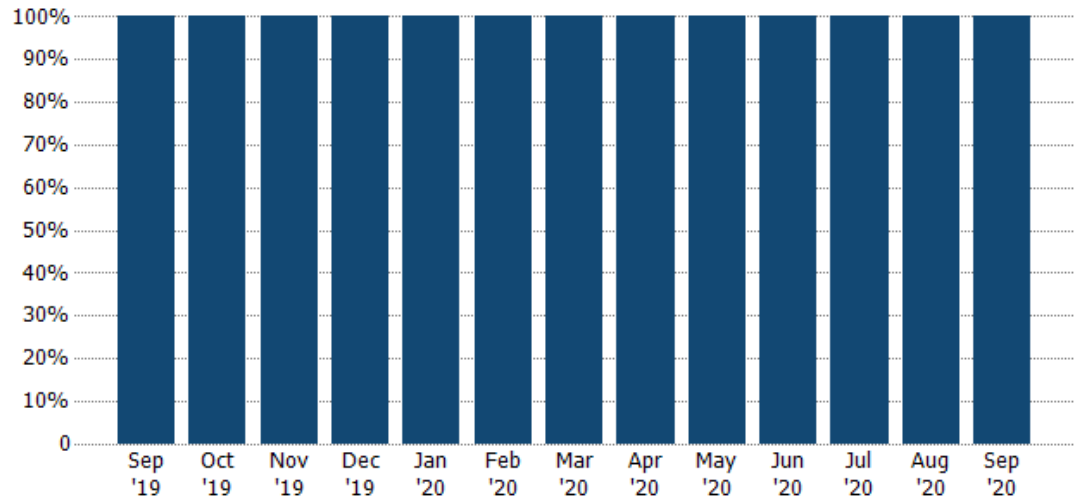
The percentage of residential properties sold each month by property type.

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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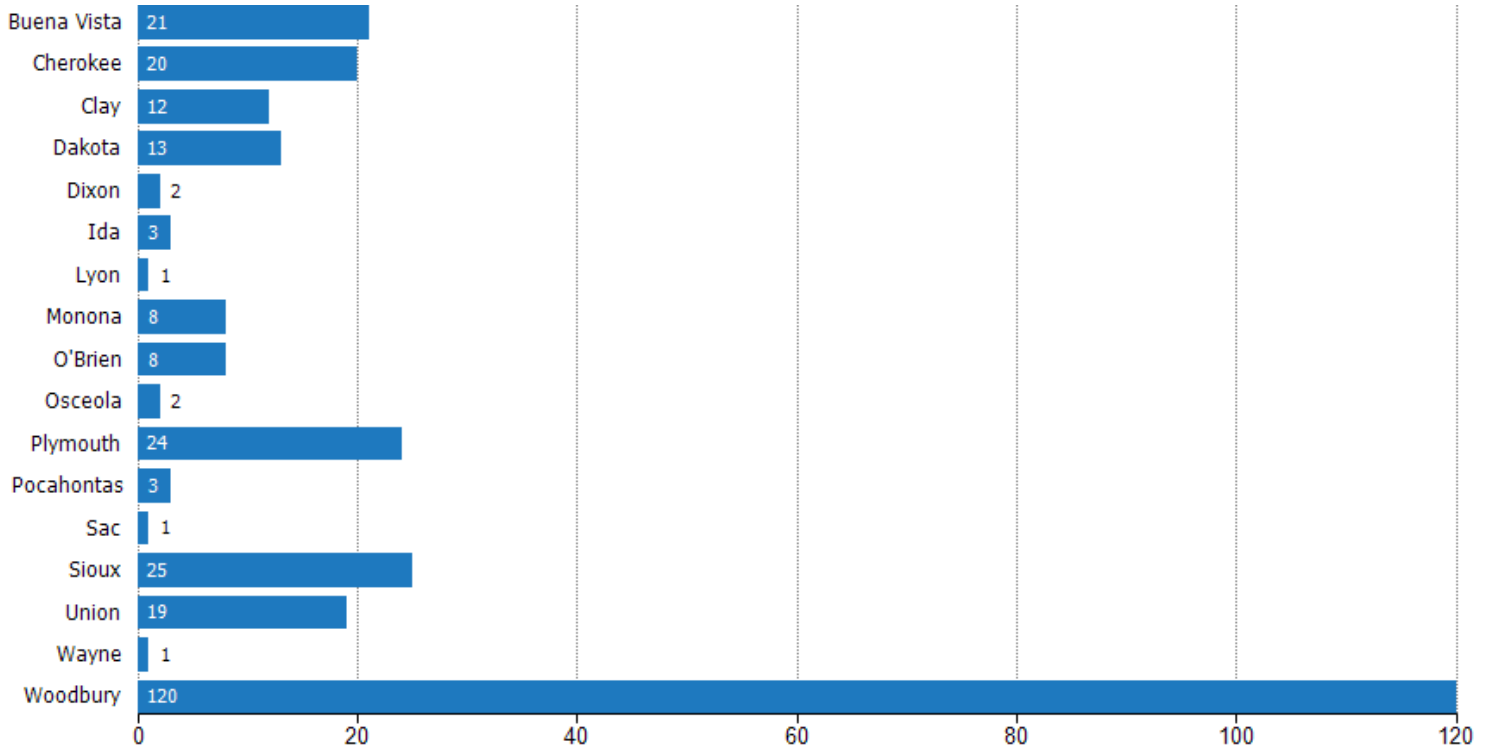




Closed Sales (By County)

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

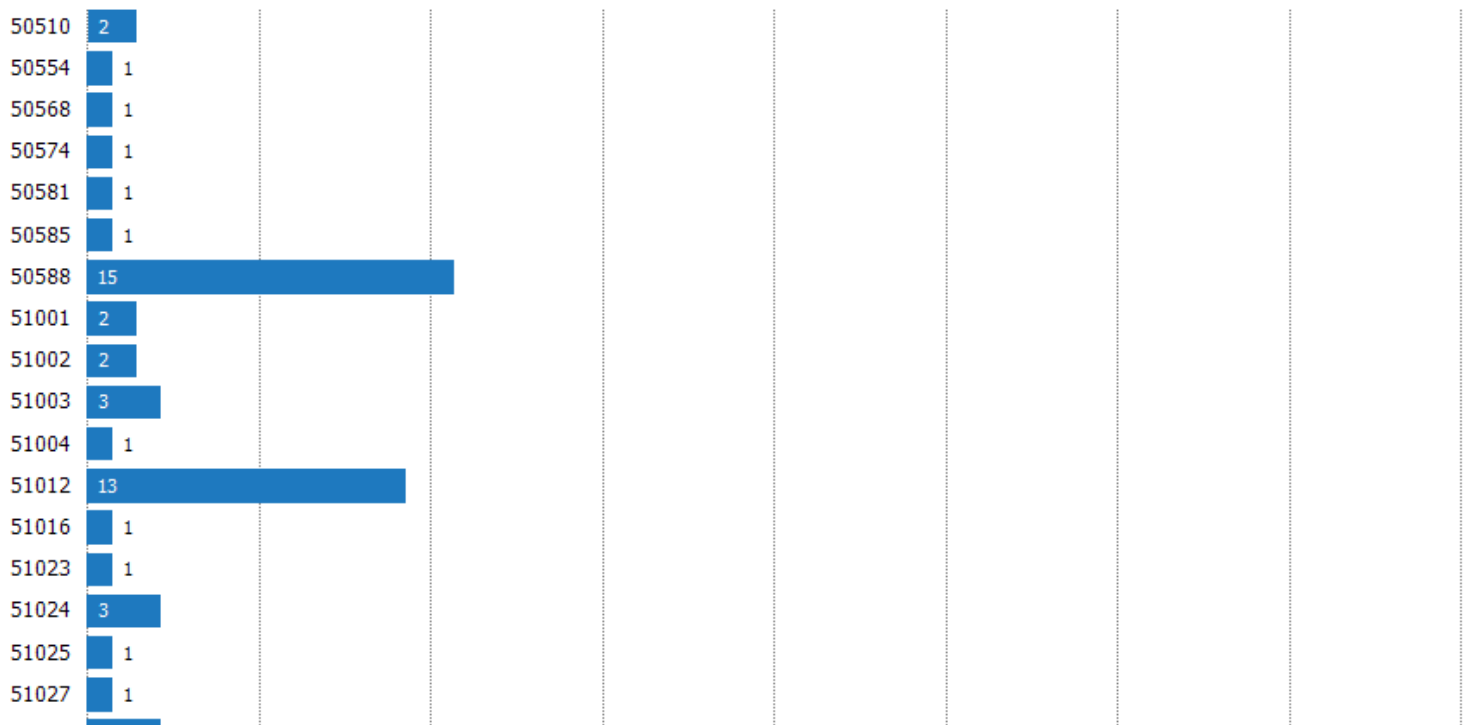
Filters Used: MLSs: 2 of 3; Property Type: Condo/Townhouse/Apt, Mobile/Manufactured, Multifamily/Multiplex, Other Residential, Single Family Residence

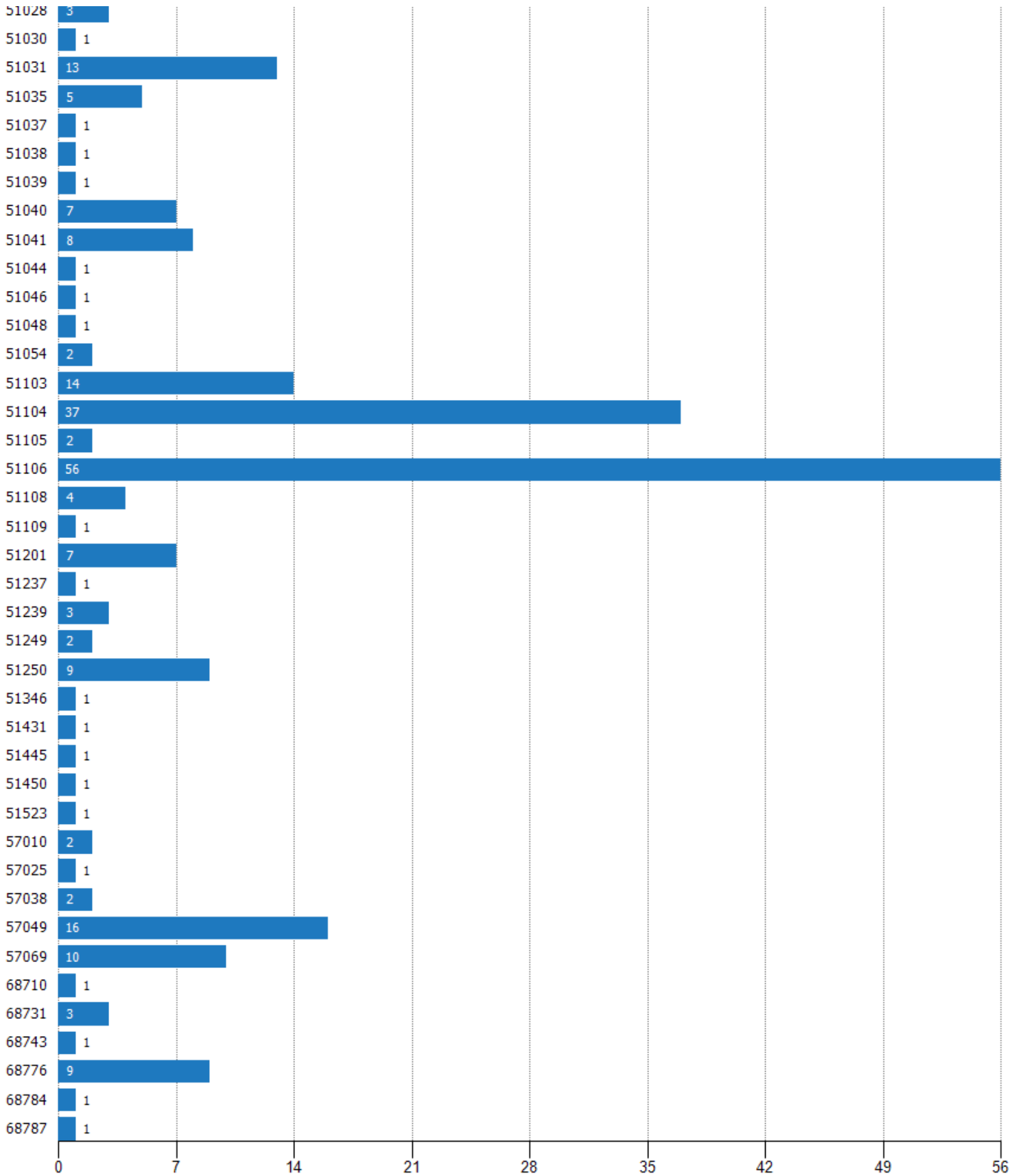


Closed Sales (By Zip)

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







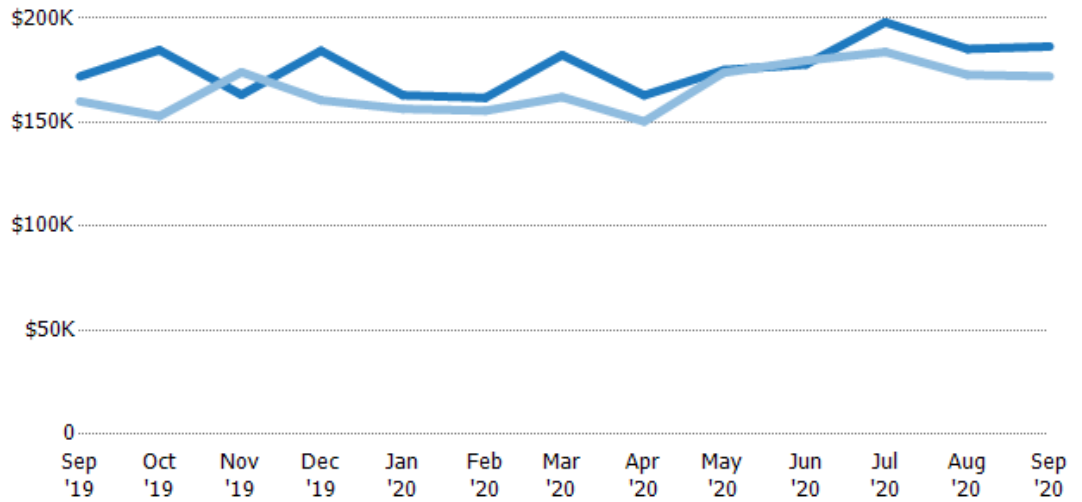
Average Sales Price

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.
Sep '20	\$186K	8.4%
Sep '19	\$172K	7.5%
Sep '18	\$160K	-0.9%



Current Year	\$172K	\$185K	\$163K	\$184K	\$163K	\$162K	\$182K	\$163K	\$175K	\$178K	\$198K	\$185K	\$186K
Prior Year	\$160K	\$153K	\$174K	\$161K	\$156K	\$156K	\$162K	\$150K	\$174K	\$180K	\$184K	\$173K	\$172K
Percent Change from Prior Year	7%	21%	-6%	15%	4%	4%	12%	8%	1%	-1%	8%	7%	8%

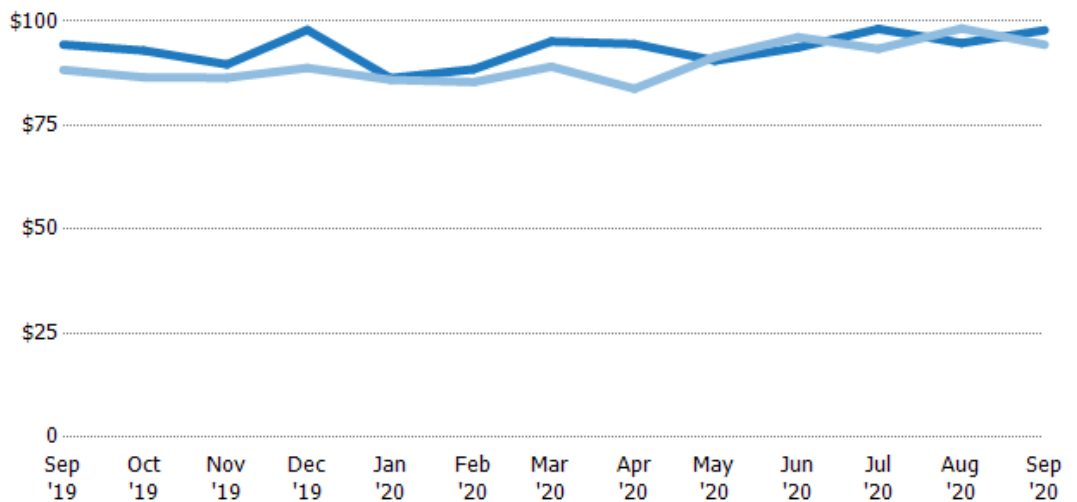
Average Sales Price per Sq Ft

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.
Sep '20	\$97.9	3.7%
Sep '19	\$94.4	6.9%
Sep '18	\$88.3	2%



Current Year	\$94.4	\$93	\$89.6	\$97.9	\$86.3	\$88.5	\$95.2	\$94.6	\$90.5	\$93.7	\$98.2	\$94.7	\$97.9
Prior Year	\$88.3	\$86.5	\$86.4	\$88.8	\$85.9	\$85.4	\$89.1	\$83.8	\$91.4	\$96.2	\$93.4	\$98.3	\$94.4
Percent Change from Prior Year	7%	7%	4%	10%	0%	4%	7%	13%	-1%	-3%	5%	-4%	4%





Average Sales Price vs Average Listing Price

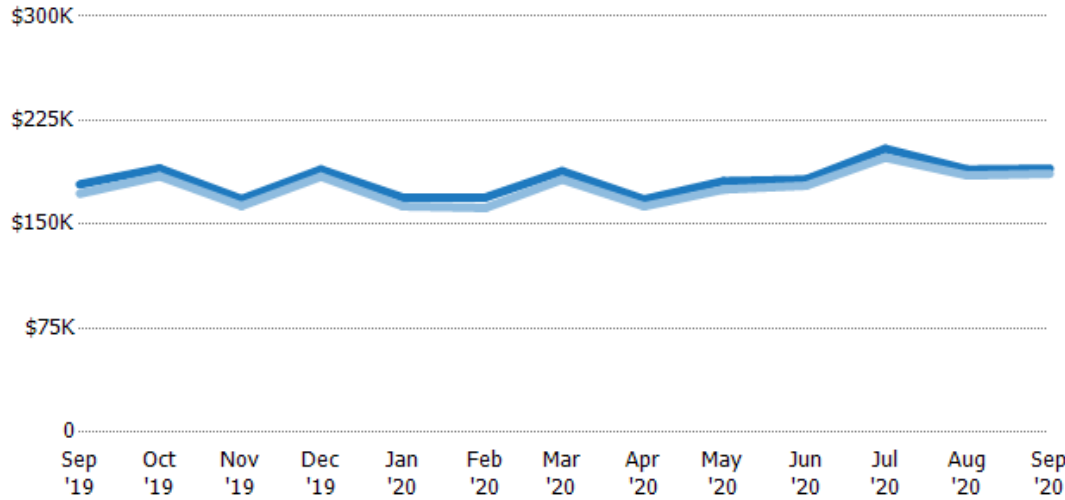
The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

MLSs: 2 of 3

Property Type:

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



	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20
Avg List Price	\$179K	\$190K	\$168K	\$190K	\$169K	\$169K	\$188K	\$168K	\$181K	\$182K	\$204K	\$189K	\$190K
Avg Sales Price	\$172K	\$185K	\$163K	\$184K	\$163K	\$162K	\$182K	\$163K	\$175K	\$178K	\$198K	\$185K	\$186K
Avg Sales Price as a % of Avg List Price	96%	97%	97%	97%	96%	96%	97%	97%	97%	98%	97%	98%	98%

