



## 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	Oct 2020	Oct 2019	+ / -	YTD 2020	YTD 2019	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	284	298	-4.7%	2,810	2,821	-0.4%
New Listing Volume	\$58,874,874	\$54,226,748	+8.6%	\$567,299,686	\$527,139,911	+7.6%
Active Listing Count	467	758	-38.4%	N/A	N/A	
Active Listing Volume	\$119,765,995	\$161,074,416	-25.6%	N/A	N/A	
Average Listing Price	\$256,458	\$212,499	+20.7%	\$230,474	\$216,787	+6.3%
Months of Inventory	1.6	3.1	-48.3%	2.8	3.3	-15.6%
<b>Sales Activity Charts Metrics</b>						
Closed Sales Count	250	249	+0.4%	2,246	2,159	+4%
Closed Sales Volume	\$50,724,562	\$46,282,819	+9.6%	\$413,109,618	\$370,994,341	+11.4%
Average Sales Price	\$202,898	\$185,875	+9.2%	\$183,931	\$171,836	+7%
Average Sales Price per Sq Ft	\$103	\$93	+10.3%	\$95	\$92	+3.3%





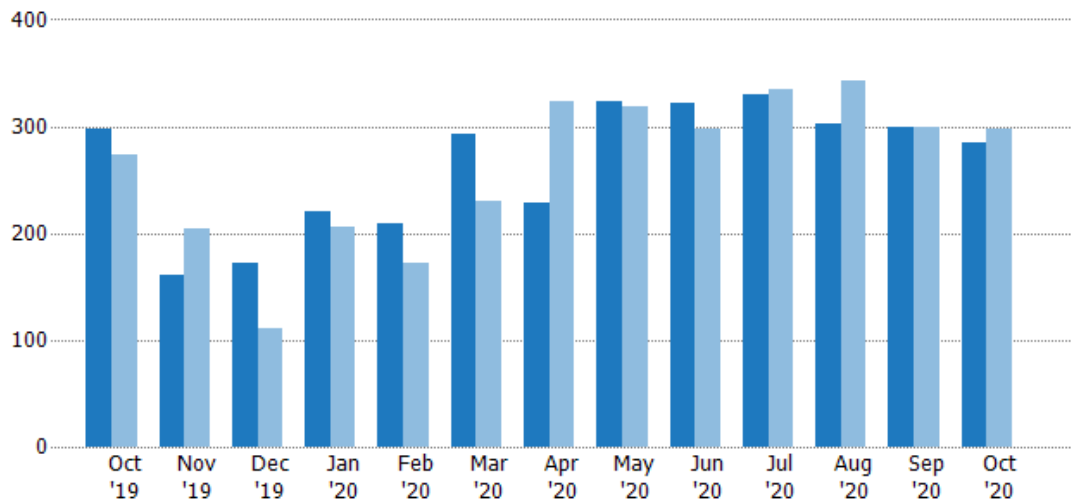
## New Listings

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.
Oct '20	284	-4.7%
Oct '19	298	9.2%
Oct '18	273	-11.4%



Current Year	298	161	172	220	209	292	229	324	321	330	302	299	284
Prior Year	273	205	111	206	172	230	323	318	297	334	343	300	298
Percent Change from Prior Year	9%	-21%	55%	7%	22%	27%	-29%	2%	8%	-1%	-12%	0%	-5%

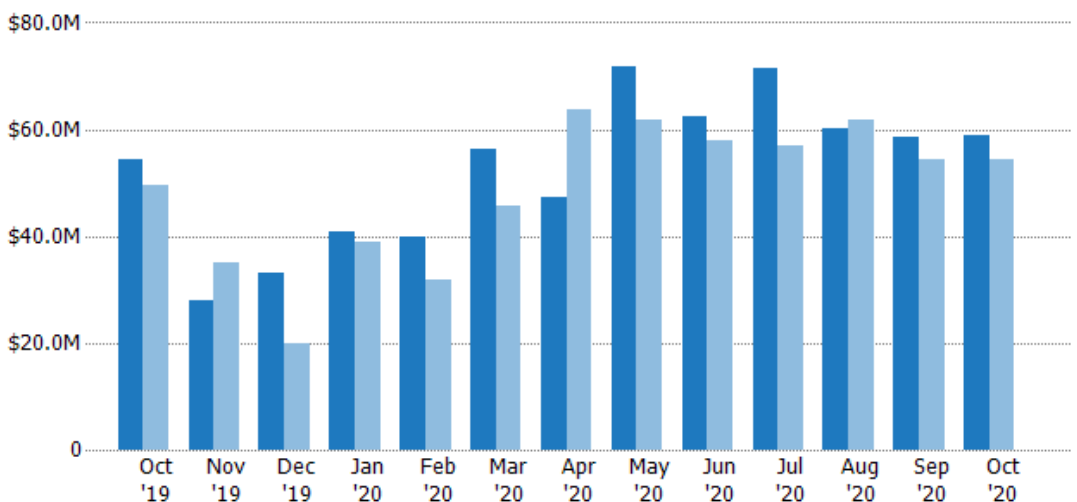
## New Listing Volume

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.
Oct '20	\$58.9M	8.6%
Oct '19	\$54.2M	9.4%
Oct '18	\$49.6M	-13.5%



Current Year	\$54.2M	\$27.9M	\$33.1M	\$40.8M	\$40M	\$56.3M	\$47.2M	\$71.9M	\$62.4M	\$71.3M	\$60M	\$58.5M	\$58.9M
Prior Year	\$49.6M	\$34.9M	\$20M	\$38.9M	\$31.8M	\$45.7M	\$63.9M	\$61.7M	\$57.9M	\$57M	\$61.7M	\$54.4M	\$54.2M
Percent Change from Prior Year	9%	-20%	65%	5%	26%	23%	-26%	16%	8%	25%	-3%	8%	9%





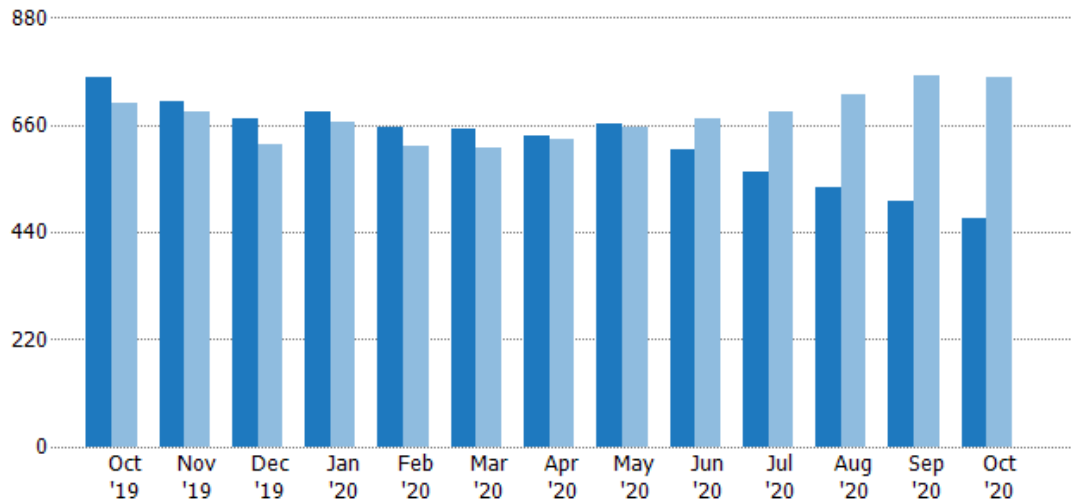
## Active Listings

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.
Oct '20	467	-38.4%
Oct '19	758	7.4%
Oct '18	706	14.7%



Current Year	758	707	675	687	654	651	639	662	610	565	533	505	467
Prior Year	706	688	619	665	617	613	632	657	675	687	724	760	758
Percent Change from Prior Year	7%	3%	9%	3%	6%	6%	1%	1%	-10%	-18%	-26%	-34%	-38%

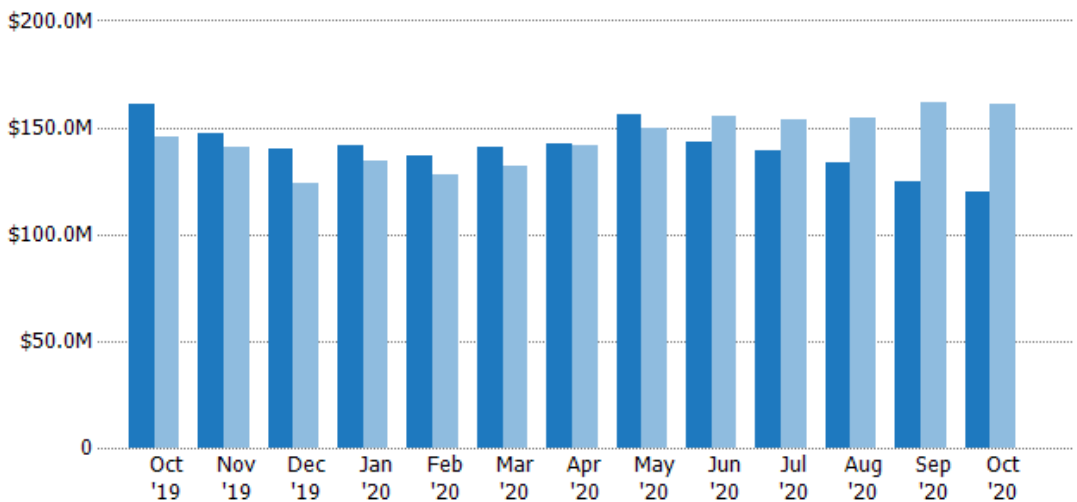
## Active Listing Volume

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.
Oct '20	\$120M	-25.6%
Oct '19	\$161M	10.9%
Oct '18	\$145M	14.4%



Current Year	\$161M	\$147M	\$140M	\$142M	\$137M	\$141M	\$142M	\$156M	\$143M	\$139M	\$134M	\$124M	\$120M
Prior Year	\$145M	\$141M	\$124M	\$134M	\$128M	\$132M	\$142M	\$150M	\$155M	\$154M	\$155M	\$162M	\$161M
Percent Change from Prior Year	11%	5%	13%	5%	7%	7%	1%	4%	-8%	-10%	-14%	-23%	-26%



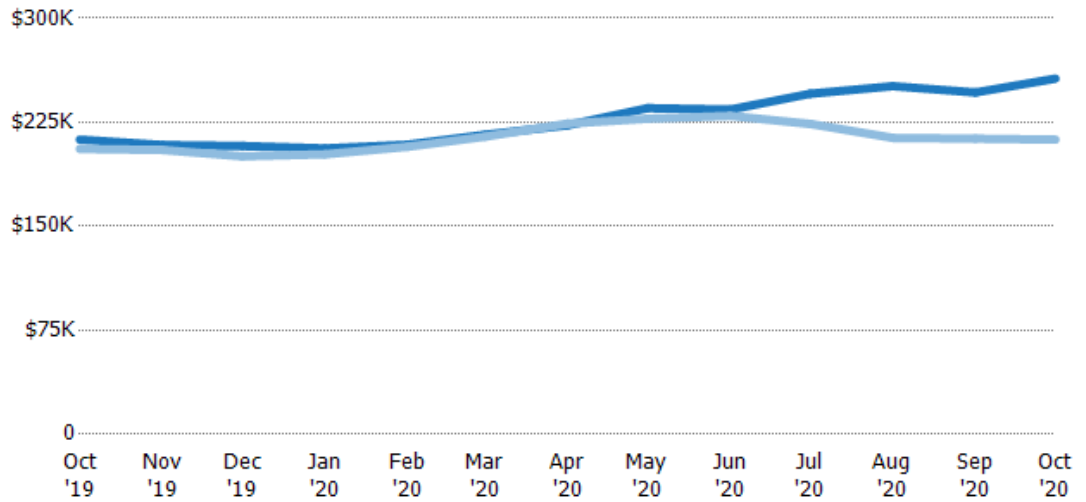
## Average Listing Price

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.
Oct '20	\$256K	20.7%
Oct '19	\$212K	3.3%
Oct '18	\$206K	-0.3%



Current Year	\$212K	\$209K	\$208K	\$206K	\$209K	\$216K	\$223K	\$235K	\$234K	\$246K	\$251K	\$247K	\$256K
Prior Year	\$206K	\$205K	\$200K	\$202K	\$207K	\$215K	\$224K	\$228K	\$230K	\$224K	\$214K	\$213K	\$212K
Percent Change from Prior Year	3%	2%	4%	2%	1%	1%	-1%	3%	2%	10%	17%	16%	21%

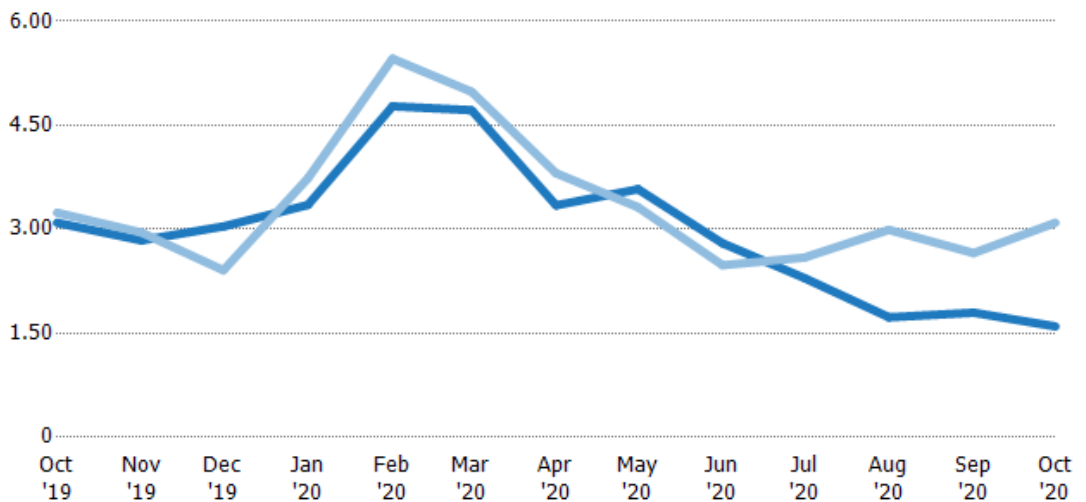
## Months of Inventory

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.
Oct '20	1.6	-48.3%
Oct '19	3.09	-4.5%
Oct '18	3.24	2.9%



Current Year	3.09	2.84	3.04	3.35	4.77	4.72	3.35	3.58	2.8	2.3	1.73	1.8	1.6
Prior Year	3.24	2.95	2.41	3.74	5.46	4.98	3.81	3.32	2.48	2.59	2.99	2.66	3.09
Percent Change from Prior Year	-4%	-4%	26%	-10%	-13%	-5%	-12%	8%	13%	-11%	-42%	-32%	-48%



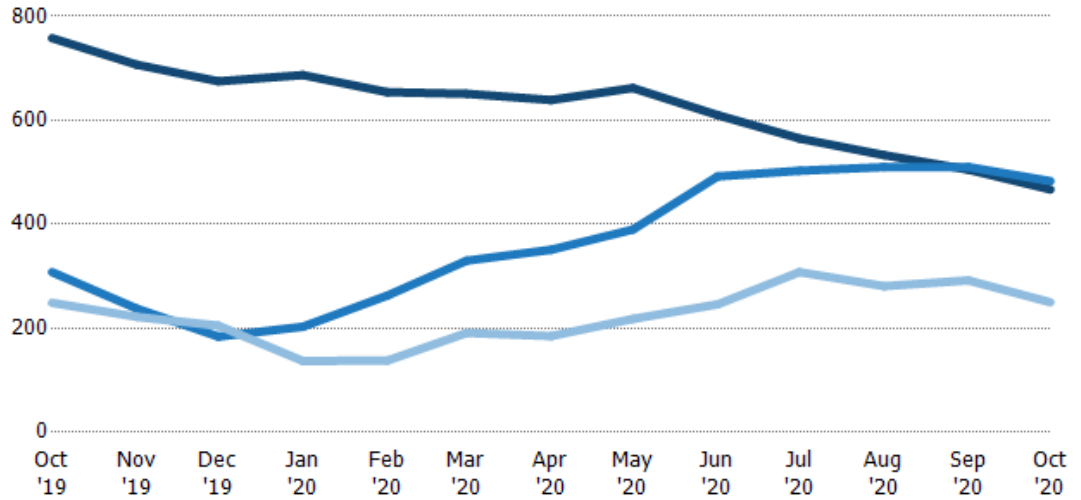


## Active/Pending/Sold Units

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



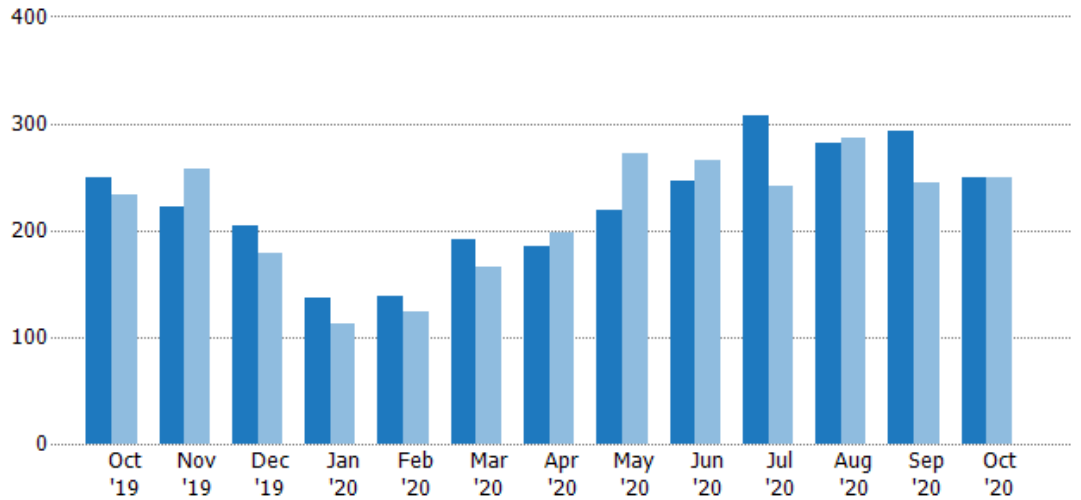
	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Active	758	707	675	687	654	651	639	662	610	565	533	505	467
Pending	308	238	184	203	263	330	351	390	492	503	510	510	483
Sold	249	222	205	137	138	191	185	218	246	308	281	292	250

## 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.
Oct '20	250	0.4%
Oct '19	249	6.9%
Oct '18	233	-14.2%

	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Current Year	249	222	205	137	138	191	185	218	246	308	281	292	250
Prior Year	233	257	178	113	123	166	198	272	265	242	286	245	249
Percent Change from Prior Year	7%	-14%	15%	21%	12%	15%	-7%	-20%	-7%	27%	-2%	19%	0%





## Closed Sales Volume

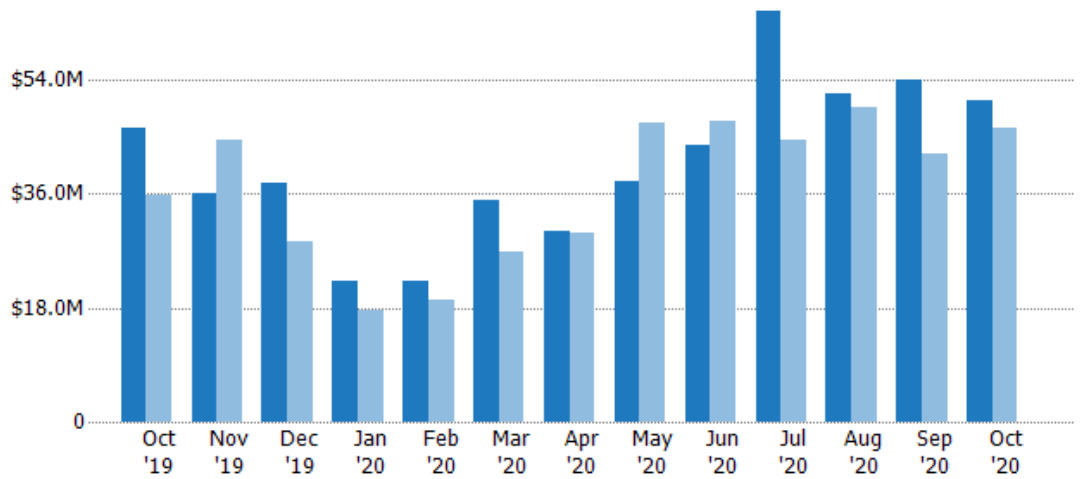
The sum of the sales price of residential properties sold each month.

### Filters Used

MLSs: 2 of 3

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

Month/ Year	Volume	% Chg.
Oct '20	\$50.7M	9.6%
Oct '19	\$46.3M	29.1%
Oct '18	\$35.9M	-9%



Current Year	\$46.3M	\$36.1M	\$37.8M	\$22.3M	\$22.3M	\$35M	\$30.1M	\$38.1M	\$43.7M	\$64.9M	\$51.9M	\$54.1M	\$50.7M
Prior Year	\$35.9M	\$44.6M	\$28.6M	\$17.7M	\$19.1M	\$26.8M	\$29.8M	\$47.3M	\$47.6M	\$44.4M	\$49.7M	\$42.3M	\$46.3M
Percent Change from Prior Year	29%	-19%	32%	26%	17%	31%	1%	-19%	-8%	46%	4%	28%	10%

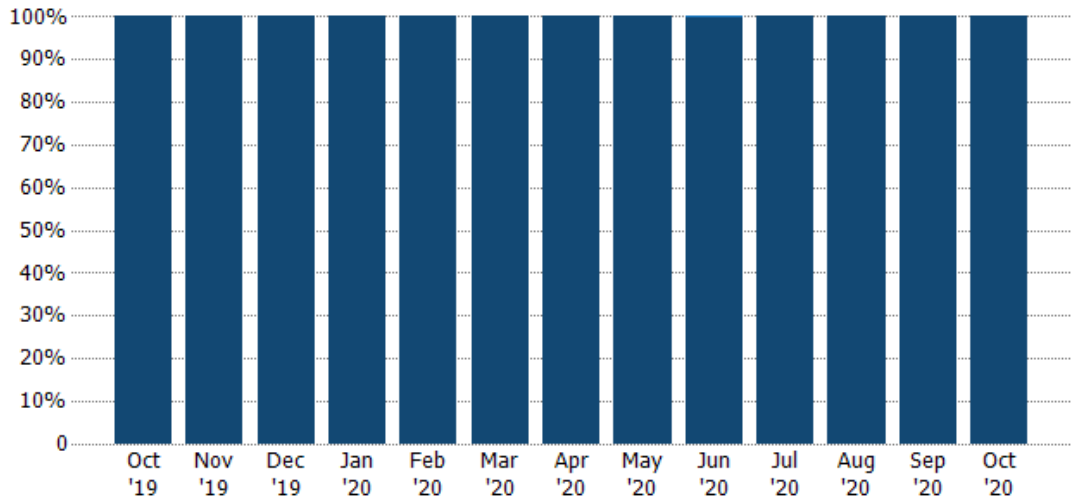
## Closed Sales by Property Type

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%

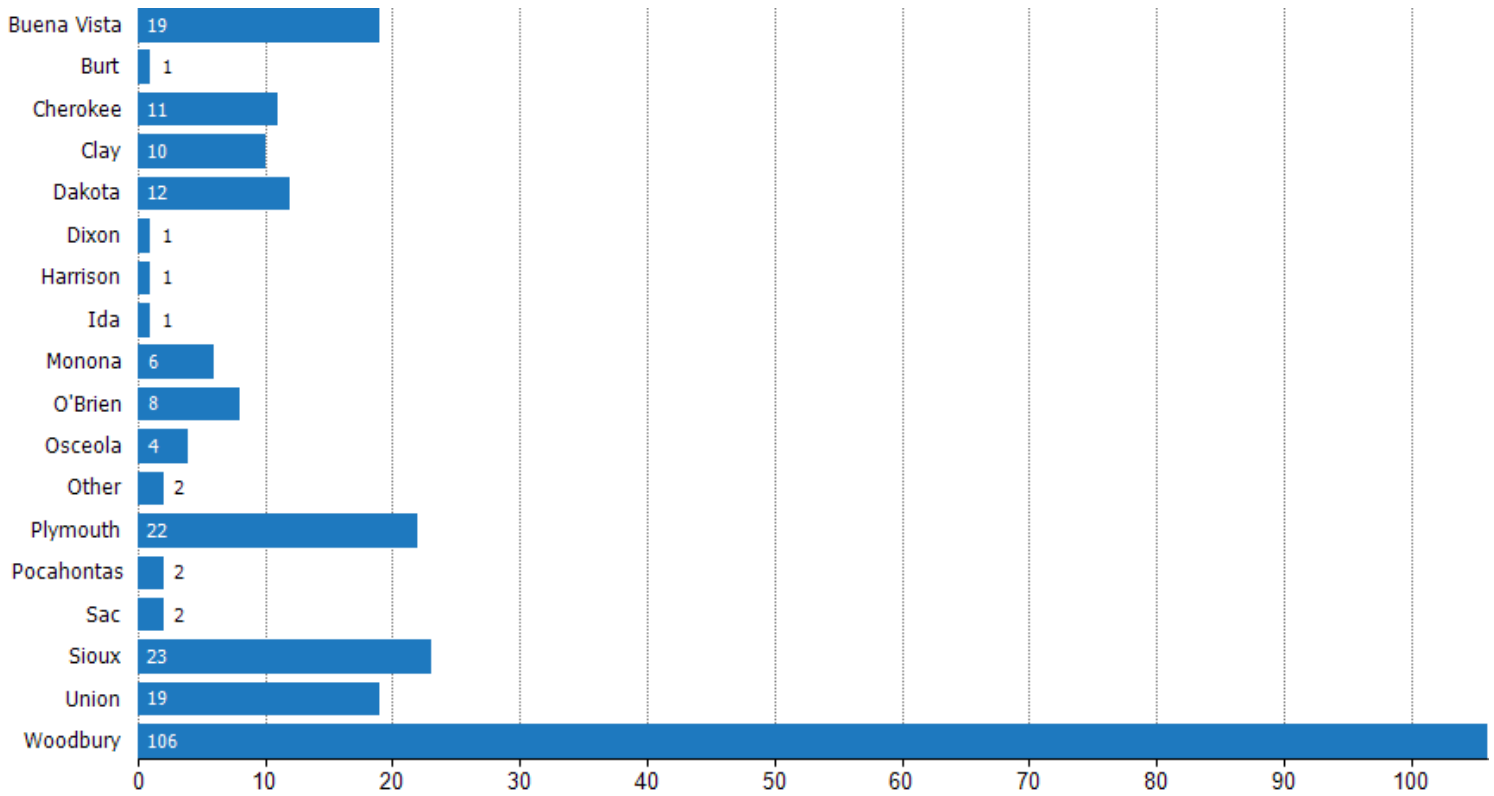




## Closed Sales (By County)

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

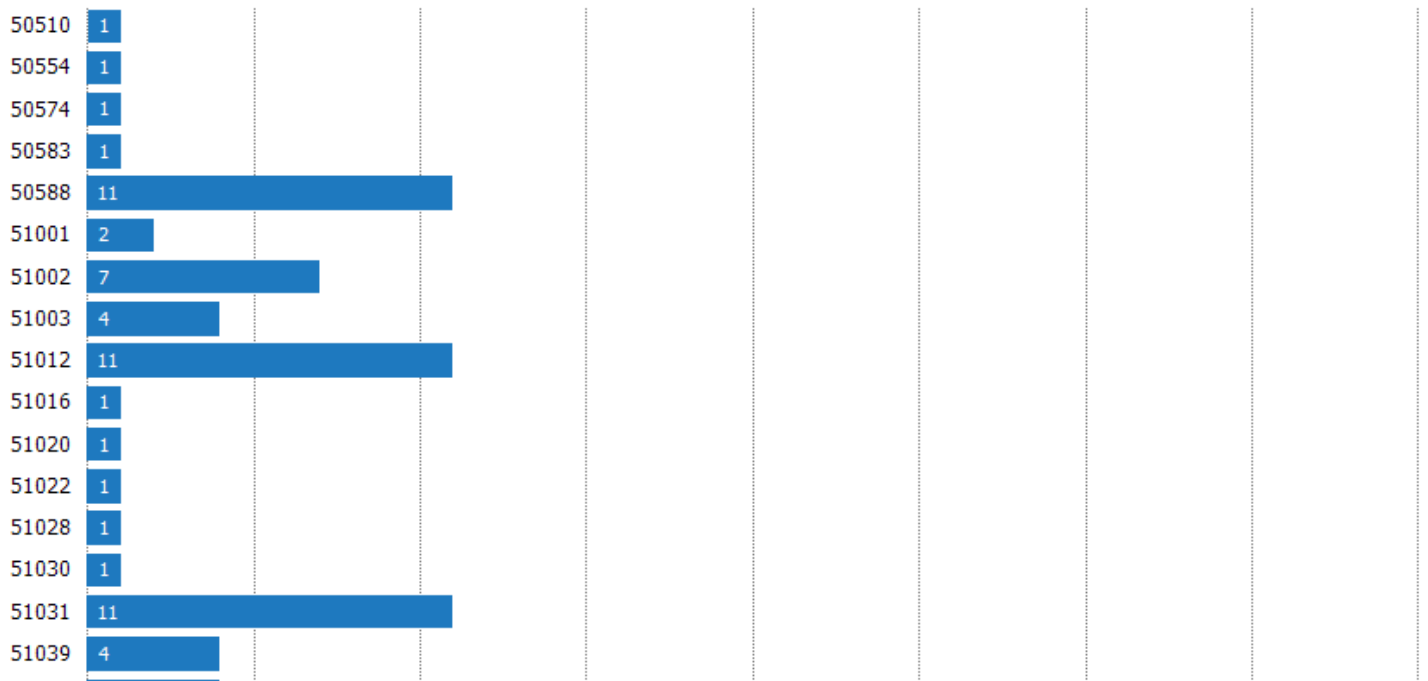
Filters Used: MLSs: 2 of 3; Property Type: Condo/Townhouse/Apt, Mobile/Manufactured, Multifamily/Multiplex, Other Residential, Single Family Residence

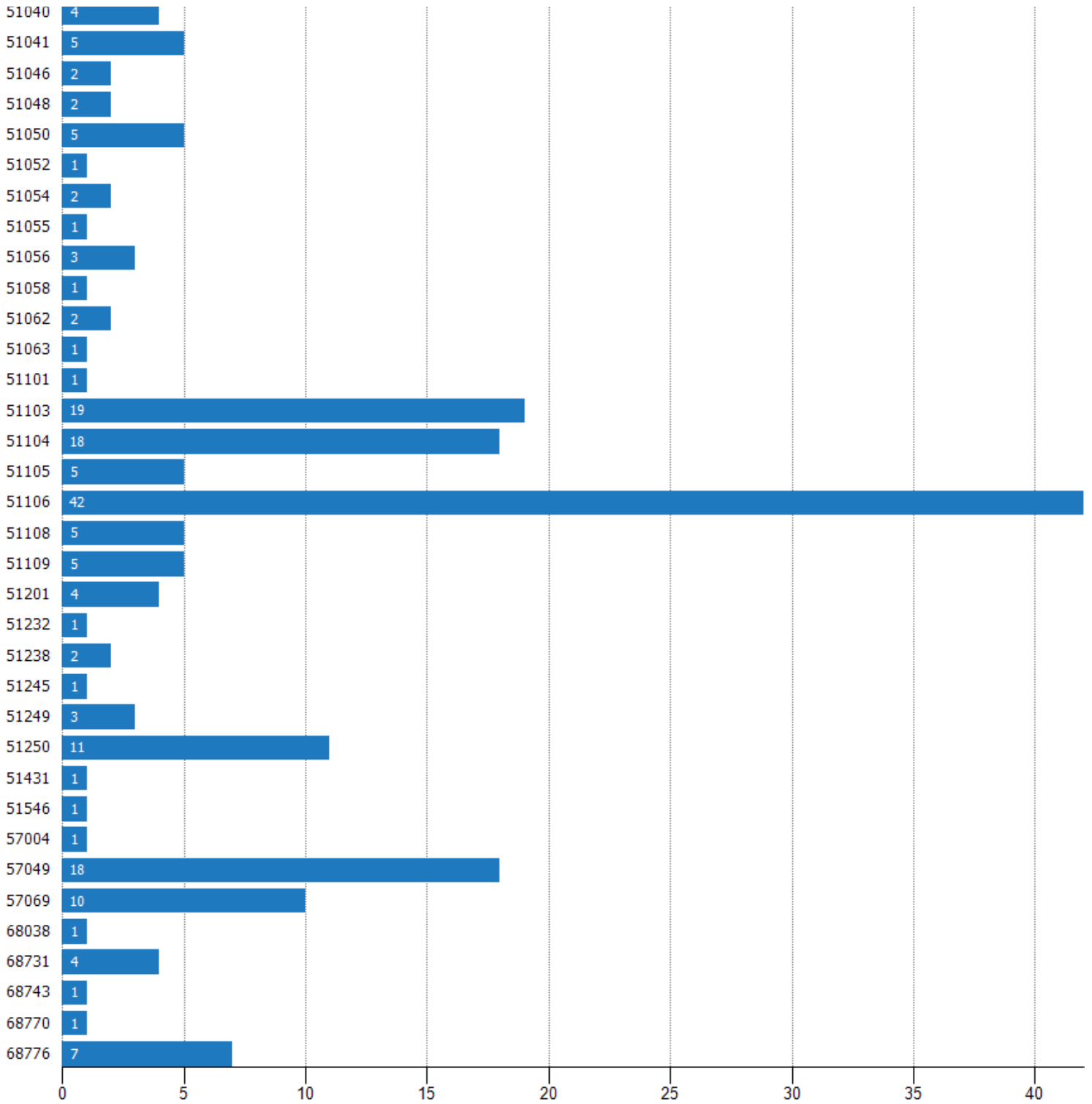


## Closed Sales (By Zip)

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









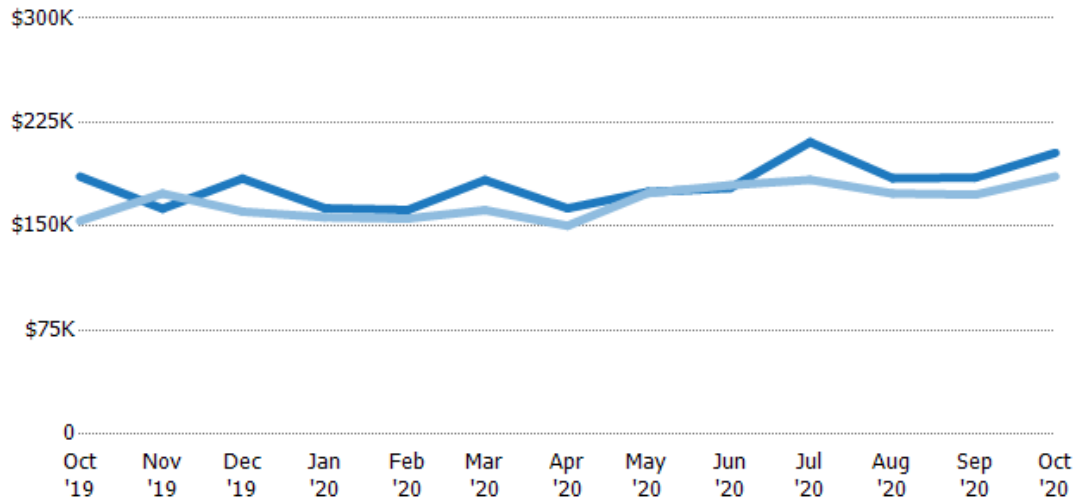
## Average Sales Price

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.
Oct '20	\$203K	9.2%
Oct '19	\$186K	20.8%
Oct '18	\$154K	6.1%



Current Year	\$186K	\$163K	\$184K	\$163K	\$162K	\$183K	\$163K	\$175K	\$178K	\$211K	\$185K	\$185K	\$203K
Prior Year	\$154K	\$174K	\$161K	\$156K	\$156K	\$162K	\$150K	\$174K	\$180K	\$184K	\$174K	\$173K	\$186K
Percent Change from Prior Year	21%	-6%	15%	4%	4%	13%	8%	0%	-1%	15%	6%	7%	9%

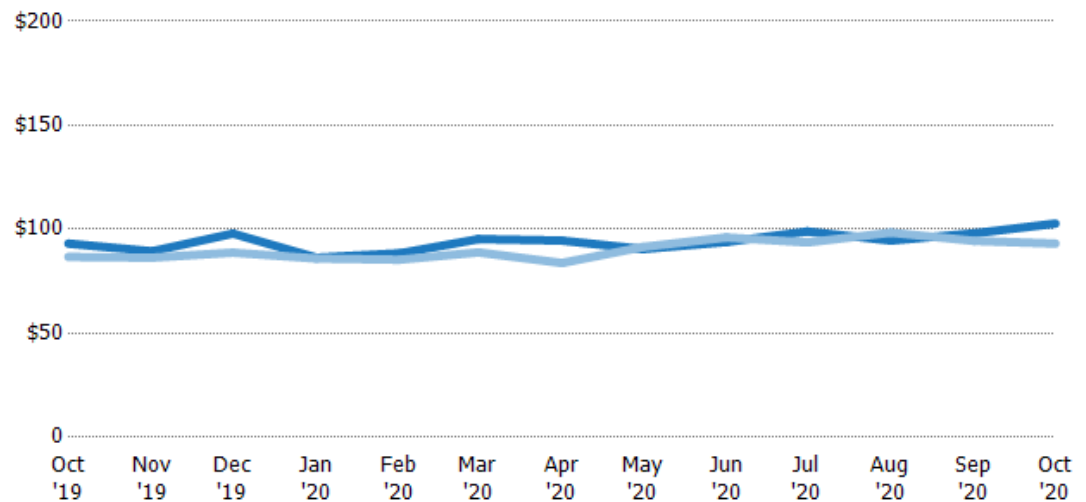
## Average Sales Price per Sq Ft

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.
Oct '20	\$103	10.3%
Oct '19	\$93.1	7.4%
Oct '18	\$86.7	4.6%



Current Year	\$93.1	\$89.4	\$97.9	\$86.3	\$88.5	\$95.3	\$94.6	\$90.5	\$93.9	\$98.9	\$94.6	\$98.1	\$103
Prior Year	\$86.7	\$86.3	\$88.8	\$85.9	\$85.4	\$88.9	\$83.8	\$91.5	\$96.1	\$93.7	\$98.4	\$94.4	\$93.1
Percent Change from Prior Year	7%	4%	10%	0%	4%	7%	13%	-1%	-2%	6%	-4%	4%	10%





## Average Sales Price vs Average Listing Price

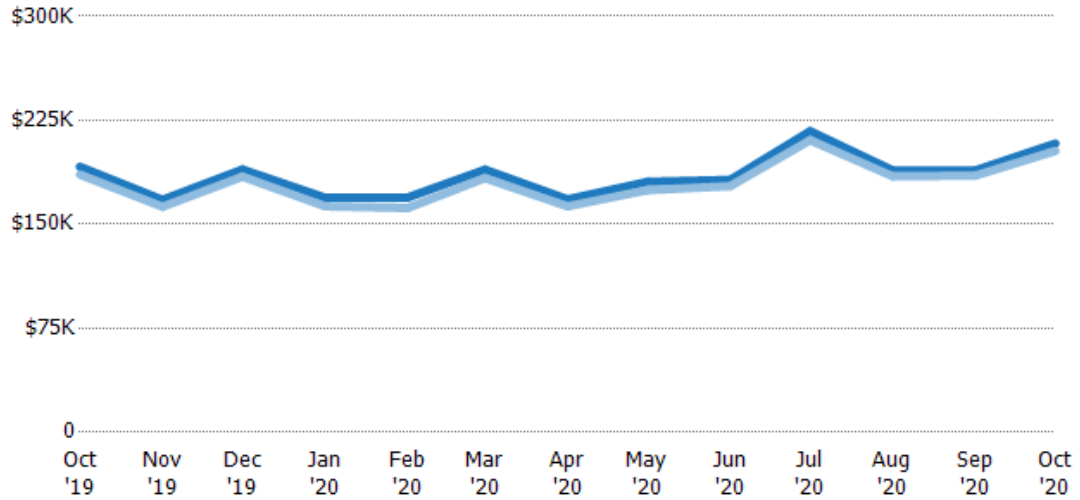
The average sales price as a percentage of the average listing price for properties sold each month.

### Filters Used

MLSs: 2 of 3

Property Type:

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



	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20
Avg List Price	\$191K	\$168K	\$190K	\$169K	\$169K	\$189K	\$168K	\$181K	\$182K	\$217K	\$189K	\$189K	\$208K
Avg Sales Price	\$186K	\$163K	\$184K	\$163K	\$162K	\$183K	\$163K	\$175K	\$178K	\$211K	\$185K	\$185K	\$203K
Avg Sales Price as a % of Avg List Price	97%	97%	97%	96%	96%	97%	97%	97%	98%	97%	98%	98%	97%