



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	Nov 2020	Nov 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	207	159	+30.2%	2,982	2,951	+1.1%
New Listing Volume	\$39,634,017	\$27,579,756	+43.7%	\$597,046,924	\$549,358,267	+8.7%
Active Listing Count	415	698	-40.5%	N/A	N/A	
Active Listing Volume	\$105,879,032	\$145,812,532	-27.4%	N/A	N/A	
Average Listing Price	\$255,130	\$208,900	+22.1%	\$231,005	\$217,033	+6.4%
Months of Inventory	1.6	2.8	-43.1%	2.7	3.2	-16.6%
Sales Activity Charts Metrics						
Closed Sales Count	245	221	+10.9%	2,490	2,373	+4.9%
Closed Sales Volume	\$47,368,177	\$36,064,586	+31.3%	\$455,021,195	\$405,429,782	+12.2%
Average Sales Price	\$193,339	\$163,188	+18.5%	\$182,739	\$170,851	+7%
Average Sales Price per Sq Ft	\$98	\$90	+9.9%	\$95	\$92	+3.6%

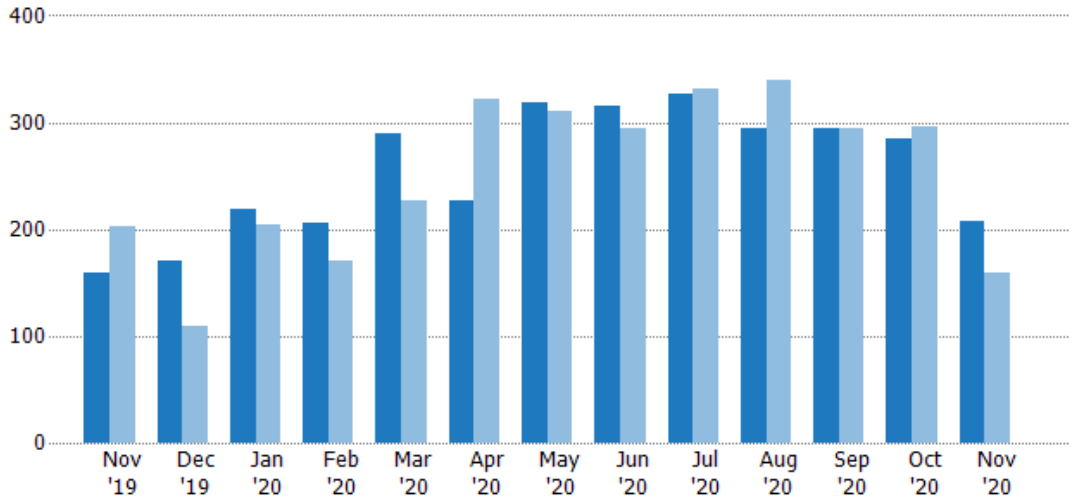


New Listings

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



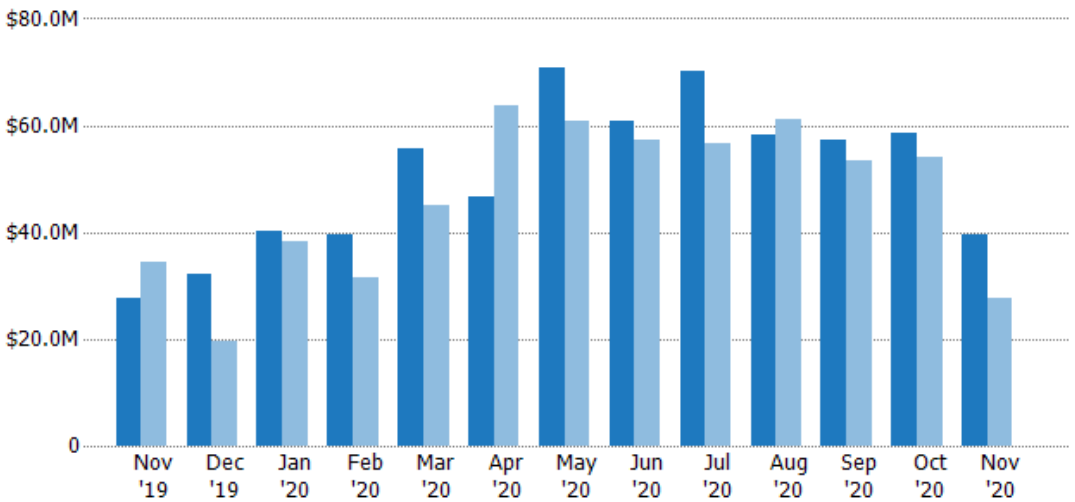
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	159	170	218	206	289	227	318	316	327	295	295	284	207
Prior Year	202	109	204	171	227	322	311	295	332	340	294	296	159
Percent Change from Prior Year	-21%	56%	7%	20%	27%	-30%	2%	7%	-2%	-13%	0%	-4%	30%

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



	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$27.6M	\$32.2M	\$40.2M	\$39.4M	\$55.6M	\$46.6M	\$70.8M	\$60.8M	\$70.1M	\$58.3M	\$57.2M	\$58.5M	\$39.6M
Prior Year	\$34.5M	\$19.7M	\$38.4M	\$31.7M	\$44.9M	\$63.8M	\$60.7M	\$57.4M	\$56.6M	\$61M	\$53.4M	\$54M	\$27.6M
Percent Change from Prior Year	-20%	64%	5%	24%	24%	-27%	17%	6%	24%	-4%	7%	8%	44%



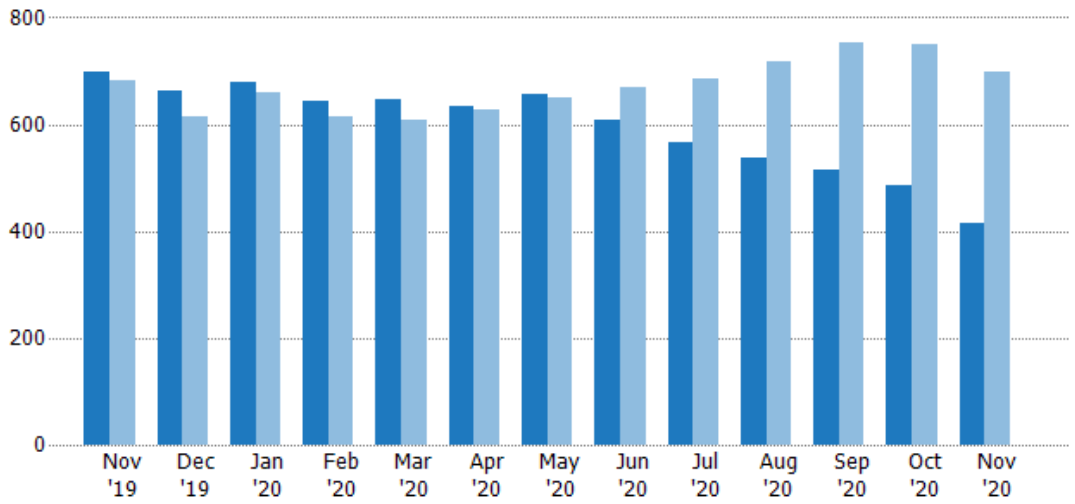


Active Listings

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.
Nov '20	415	-40.5%
Nov '19	698	2.2%
Nov '18	683	8.6%

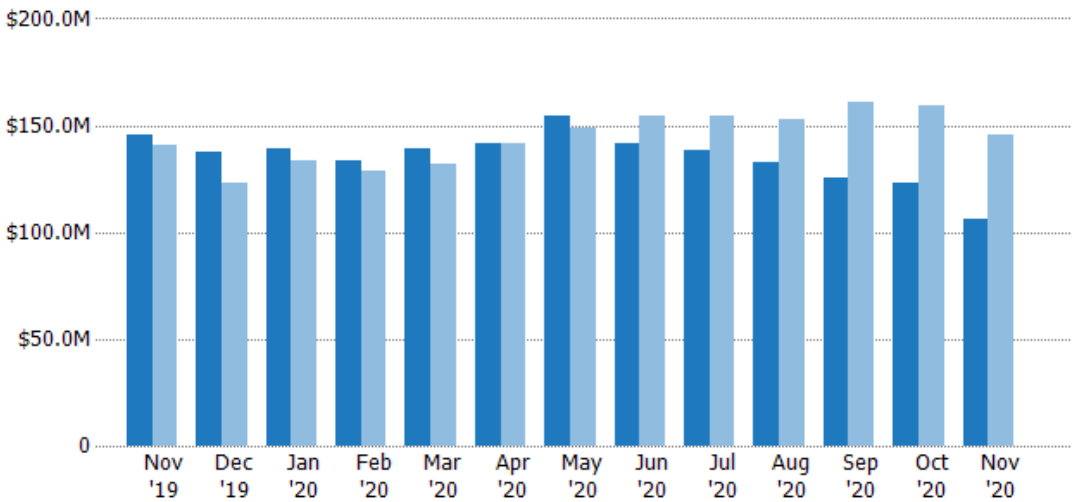
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	698	664	678	643	646	634	656	607	567	536	515	487	415
Prior Year	683	614	660	613	607	627	649	668	684	718	754	751	698
Percent Change from Prior Year	2%	8%	3%	5%	6%	1%	1%	-9%	-17%	-25%	-32%	-35%	-41%

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.
Nov '20	\$106M	-27.4%
Nov '19	\$146M	3.7%
Nov '18	\$141M	9.7%

	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	\$146M	\$138M	\$139M	\$134M	\$139M	\$141M	\$154M	\$142M	\$138M	\$133M	\$125M	\$123M	\$106M
Prior Year	\$141M	\$123M	\$134M	\$129M	\$132M	\$141M	\$149M	\$154M	\$154M	\$153M	\$161M	\$159M	\$146M
Percent Change from Prior Year	4%	12%	4%	4%	5%	0%	3%	-8%	-10%	-13%	-22%	-23%	-27%



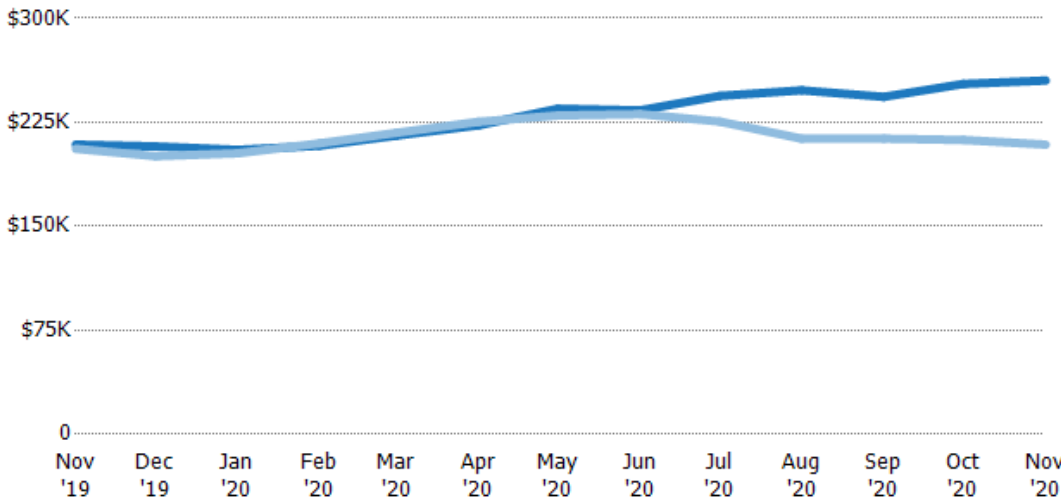


Average Listing Price

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.
Nov '20	\$255K	22.1%
Nov '19	\$209K	1.5%
Nov '18	\$206K	1%

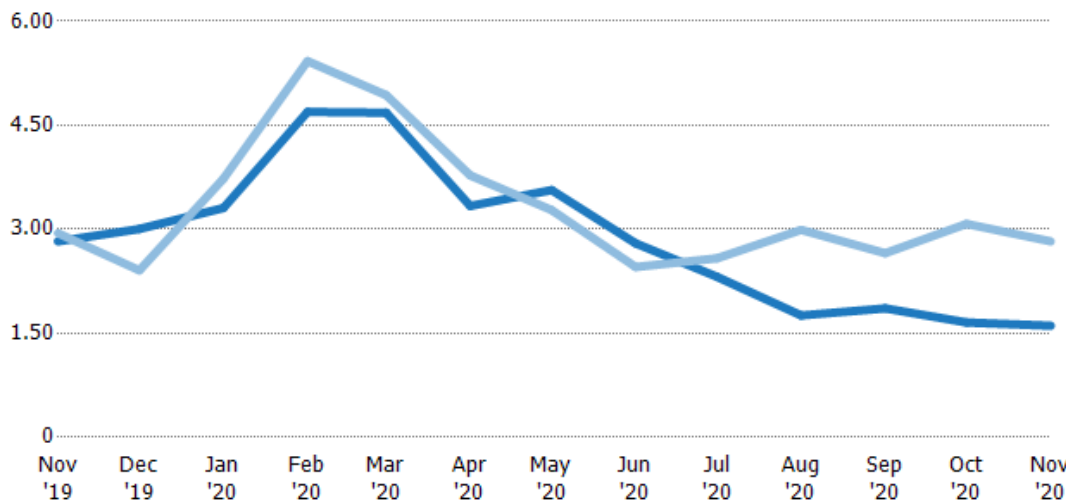
Current Year	\$209K	\$208K	\$205K	\$208K	\$215K	\$223K	\$235K	\$234K	\$244K	\$248K	\$243K	\$253K	\$255K
Prior Year	\$206K	\$201K	\$203K	\$210K	\$217K	\$225K	\$230K	\$231K	\$226K	\$213K	\$213K	\$212K	\$209K
Percent Change from Prior Year	1%	3%	1%	-1%	-1%	-1%	2%	1%	8%	16%	14%	19%	22%

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.
Nov '20	1.61	-43.1%
Nov '19	2.83	-4%
Nov '18	2.94	26.7%

Current Year	2.83	3	3.31	4.69	4.68	3.34	3.57	2.8	2.31	1.76	1.86	1.66	1.61
Prior Year	2.94	2.41	3.73	5.42	4.93	3.78	3.28	2.46	2.58	2.99	2.65	3.08	2.83
Percent Change from Prior Year	-4%	25%	-11%	-13%	-5%	-12%	9%	14%	-10%	-41%	-30%	-46%	-43%



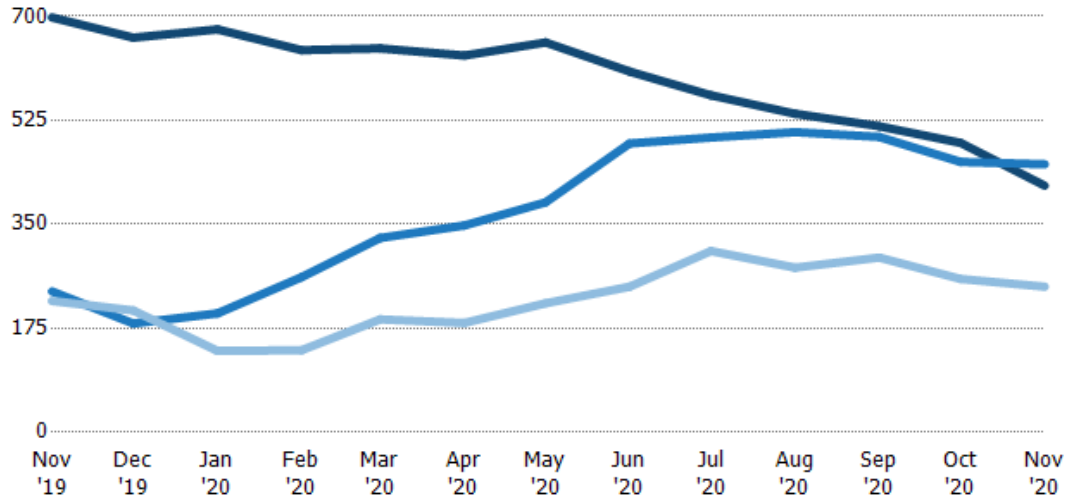


Active/Pending/Sold Units

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



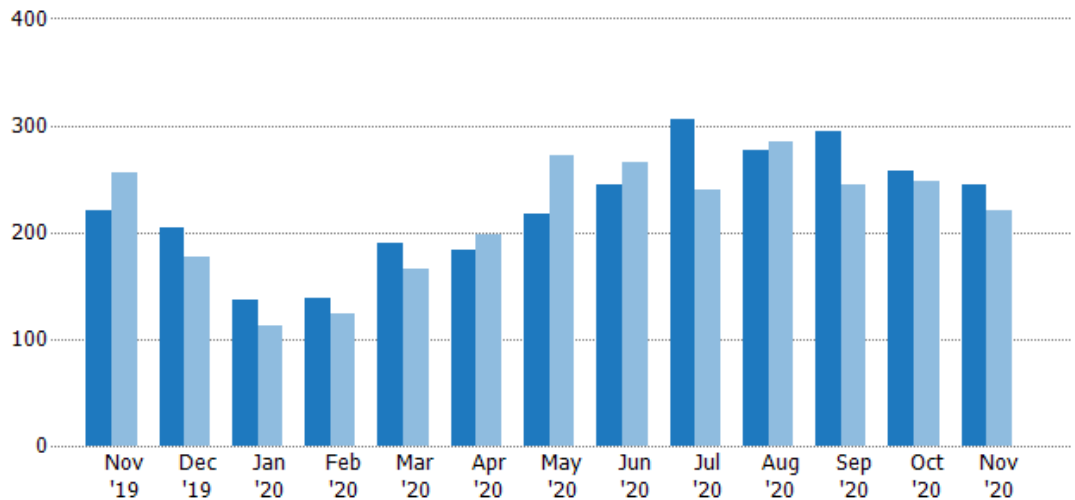
	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Active	698	664	678	643	646	634	656	607	567	536	515	487	415
Pending	237	183	200	261	327	348	387	486	496	505	497	455	451
Sold	221	205	137	138	190	184	217	245	305	277	294	258	245

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.
Nov '20	245	10.9%
Nov '19	221	-13.3%
Nov '18	255	-18%

	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20
Current Year	221	205	137	138	190	184	217	245	305	277	294	258	245
Prior Year	255	177	113	123	166	198	272	265	240	284	244	247	221
Percent Change from Prior Year	-13%	16%	21%	12%	14%	-7%	-20%	-8%	27%	-2%	20%	4%	11%





Closed Sales Volume

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

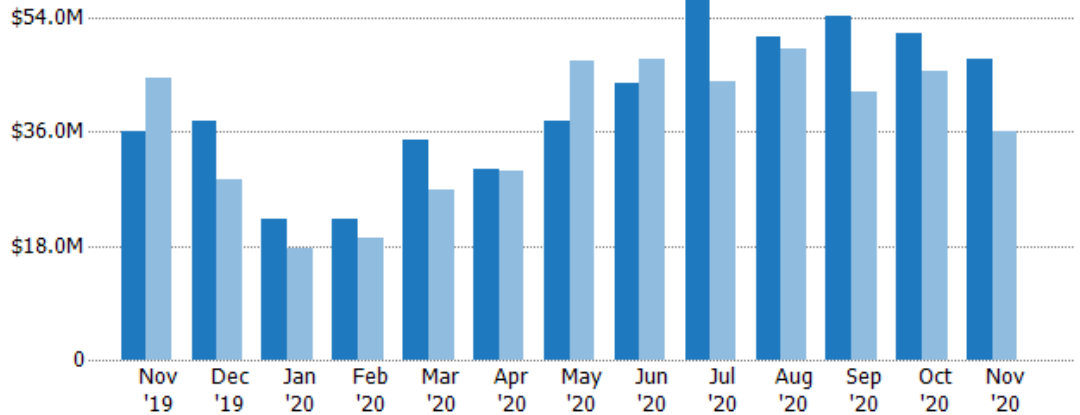
Filters Used

MLSs: 2 of 3

Property Type:

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

Month/ Year	Volume	% Chg.
Nov '20	\$47.4M	31.3%
Nov '19	\$36.1M	-18.8%
Nov '18	\$44.4M	-22.3%



Current Year	\$36.1M	\$37.8M	\$22.3M	\$22.3M	\$34.6M	\$30M	\$37.8M	\$43.6M	\$60.1M	\$51.1M	\$54.2M	\$51.5M	\$47.4M
Prior Year	\$44.4M	\$28.4M	\$17.7M	\$19.1M	\$26.8M	\$29.8M	\$47.3M	\$47.6M	\$44.1M	\$49.1M	\$42.2M	\$45.6M	\$36.1M
Percent Change from Prior Year	-19%	33%	26%	17%	29%	1%	-20%	-8%	37%	4%	28%	13%	31%

Closed Sales by Property Type

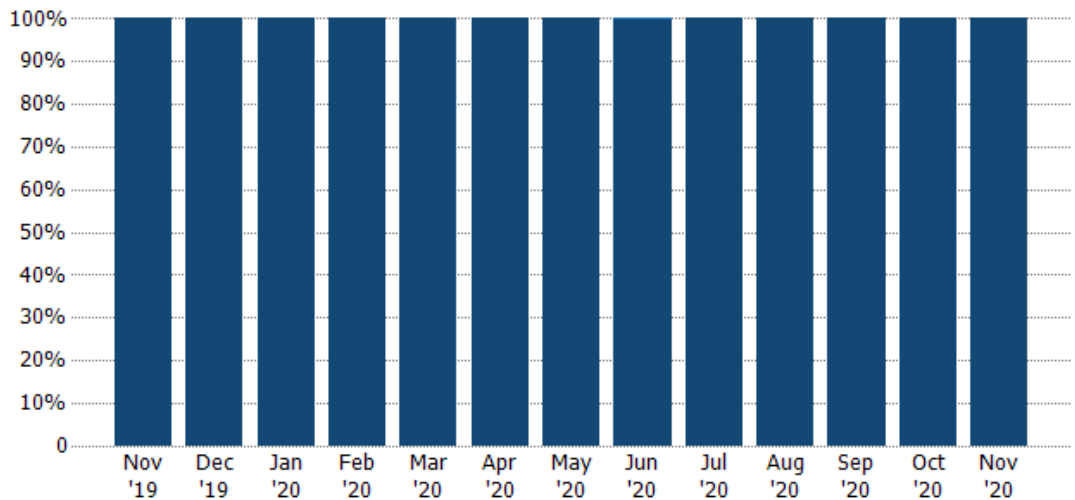
The percentage of residential properties sold each month by property type.

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%

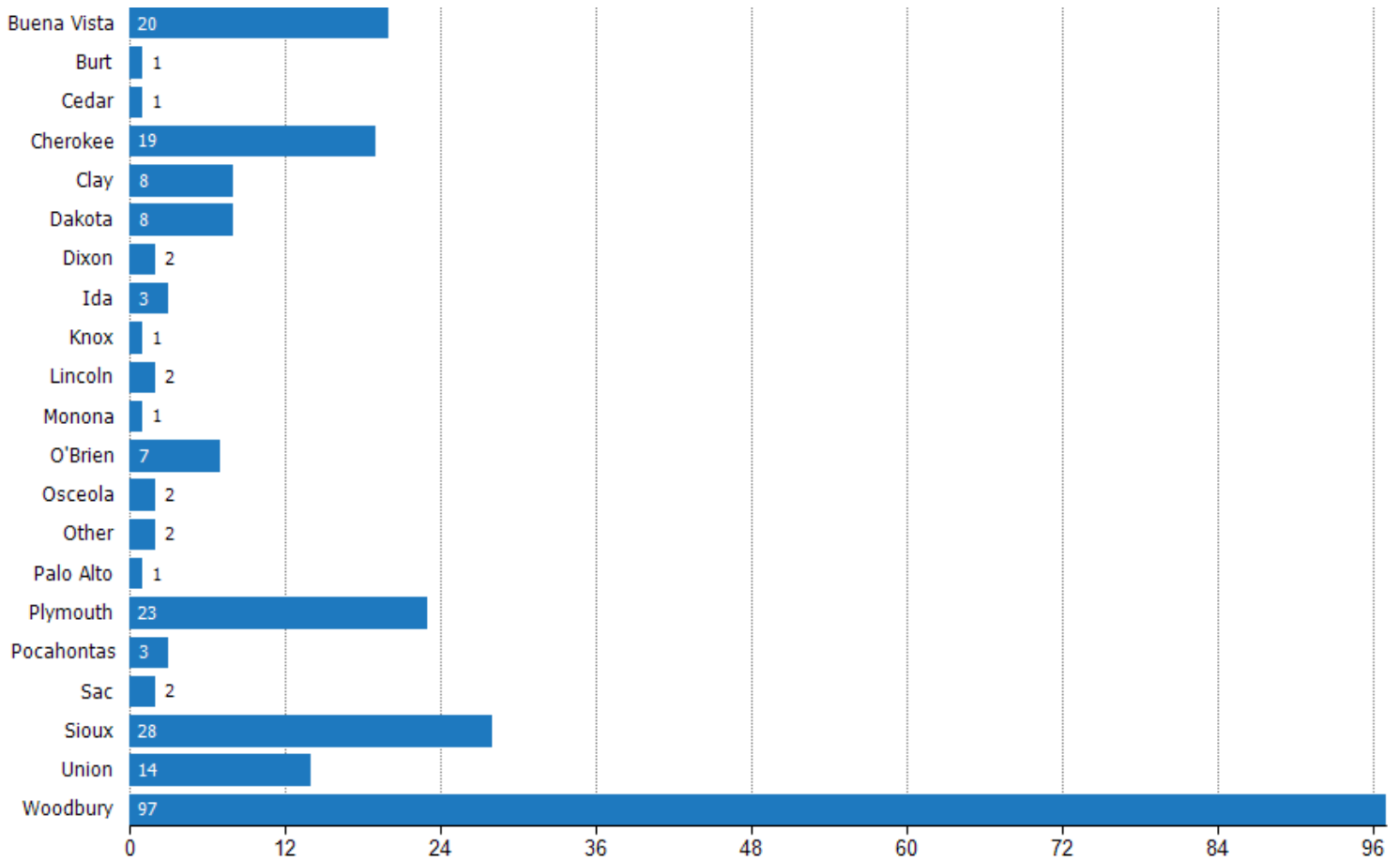




Closed Sales (By County)

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

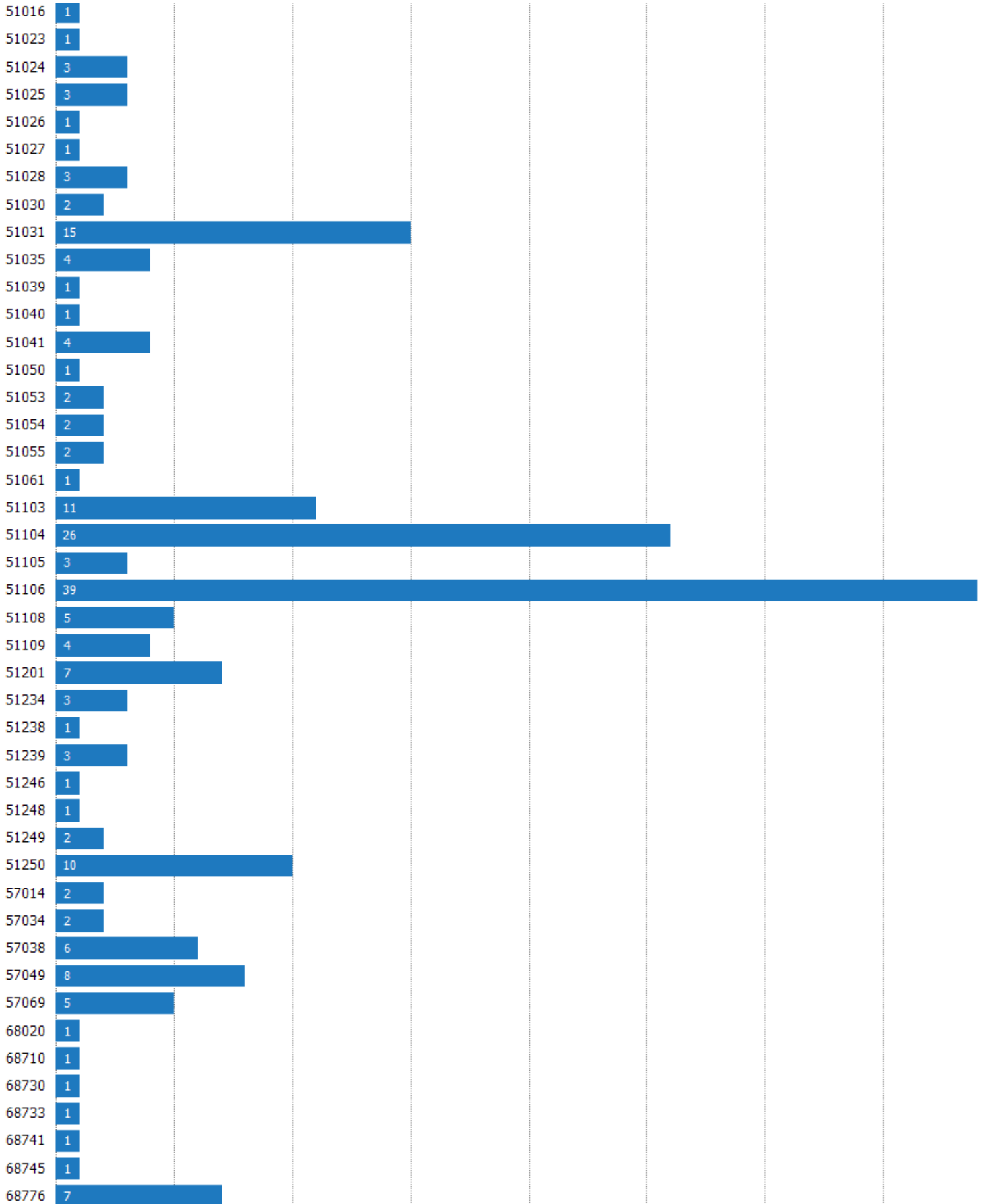


Closed Sales (By Zip)

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

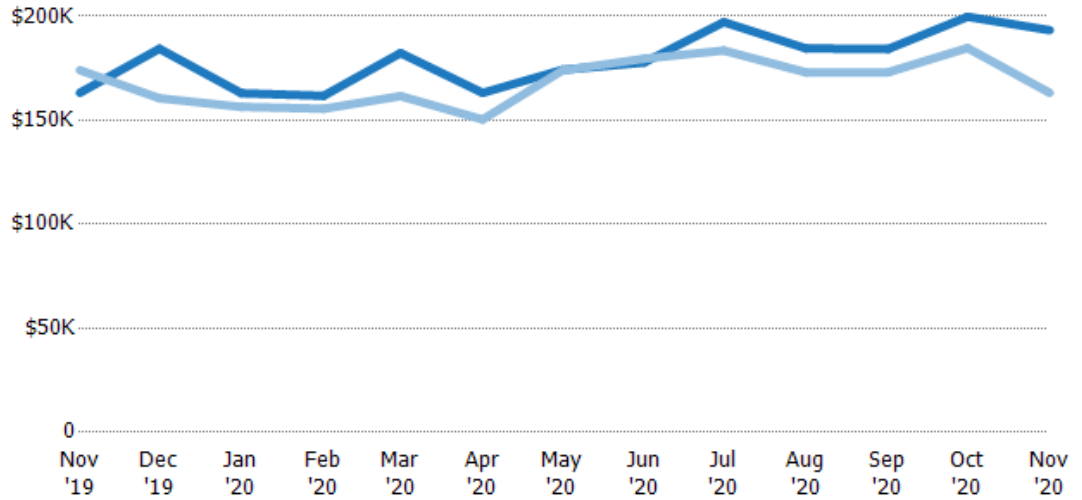
The average sales price of the residential properties sold each month.

Filters Used

MLSs: 2 of 3

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

Month/ Year	Price	% Chg.
Nov '20	\$193K	18.5%
Nov '19	\$163K	-6.3%
Nov '18	\$174K	-5.2%



Current Year	\$163K	\$184K	\$163K	\$162K	\$182K	\$163K	\$174K	\$178K	\$197K	\$185K	\$184K	\$200K	\$193K
Prior Year	\$174K	\$161K	\$156K	\$156K	\$162K	\$150K	\$174K	\$180K	\$184K	\$173K	\$173K	\$185K	\$163K
Percent Change from Prior Year	-6%	15%	4%	4%	13%	9%	0%	-1%	7%	7%	6%	8%	18%



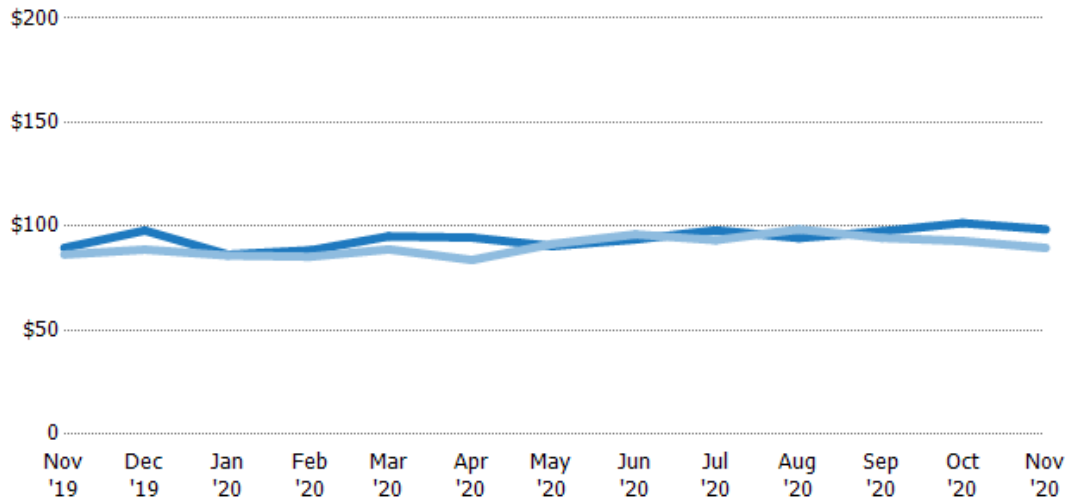
Average Sales Price per Sq Ft

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.
Nov '20	\$98.5	9.9%
Nov '19	\$89.6	3.7%
Nov '18	\$86.4	1.3%



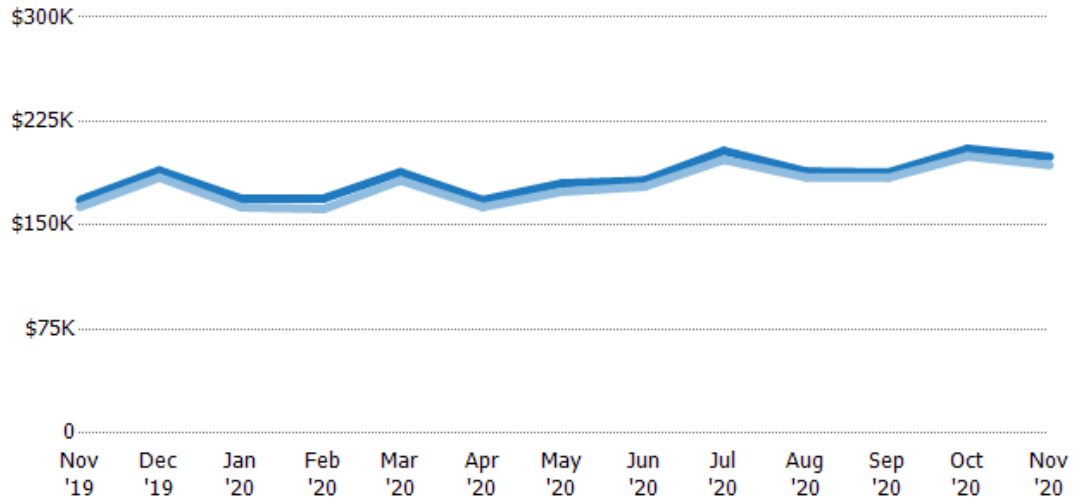
Current Year	\$89.6	\$97.9	\$86.3	\$88.5	\$95.2	\$94.5	\$90.5	\$93.7	\$98	\$94.4	\$97.6	\$102	\$98.5
Prior Year	\$86.4	\$88.8	\$85.9	\$85.4	\$88.9	\$83.8	\$91.5	\$96.1	\$93.3	\$98.5	\$94.4	\$92.9	\$89.6
Percent Change from Prior Year	4%	10%	0%	4%	7%	13%	-1%	-2%	5%	-4%	3%	9%	10%

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



Avg List Price	\$168K	\$190K	\$169K	\$169K	\$188K	\$168K	\$180K	\$182K	\$204K	\$189K	\$188K	\$205K	\$199K
Avg Sales Price	\$163K	\$184K	\$163K	\$162K	\$182K	\$163K	\$174K	\$178K	\$197K	\$185K	\$184K	\$200K	\$193K
Avg Sales Price as a % of Avg List Price	97%	97%	96%	96%	97%	97%	97%	98%	97%	98%	98%	97%	97%

