



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	Dec 2020	Dec 2019	+ / -	YTD 2020	YTD 2019	+ / -
Listing Activity Charts Metrics						
New Listing Count	144	171	-15.8%	3,159	3,149	+0.3%
New Listing Volume	\$29,193,896	\$32,618,900	-10.5%	\$635,234,748	\$587,265,417	+8.2%
Active Listing Count	366	677	-45.9%	N/A	N/A	
Active Listing Volume	\$96,777,180	\$140,692,519	-31.2%	N/A	N/A	
Average Listing Price	\$264,419	\$207,818	+27.2%	\$232,764	\$216,200	+7.7%
Months of Inventory	1.5	3.1	-52%	2.7	3.3	-19%
Sales Activity Charts Metrics						
Closed Sales Count	233	205	+13.7%	2,740	2,576	+6.4%
Closed Sales Volume	\$43,820,712	\$37,781,017	+16%	\$502,925,907	\$442,798,144	+13.6%
Average Sales Price	\$188,072	\$184,298	+2%	\$183,550	\$171,894	+6.8%
Average Sales Price per Sq Ft	\$99	\$98	+0.7%	\$96	\$92	+3.6%



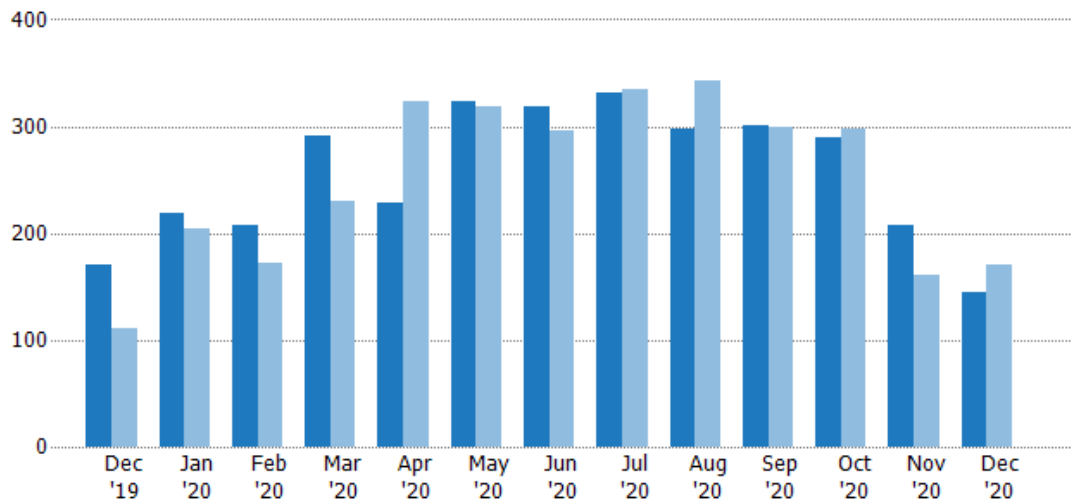
New Listings

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

Month/Year	Count	% Chg.
Dec '20	144	-15.8%
Dec '19	171	54.1%
Dec '18	111	9%



Current Year	171	218	208	291	228	324	319	332	297	301	289	208	144
Prior Year	111	205	172	230	324	318	296	334	342	299	297	161	171
Percent Change from Prior Year	54%	6%	21%	27%	-30%	2%	8%	-1%	-13%	1%	-3%	29%	-16%

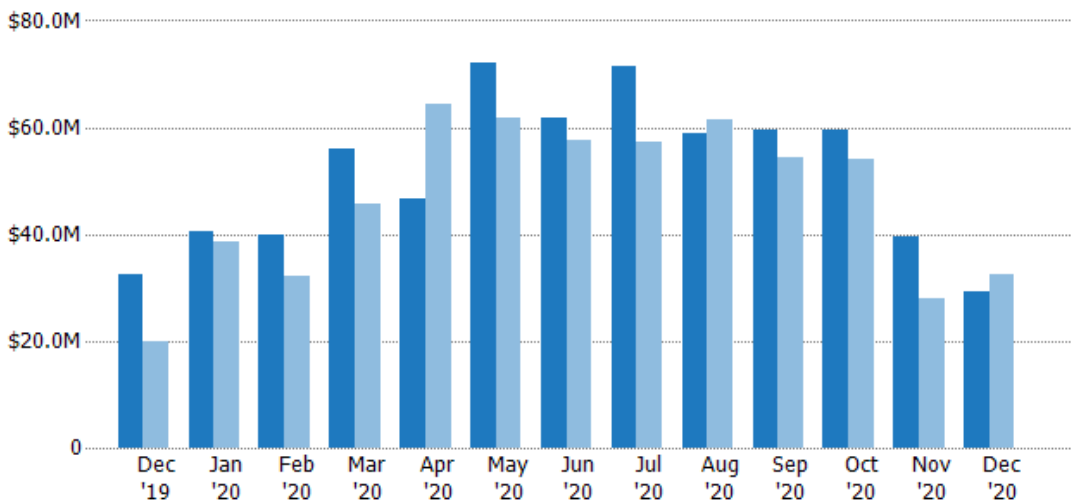
New Listing Volume

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.
Dec '20	\$29.2M	-10.5%
Dec '19	\$32.6M	63.1%
Dec '18	\$20M	11.5%



Current Year	\$32.6M	\$40.4M	\$39.9M	\$56M	\$46.6M	\$72M	\$61.9M	\$71.5M	\$59M	\$59.6M	\$59.5M	\$39.6M	\$29.2M
Prior Year	\$20M	\$38.5M	\$32M	\$45.7M	\$64.3M	\$61.7M	\$57.5M	\$57.2M	\$61.5M	\$54.4M	\$54.1M	\$27.8M	\$32.6M
Percent Change from Prior Year	63%	5%	25%	23%	-27%	17%	8%	25%	-4%	10%	10%	42%	-11%



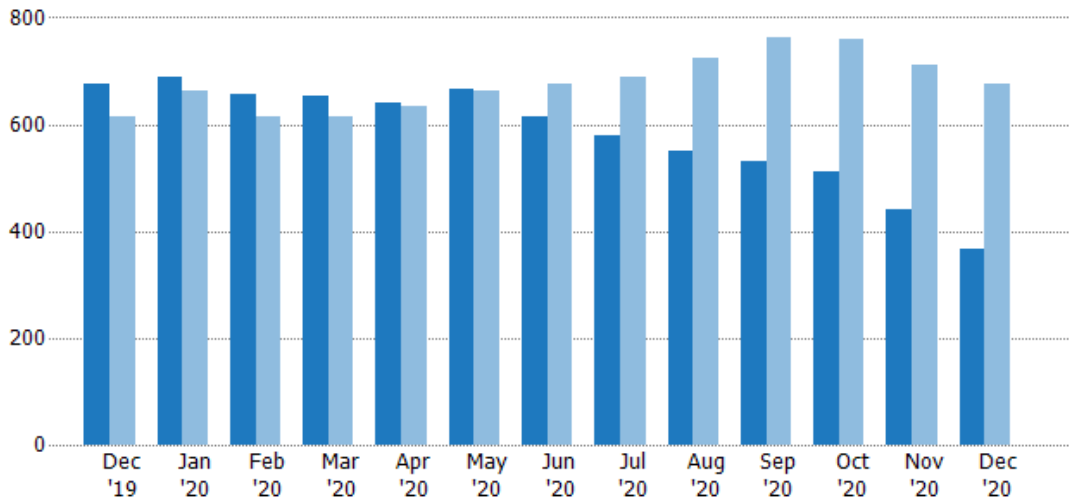


Active Listings

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.
Dec '20	366	-45.9%
Dec '19	677	10.1%
Dec '18	615	4.2%

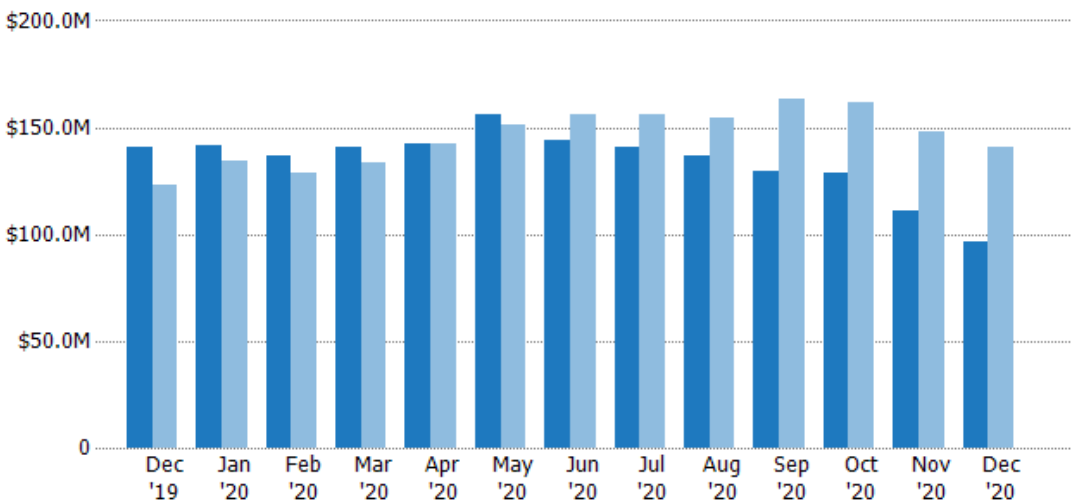
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	677	690	655	653	641	666	616	578	551	532	511	440	366
Prior Year	615	663	616	614	634	662	677	690	724	763	761	711	677
Percent Change from Prior Year	10%	4%	6%	6%	1%	1%	-9%	-16%	-24%	-30%	-33%	-38%	-46%

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.
Dec '20	\$96.8M	-31.2%
Dec '19	\$141M	14.6%
Dec '18	\$123M	10%

	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	\$141M	\$142M	\$137M	\$141M	\$143M	\$156M	\$144M	\$141M	\$137M	\$130M	\$129M	\$111M	\$96.8M
Prior Year	\$123M	\$134M	\$129M	\$133M	\$143M	\$152M	\$156M	\$156M	\$155M	\$163M	\$162M	\$148M	\$141M
Percent Change from Prior Year	15%	6%	6%	5%	0%	3%	-8%	-9%	-11%	-20%	-21%	-25%	-31%





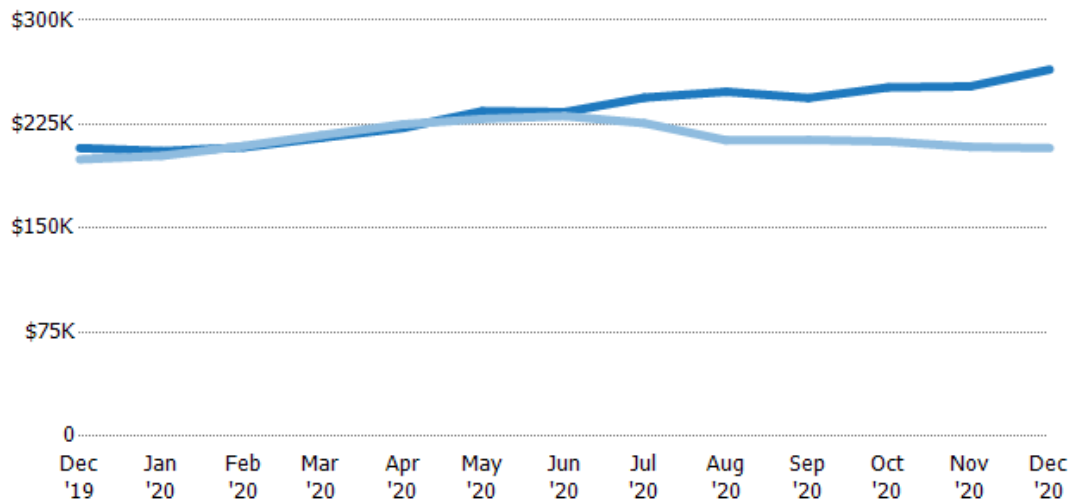
Average Listing Price

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.
Dec '20	\$264K	27.2%
Dec '19	\$208K	4.1%
Dec '18	\$200K	5.6%



Current Year	\$208K	\$206K	\$208K	\$215K	\$222K	\$234K	\$234K	\$244K	\$248K	\$244K	\$252K	\$252K	\$264K
Prior Year	\$200K	\$202K	\$209K	\$217K	\$225K	\$229K	\$231K	\$226K	\$213K	\$214K	\$213K	\$209K	\$208K
Percent Change from Prior Year	4%	2%	0%	-1%	-1%	2%	1%	8%	16%	14%	18%	21%	27%

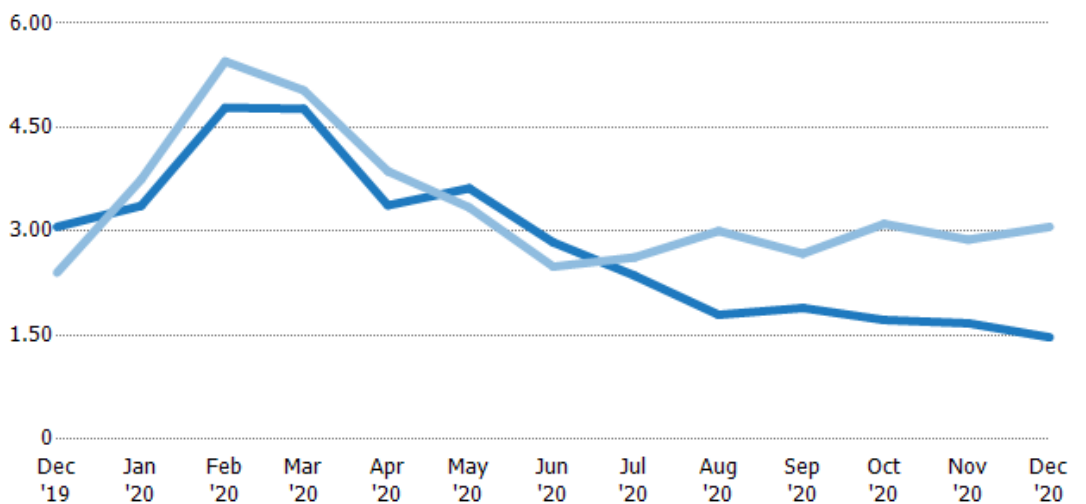
Months of Inventory

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.
Dec '20	1.47	-52%
Dec '19	3.06	27.5%
Dec '18	2.4	28.3%



Current Year	3.06	3.37	4.78	4.77	3.37	3.62	2.84	2.36	1.79	1.89	1.72	1.67	1.47
Prior Year	2.4	3.75	5.45	5.03	3.87	3.34	2.49	2.62	3	2.68	3.11	2.88	3.06
Percent Change from Prior Year	28%	-10%	-12%	-5%	-13%	8%	14%	-10%	-40%	-29%	-45%	-42%	-52%



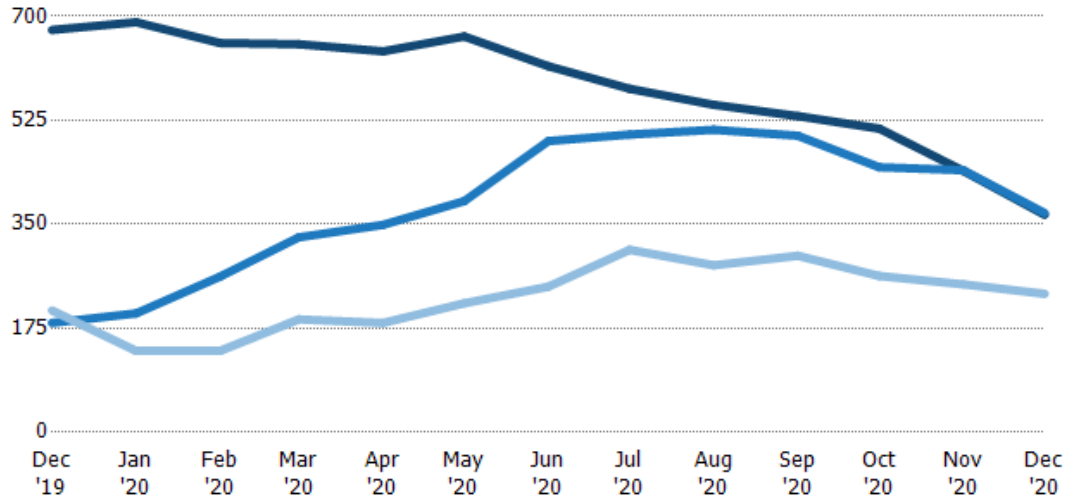


Active/Pending/Sold Units

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



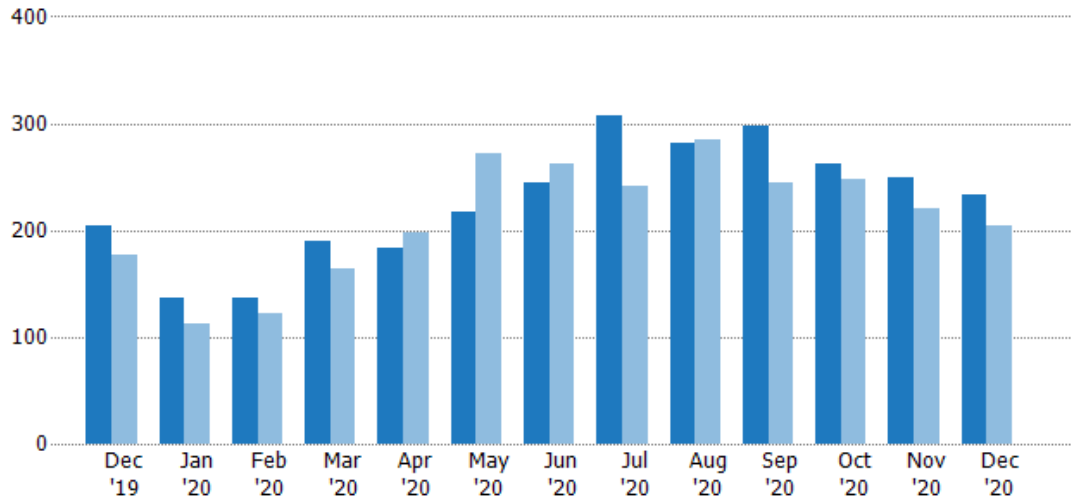
	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Active	677	690	655	653	641	666	616	578	551	532	511	440	366
Pending	184	200	262	328	349	389	490	501	509	499	446	441	369
Sold	205	137	137	190	184	217	245	307	281	297	263	249	233

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.
Dec '20	233	13.7%
Dec '19	205	15.8%
Dec '18	177	10.7%

	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Current Year	205	137	137	190	184	217	245	307	281	297	263	249	233
Prior Year	177	113	122	164	198	272	263	241	285	245	247	221	205
Percent Change from Prior Year	16%	21%	12%	16%	-7%	-20%	-7%	27%	-1%	21%	6%	13%	14%





Closed Sales Volume

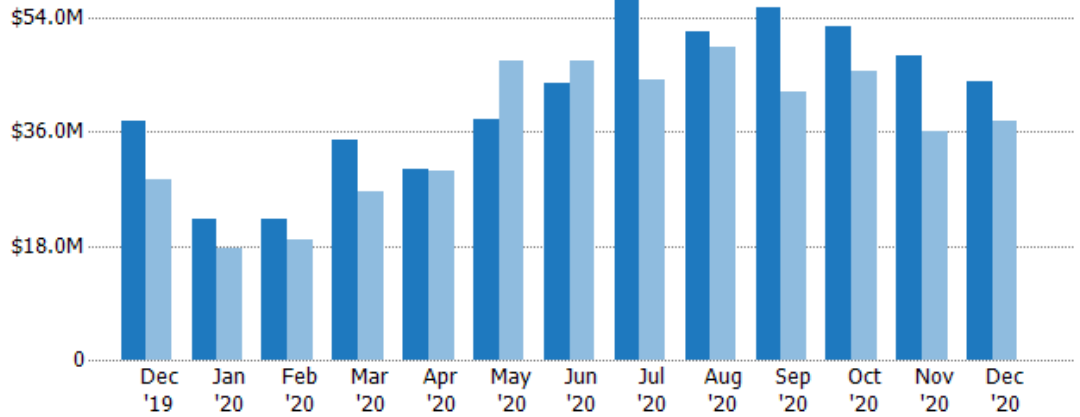
The sum of the sales price of residential properties sold each month.

Filters Used

MLSs: 2 of 3

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

Month/ Year	Volume	% Chg.
Dec '20	\$43.8M	16%
Dec '19	\$37.8M	32.9%
Dec '18	\$28.4M	7.1%



Current Year	\$37.8M	\$22.3M	\$22.1M	\$34.6M	\$30M	\$38.1M	\$43.6M	\$60.4M	\$51.8M	\$55.6M	\$52.5M	\$48.1M	\$43.8M
Prior Year	\$28.4M	\$17.7M	\$19M	\$26.5M	\$29.8M	\$47.3M	\$47.2M	\$44.1M	\$49.4M	\$42.3M	\$45.6M	\$36.1M	\$37.8M
Percent Change from Prior Year	33%	26%	16%	31%	1%	-20%	-8%	37%	5%	31%	15%	33%	16%

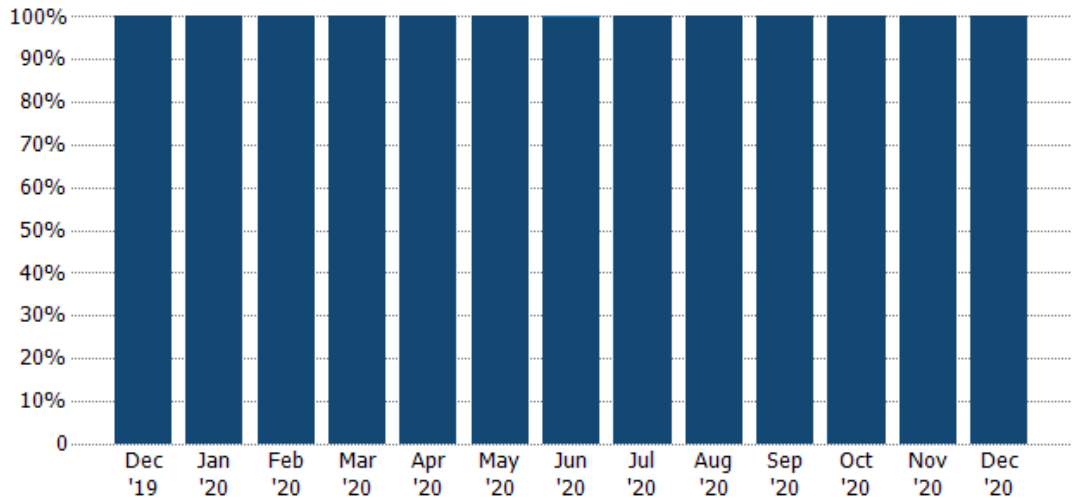
Closed Sales by Property Type

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



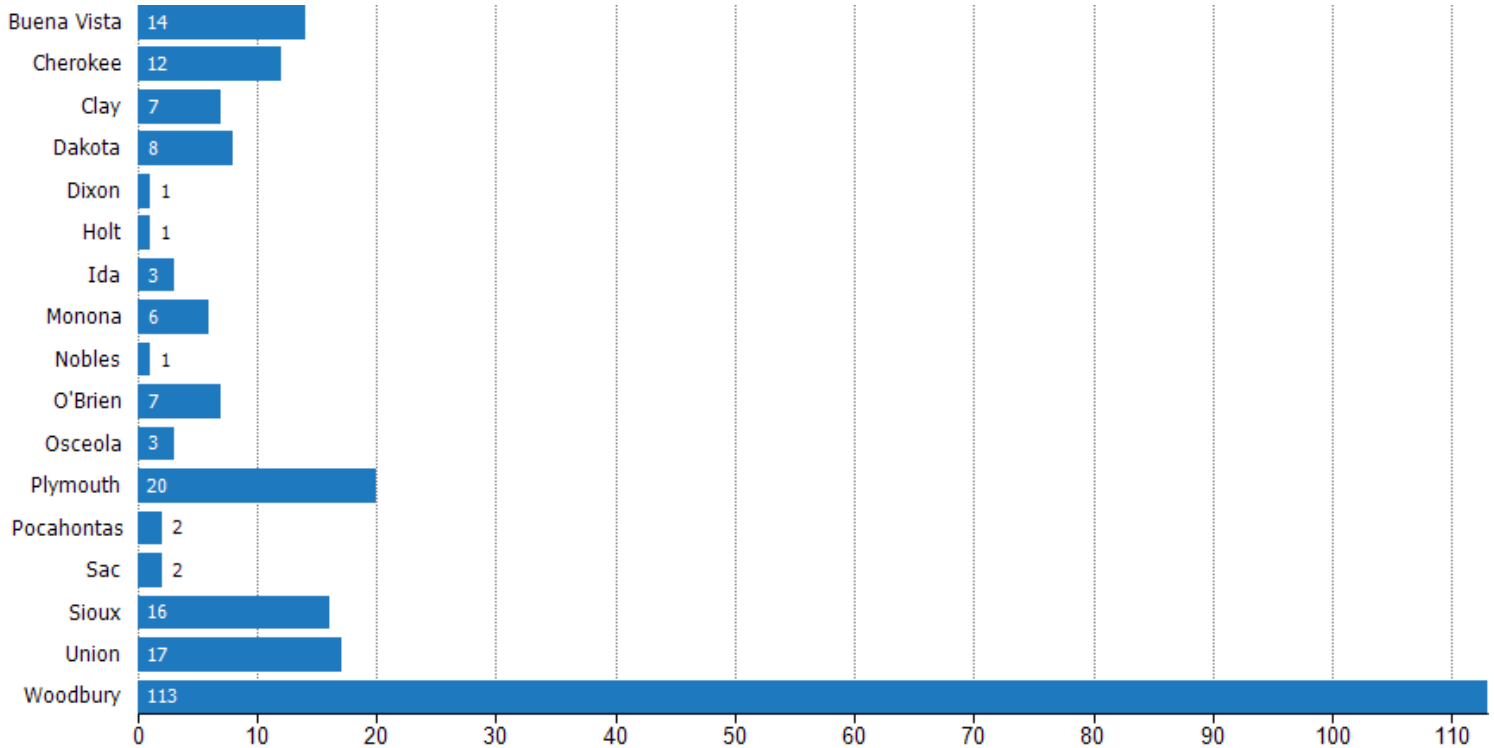
Condo/Townhouse	-	-	-	-	-	0%	-	-	-	-	-	-	-
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%



Closed Sales (By County)

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

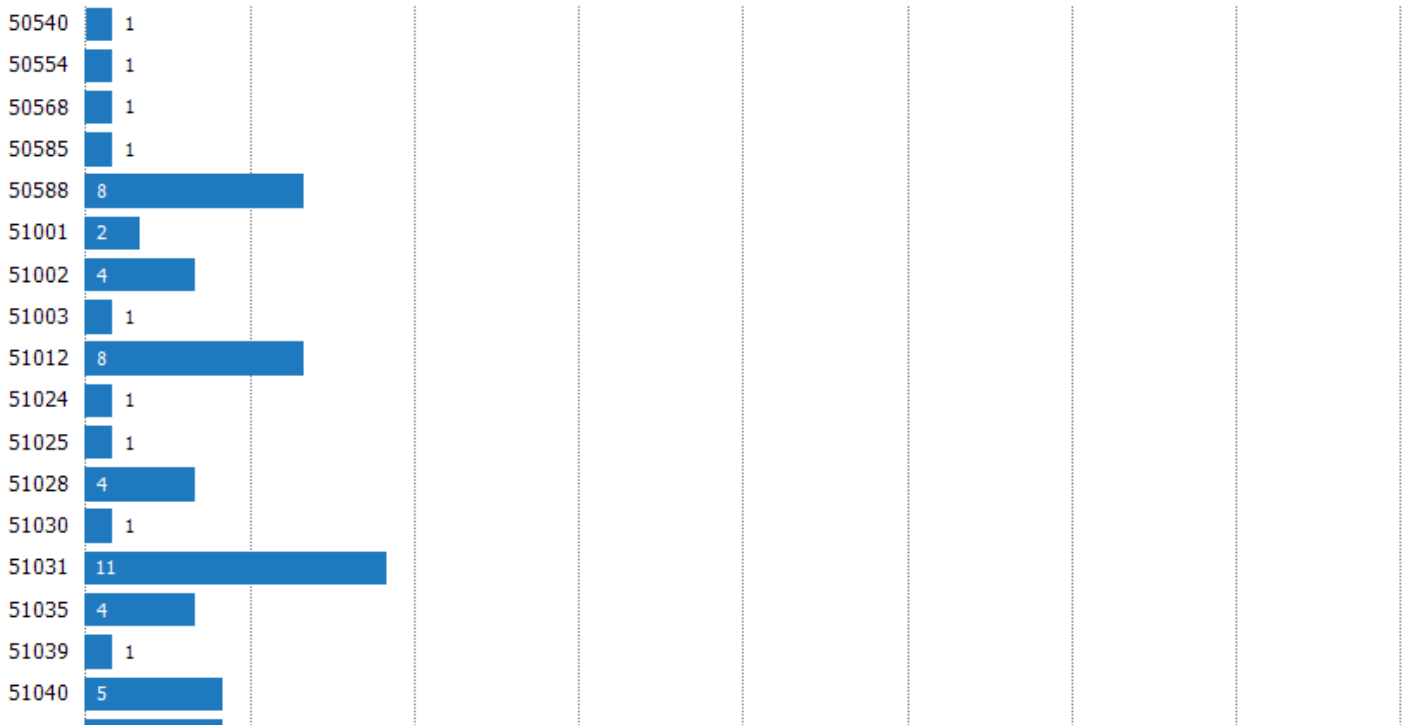
Filters Used: MLSs: 2 of 3; Property Type: Condo/Townhouse/Apt, Mobile/Manufactured, Multifamily/Multiplex, Other Residential, Single Family Residence

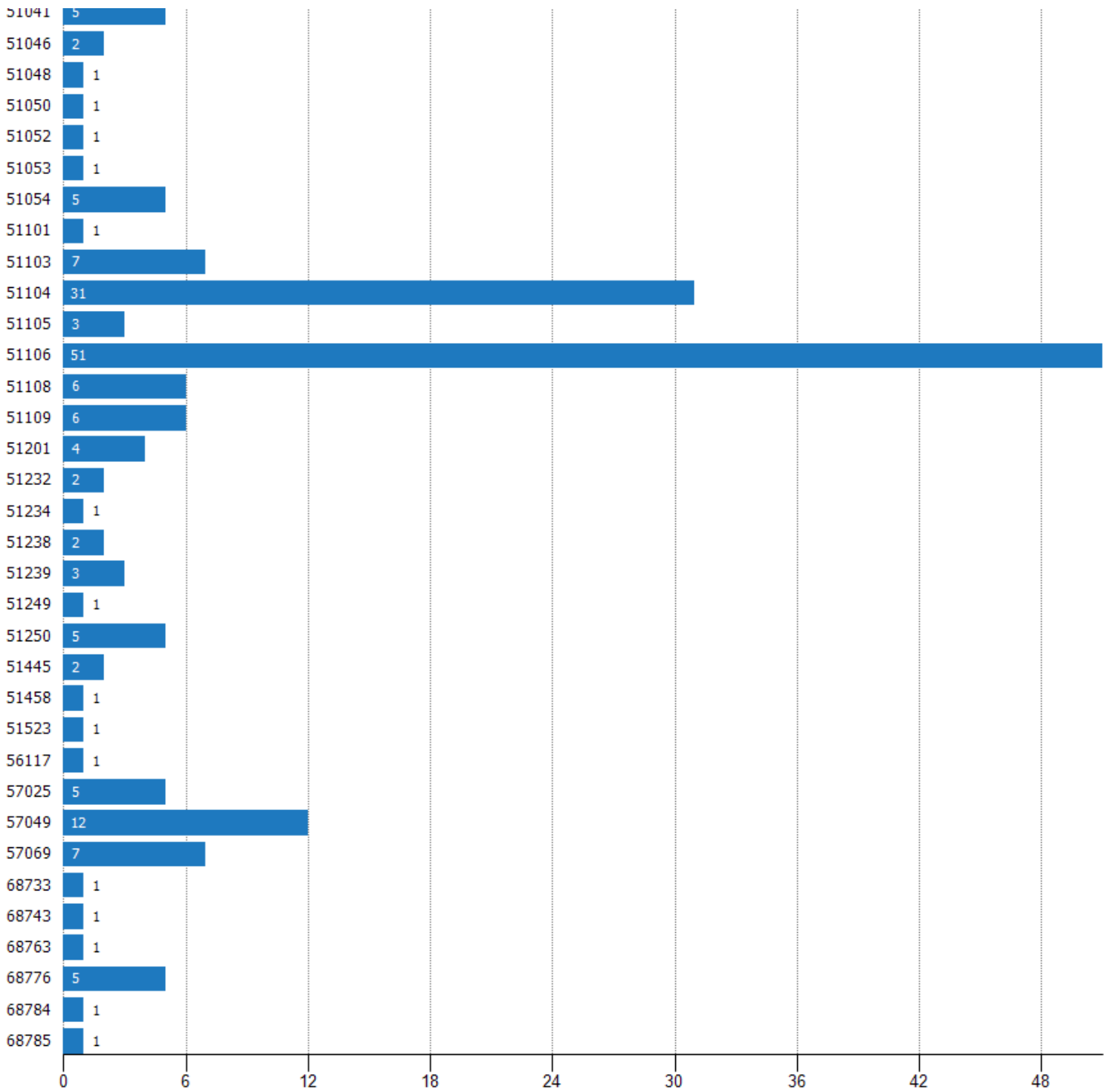


Closed Sales (By Zip)

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





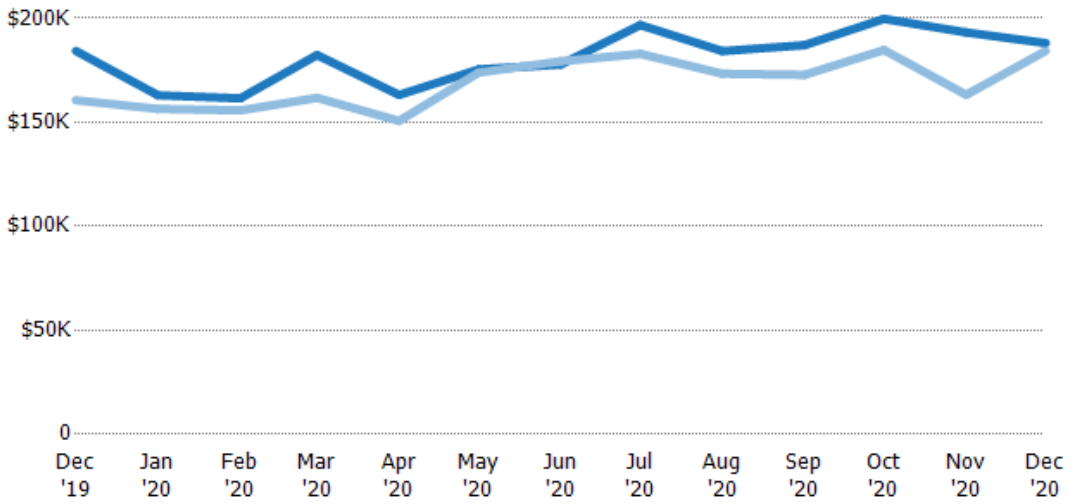


Average Sales Price

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.
Dec '20	\$188K	2%
Dec '19	\$184K	14.8%
Dec '18	\$161K	-3.3%

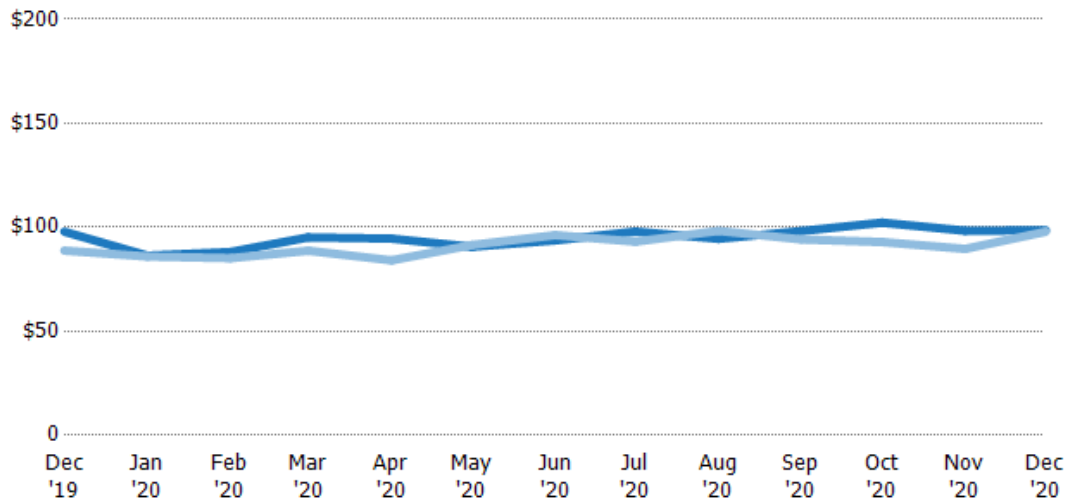
Current Year	\$184K	\$163K	\$161K	\$182K	\$163K	\$175K	\$178K	\$197K	\$184K	\$187K	\$200K	\$193K	\$188K
Prior Year	\$161K	\$156K	\$156K	\$162K	\$151K	\$174K	\$179K	\$183K	\$173K	\$173K	\$185K	\$163K	\$184K
Percent Change from Prior Year	15%	4%	4%	13%	8%	1%	-1%	8%	6%	8%	8%	18%	2%

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.
Dec '20	\$98.5	0.7%
Dec '19	\$97.9	10.2%
Dec '18	\$88.8	-0.3%

Current Year	\$97.9	\$86.3	\$88.1	\$95.2	\$94.5	\$90.6	\$93.7	\$97.9	\$94.4	\$98.2	\$102	\$98.3	\$98.5
Prior Year	\$88.8	\$85.9	\$85.2	\$88.7	\$84.1	\$91.5	\$96.2	\$93.1	\$98.3	\$94.2	\$92.9	\$89.6	\$97.9
Percent Change from Prior Year	10%	0%	3%	7%	12%	-1%	-3%	5%	-4%	4%	10%	10%	1%



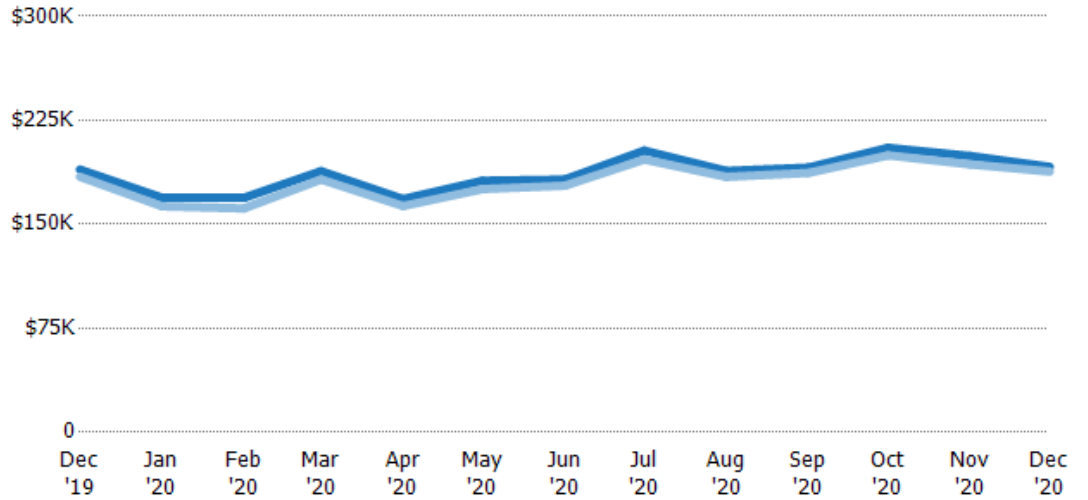
Average Sales Price vs Average Listing Price

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



	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20
Avg List Price	\$189K	\$169K	\$169K	\$188K	\$168K	\$181K	\$182K	\$203K	\$188K	\$191K	\$205K	\$199K	\$191K
Avg Sales Price	\$184K	\$163K	\$161K	\$182K	\$163K	\$175K	\$178K	\$197K	\$184K	\$187K	\$200K	\$193K	\$188K
Avg Sales Price as a % of Avg List Price	97%	96%	95%	97%	97%	97%	98%	97%	98%	98%	97%	97%	98%