



## 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	Jan 2021	Jan 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	167	218	-23.4%	3,324	3,370	-1.4%
New Listing Volume	\$34,887,992	\$39,986,639	-12.8%	\$668,987,489	\$627,607,656	+6.6%
Active Listing Count	339	692	-51%	N/A	N/A	
Active Listing Volume	\$93,521,777	\$142,226,577	-34.2%	N/A	N/A	
Average Listing Price	\$275,875	\$205,530	+34.2%	\$233,998	\$215,477	+8.6%
Months of Inventory	1.4	3.4	-57.8%	2.5	6.1	-59.6%
<b>Sales Activity Charts Metrics</b>						
Closed Sales Count	187	137	+36.5%	2,942	2,715	+8.4%
Closed Sales Volume	\$33,572,711	\$22,327,982	+50.4%	\$538,418,197	\$465,822,126	+15.6%
Average Sales Price	\$179,533	\$162,978	+10.2%	\$183,011	\$171,574	+6.7%
Average Sales Price per Sq Ft	\$94	\$86	+9.3%	\$96	\$92	+3.8%



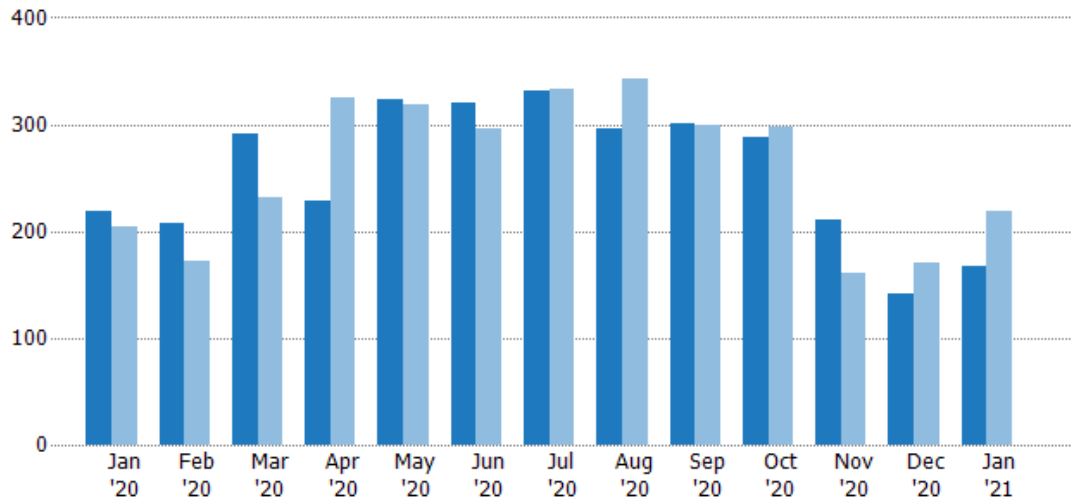
## New Listings

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.
Jan '21	167	-23.4%
Jan '20	218	6.3%
Jan '19	205	-4.4%



Current Year	218	207	291	229	323	320	331	296	301	288	211	142	167
Prior Year	205	172	231	325	318	296	333	342	300	298	161	171	218
Percent Change from Prior Year	6%	20%	26%	-30%	2%	8%	-1%	-13%	0%	-3%	31%	-17%	-23%

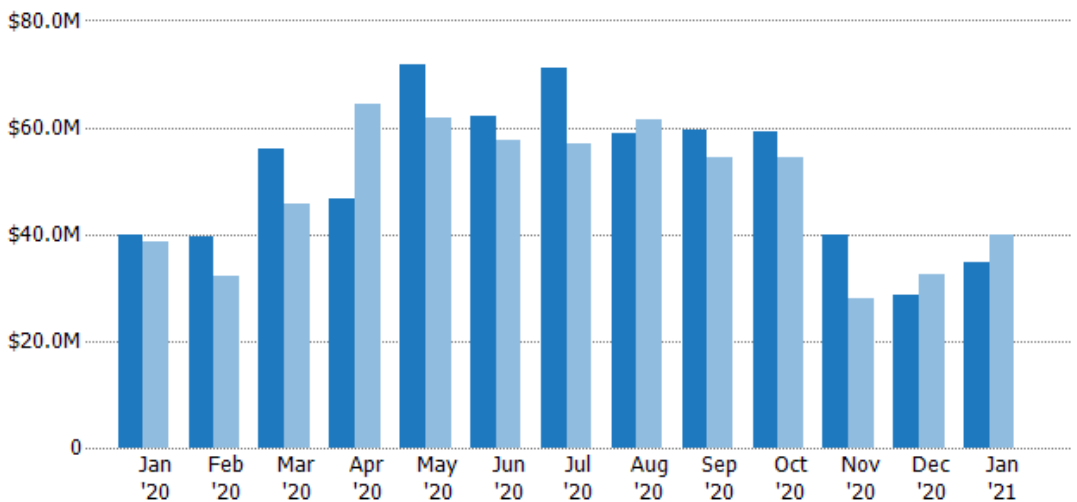
## New Listing Volume

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.
Jan '21	\$34.9M	-12.8%
Jan '20	\$40M	3.9%
Jan '19	\$38.5M	-12.8%



Current Year	\$40M	\$39.7M	\$56M	\$46.8M	\$71.9M	\$62.1M	\$71.1M	\$58.9M	\$59.6M	\$59.3M	\$40M	\$28.6M	\$34.9M
Prior Year	\$38.5M	\$32M	\$45.8M	\$64.4M	\$61.7M	\$57.5M	\$57M	\$61.5M	\$54.4M	\$54.4M	\$27.8M	\$32.6M	\$40M
Percent Change from Prior Year	4%	24%	22%	-27%	17%	8%	25%	-4%	10%	9%	44%	-12%	-13%





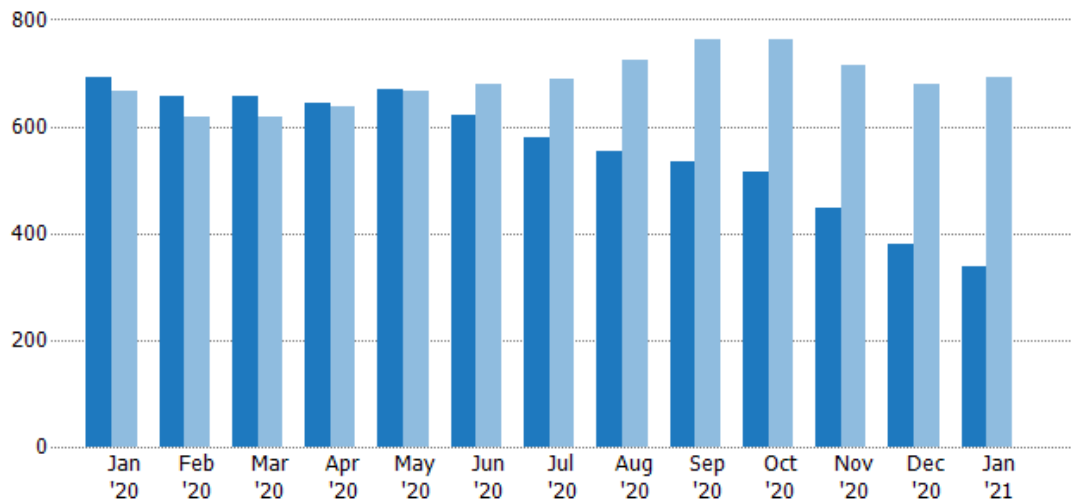
## Active Listings

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.
Jan '21	339	-51%
Jan '20	692	3.9%
Jan '19	666	-4.5%



Current Year	692	656	655	642	668	620	580	552	535	515	447	381	339
Prior Year	666	618	617	638	665	679	689	723	764	763	713	679	692
Percent Change from Prior Year	4%	6%	6%	1%	0%	-9%	-16%	-24%	-30%	-33%	-37%	-44%	-51%

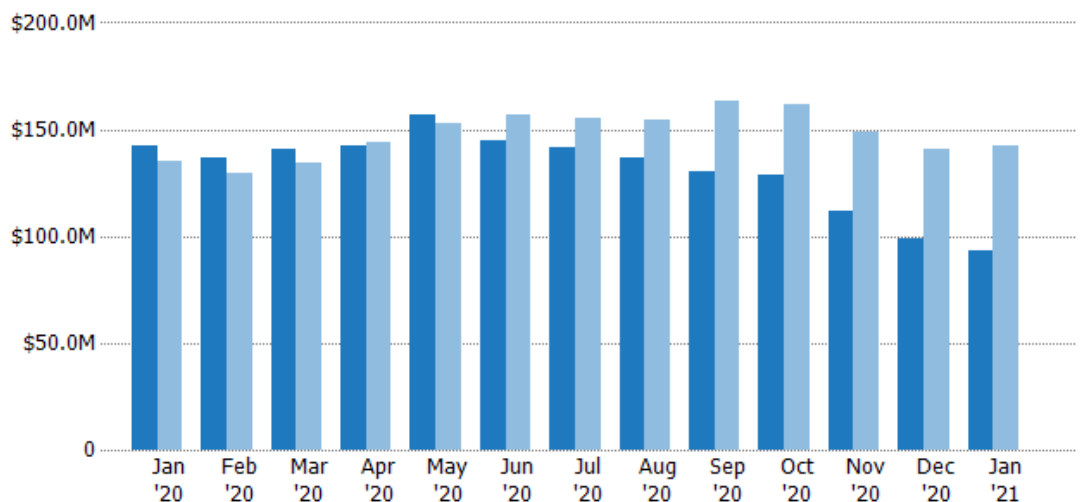
## Active Listing Volume

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.
Jan '21	\$93.5M	-34.2%
Jan '20	\$142M	5.5%
Jan '19	\$135M	0.1%



Current Year	\$142M	\$137M	\$141M	\$143M	\$156M	\$145M	\$141M	\$137M	\$130M	\$129M	\$111M	\$98.6M	\$93.5M
Prior Year	\$135M	\$130M	\$134M	\$144M	\$153M	\$157M	\$156M	\$154M	\$163M	\$162M	\$149M	\$141M	\$142M
Percent Change from Prior Year	5%	5%	5%	-1%	3%	-8%	-9%	-11%	-20%	-20%	-25%	-30%	-34%



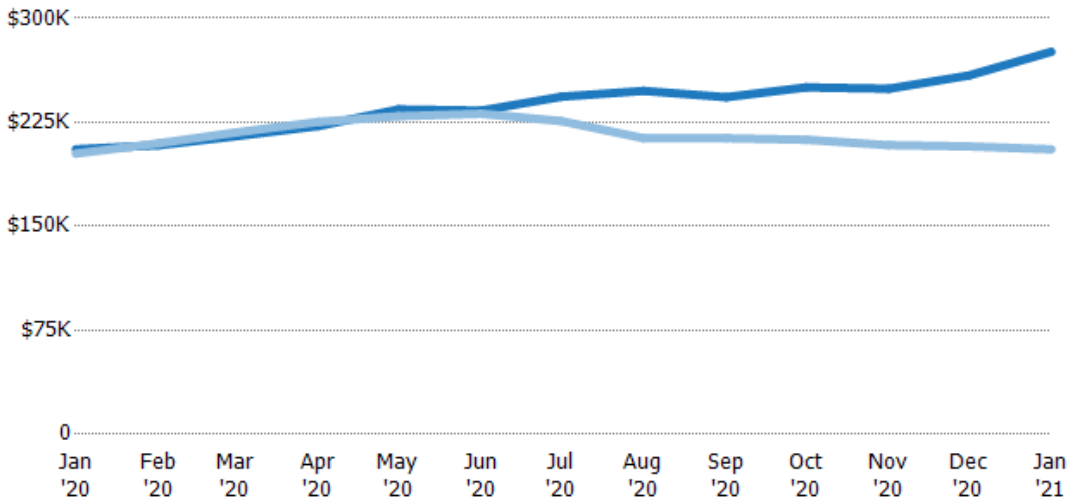


## Average Listing Price

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.
Jan '21	\$276K	34.2%
Jan '20	\$206K	1.5%
Jan '19	\$202K	4.8%

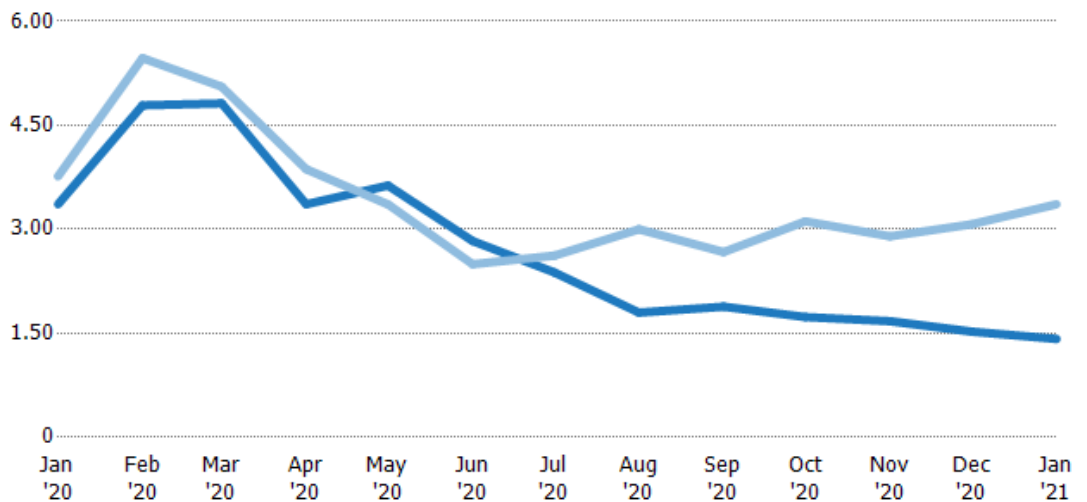
Month	Current Year	Prior Year	Percent Change from Prior Year
Jan '20	\$206K	\$202K	2%
Feb '20	\$208K	\$210K	-1%
Mar '20	\$215K	\$218K	-1%
Apr '20	\$222K	\$225K	-1%
May '20	\$234K	\$229K	2%
Jun '20	\$233K	\$231K	1%
Jul '20	\$243K	\$226K	8%
Aug '20	\$248K	\$213K	16%
Sep '20	\$243K	\$214K	14%
Oct '20	\$250K	\$212K	18%
Nov '20	\$249K	\$208K	20%
Dec '20	\$259K	\$208K	25%
Jan '21	\$276K	\$206K	34%

## 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.
Jan '21	1.42	-57.8%
Jan '20	3.36	-10.7%
Jan '19	3.76	-13.3%

Month	Current Year	Prior Year	Percent Change from Prior Year
Jan '20	3.36	3.76	-11%
Feb '20	4.79	5.47	-12%
Mar '20	4.82	5.06	-5%
Apr '20	3.36	3.87	-13%
May '20	3.63	3.36	8%
Jun '20	2.83	2.5	13%
Jul '20	2.38	2.62	-9%
Aug '20	1.8	3	-40%
Sep '20	1.88	2.67	-29%
Oct '20	1.73	3.11	-44%
Nov '20	1.67	2.9	-42%
Dec '20	1.52	3.07	-50%
Jan '21	1.42	3.36	-58%



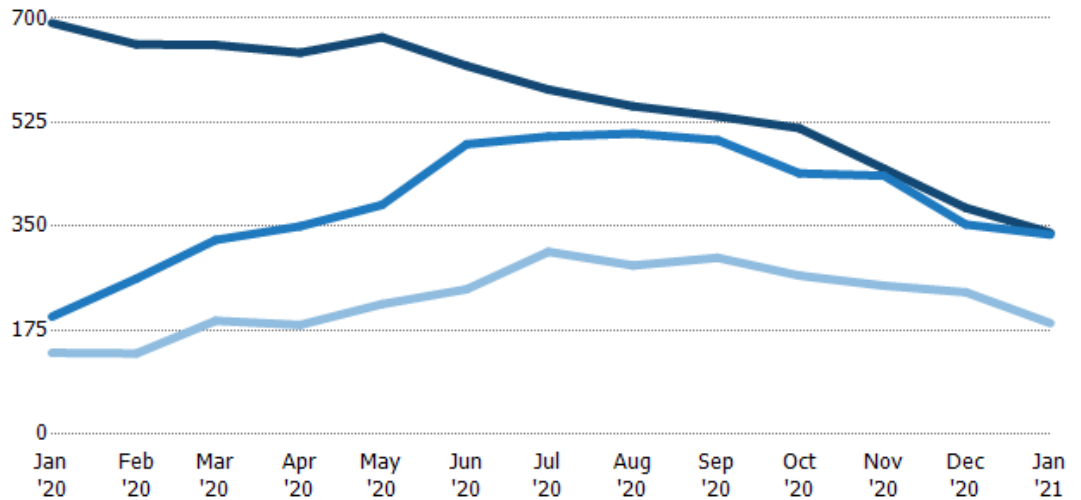


## Active/Pending/Sold Units

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



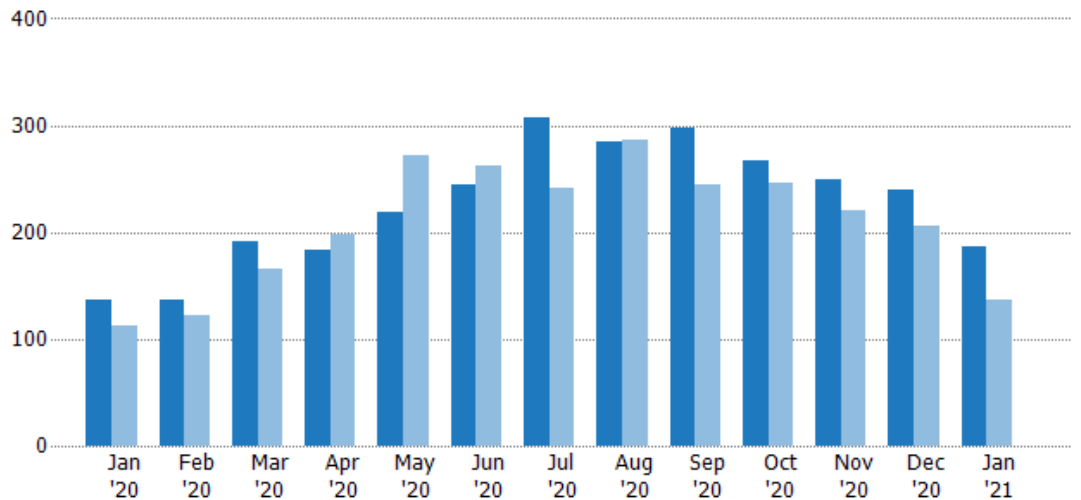
	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Active	692	656	655	642	668	620	580	552	535	515	447	381	339
Pending	198	262	327	350	386	488	501	506	495	439	435	353	336
Sold	137	136	191	184	219	244	307	284	297	267	250	239	187

## 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.
Jan '21	187	36.5%
Jan '20	137	21.2%
Jan '19	113	44.2%

	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Current Year	137	136	191	184	219	244	307	284	297	267	250	239	187
Prior Year	113	122	165	198	272	263	241	286	245	246	221	206	137
Percent Change from Prior Year	21%	11%	16%	-7%	-19%	-7%	27%	-1%	21%	9%	13%	16%	36%





## Closed Sales Volume

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

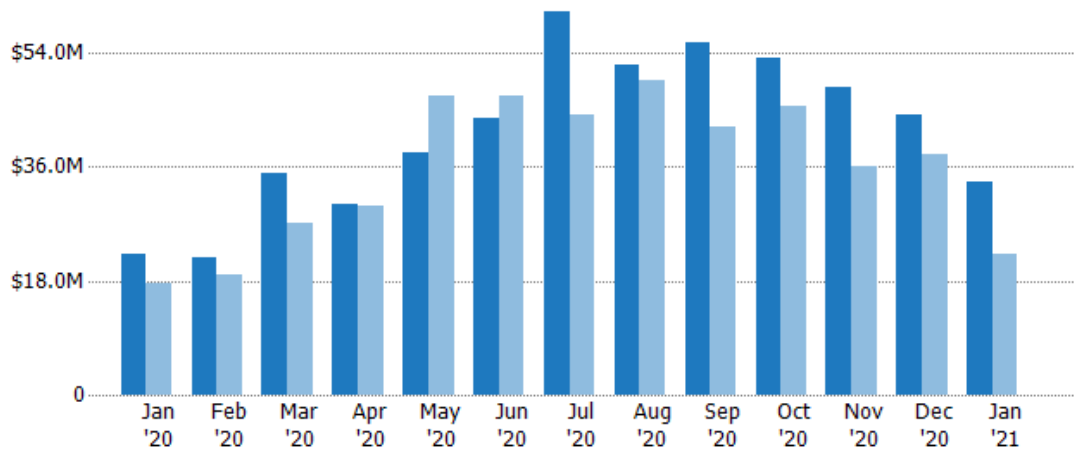
### Filters Used

MLSs: 2 of 3

Property Type:

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

Month/ Year	Volume	% Chg.
Jan '21	\$33.6M	50.4%
Jan '20	\$22.3M	26.3%
Jan '19	\$17.7M	58%



Current Year	\$22.3M	\$21.6M	\$34.9M	\$30M	\$38.3M	\$43.6M	\$60.4M	\$52.1M	\$55.7M	\$53.3M	\$48.5M	\$44.2M	\$33.6M
Prior Year	\$17.7M	\$19M	\$27.1M	\$29.8M	\$47.3M	\$47.2M	\$44.1M	\$49.7M	\$42.3M	\$45.5M	\$36.1M	\$37.9M	\$22.3M
Percent Change from Prior Year	26%	14%	29%	1%	-19%	-8%	37%	5%	32%	17%	34%	16%	50%

## Closed Sales by Property Type

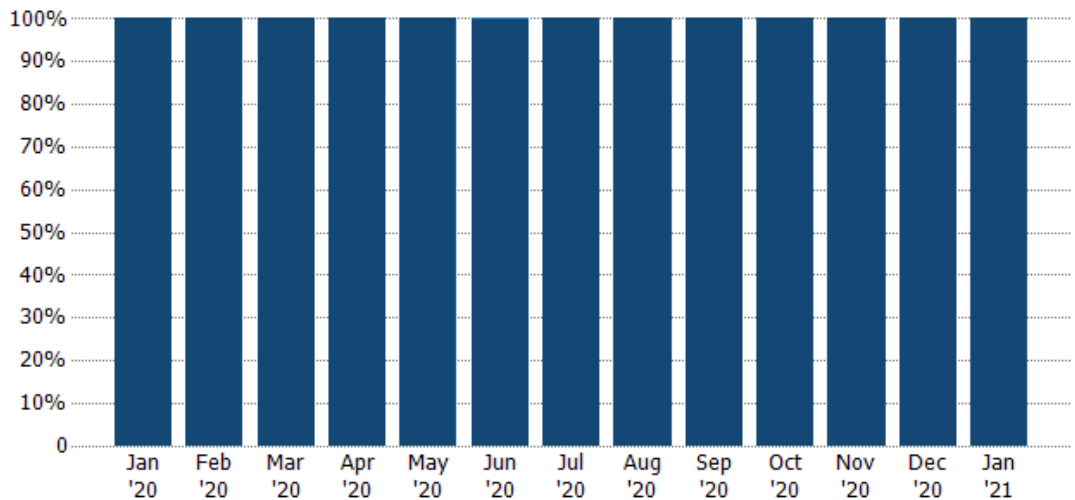
The percentage of residential properties sold each month by property type.

### 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%

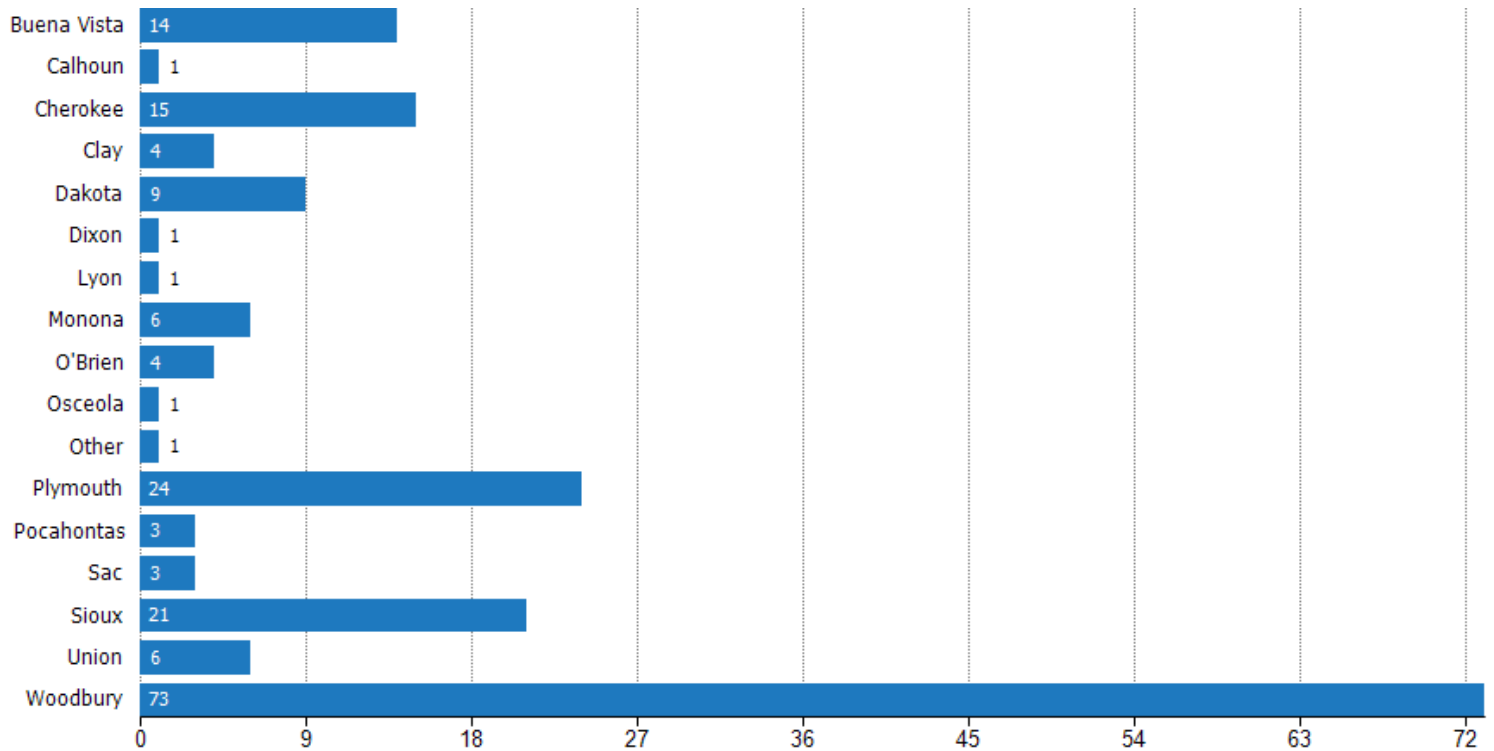




## Closed Sales (By County)

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

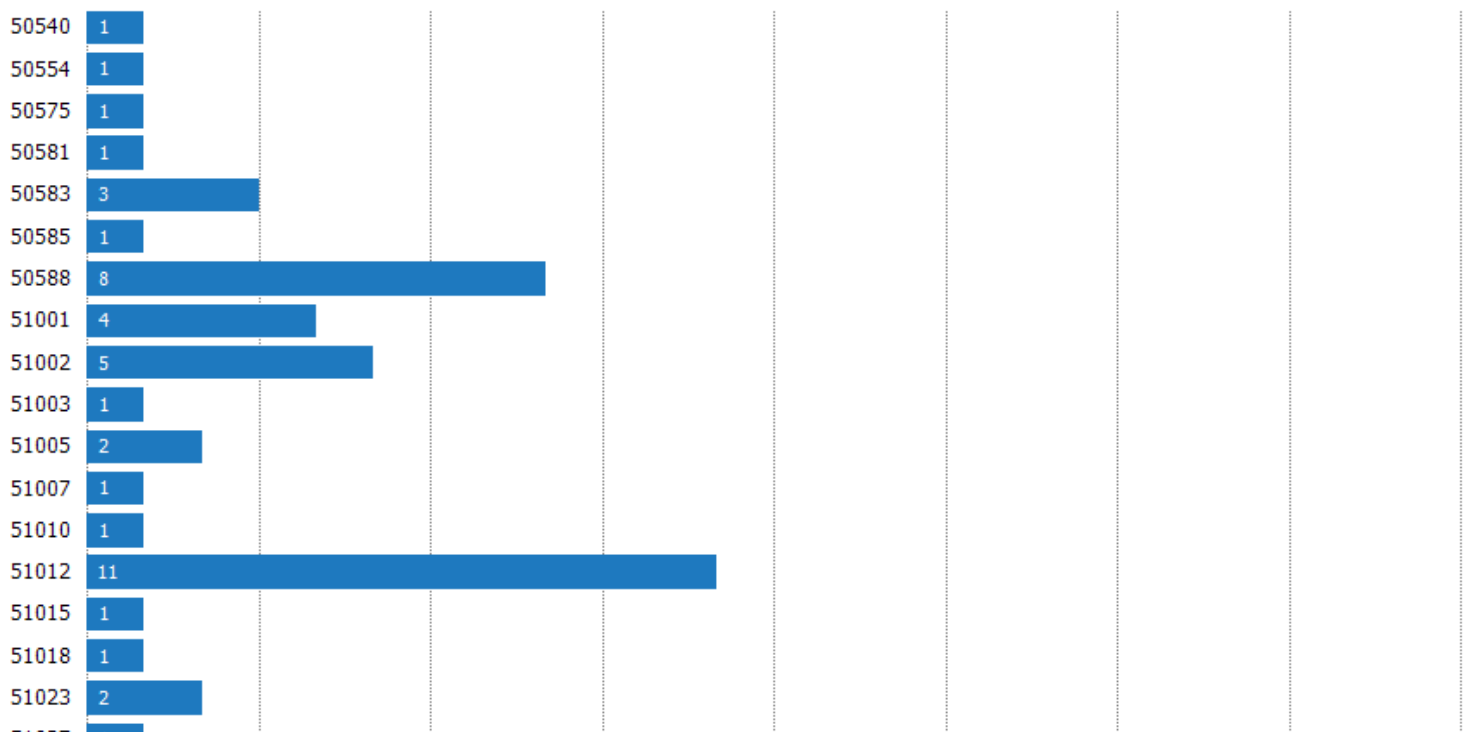
Filters Used: MLSs: 2 of 3; Property Type: Condo/Townhouse/Apt, Mobile/Manufactured, Multifamily/Multiplex, Other Residential, Single Family Residence

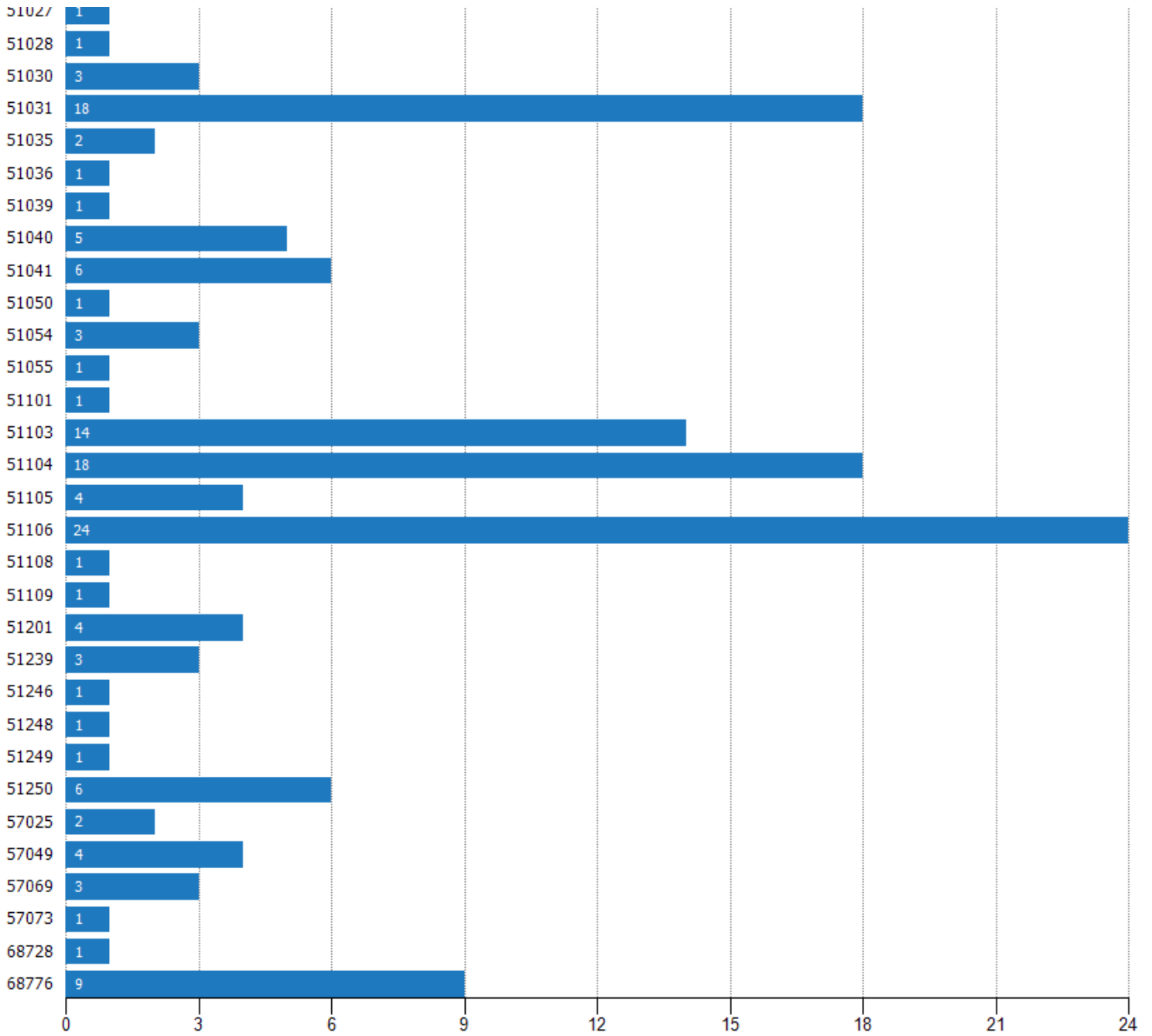


## Closed Sales (By Zip)

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







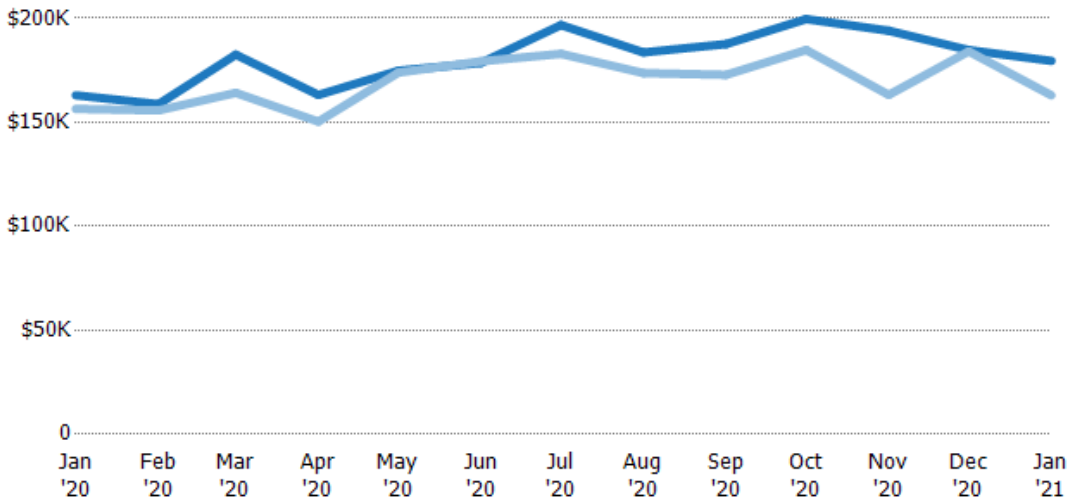


## Average Sales Price

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.
Jan '21	\$180K	10.2%
Jan '20	\$163K	4.2%
Jan '19	\$156K	9.6%

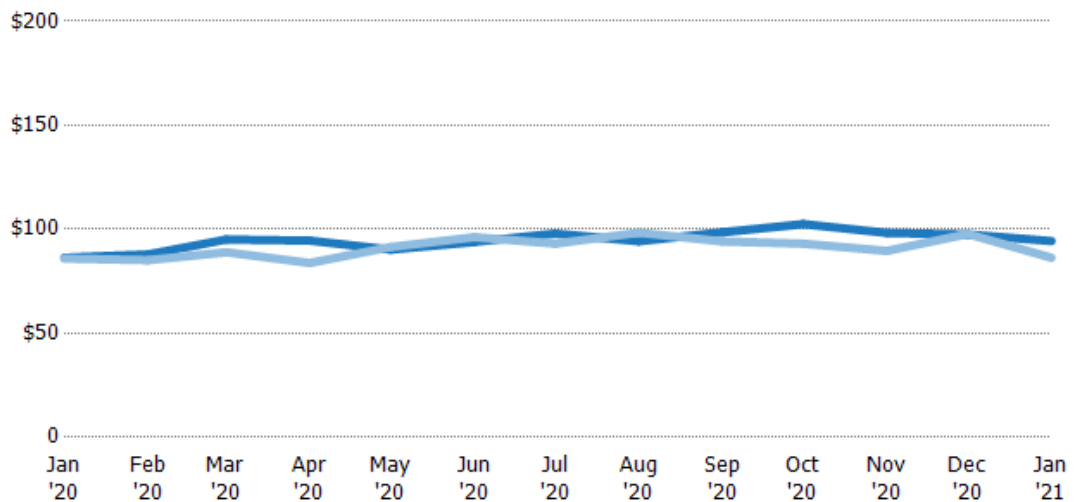
Current Year	\$163K	\$159K	\$183K	\$163K	\$175K	\$179K	\$197K	\$184K	\$188K	\$200K	\$194K	\$185K	\$180K
Prior Year	\$156K	\$156K	\$164K	\$150K	\$174K	\$179K	\$183K	\$174K	\$173K	\$185K	\$163K	\$184K	\$163K
Percent Change from Prior Year	4%	2%	11%	9%	1%	0%	8%	6%	9%	8%	19%	0%	10%

## 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.
Jan '21	\$94.3	9.3%
Jan '20	\$86.3	0.5%
Jan '19	\$85.9	9.6%

Current Year	\$86.3	\$87.9	\$95.1	\$94.5	\$90.2	\$93.9	\$97.9	\$94.3	\$98.6	\$102	\$98.3	\$97.5	\$94.3
Prior Year	\$85.9	\$85.2	\$89	\$83.8	\$91.5	\$96.2	\$93.1	\$98.4	\$94.2	\$93.1	\$89.6	\$97.8	\$86.3
Percent Change from Prior Year	0%	3%	7%	13%	-1%	-2%	5%	-4%	5%	10%	10%	0%	9%





## Average Sales Price vs Average Listing Price

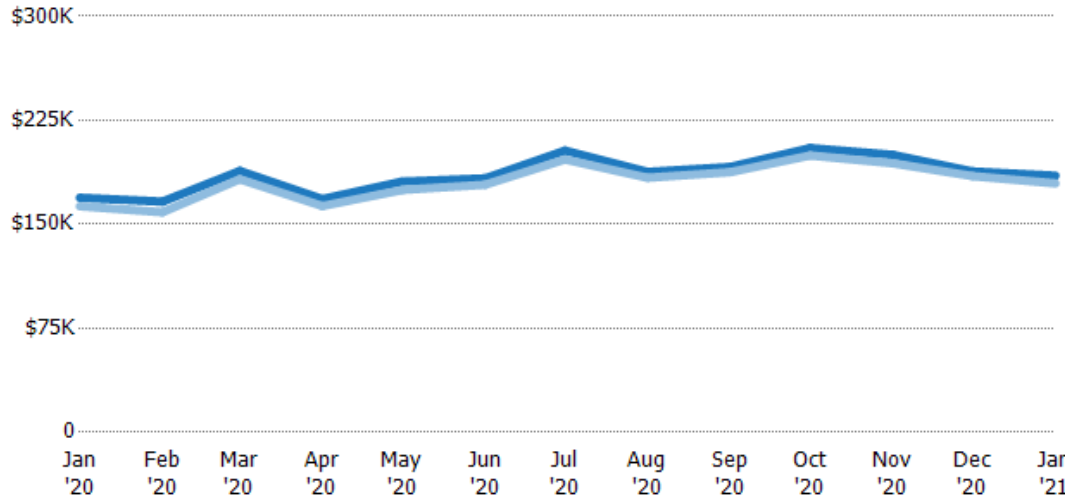
The average sales price as a percentage of the average listing price for properties sold each month.

### Filters Used

MLSs: 2 of 3

Property Type:

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



	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21
Avg List Price	\$169K	\$166K	\$188K	\$168K	\$181K	\$183K	\$203K	\$188K	\$191K	\$205K	\$200K	\$188K	\$185K
Avg Sales Price	\$163K	\$159K	\$183K	\$163K	\$175K	\$179K	\$197K	\$184K	\$188K	\$200K	\$194K	\$185K	\$180K
Avg Sales Price as a % of Avg List Price	96%	95%	97%	97%	97%	98%	97%	98%	98%	97%	97%	98%	97%