



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	Feb 2021	Feb 2020	+ / -	YTD 2021	YTD 2020	+ / -
Listing Activity Charts Metrics						
New Listing Count	196	207	-5.3%	364	425	-14.4%
New Listing Volume	\$40,614,302	\$39,665,179	+2.4%	\$75,587,544	\$79,651,818	-5.1%
Active Listing Count	320	654	-51.1%	N/A	N/A	
Active Listing Volume	\$87,615,775	\$136,207,917	-35.7%	N/A	N/A	
Average Listing Price	\$273,799	\$208,269	+31.5%	\$270,855	\$206,722	+31%
Months of Inventory	1.6	4.8	-65.6%	2.5	5.7	-56.9%
Sales Activity Charts Metrics						
Closed Sales Count	145	138	+5.1%	340	275	+23.6%
Closed Sales Volume	\$27,990,450	\$22,322,487	+25.4%	\$63,047,161	\$44,650,469	+41.2%
Average Sales Price	\$193,038	\$161,757	+19.3%	\$185,433	\$162,365	+14.2%
Average Sales Price per Sq Ft	\$101	\$88	+14.6%	\$97	\$87	+10.4%



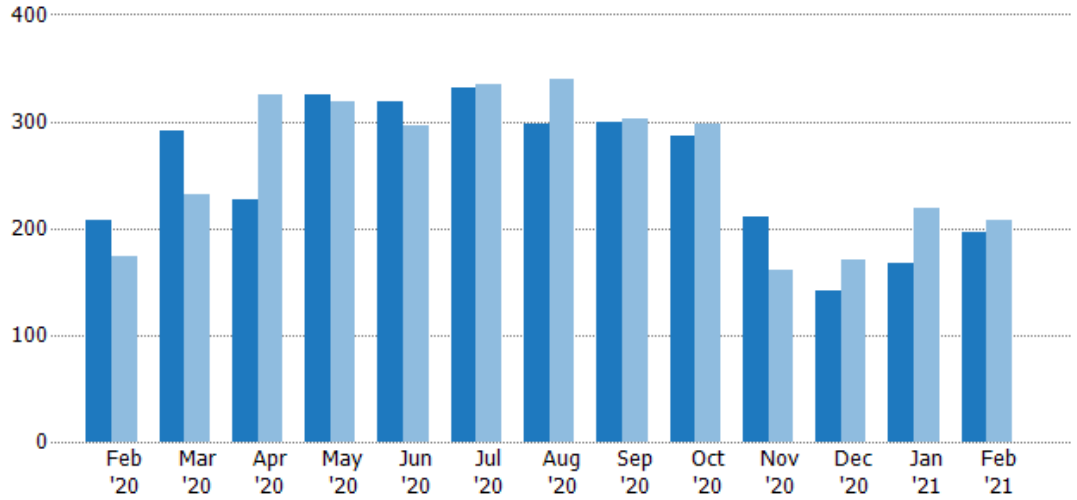
New Listings

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

Month/Year	Count	% Chg.
Feb '21	196	-5.3%
Feb '20	207	19%
Feb '19	174	-6.9%



Current Year	207	291	227	325	319	332	298	300	287	210	141	168	196
Prior Year	174	232	325	318	296	334	340	302	298	161	171	218	207
Percent Change from Prior Year	19%	25%	-30%	2%	8%	-1%	-12%	-1%	-4%	30%	-18%	-23%	-5%

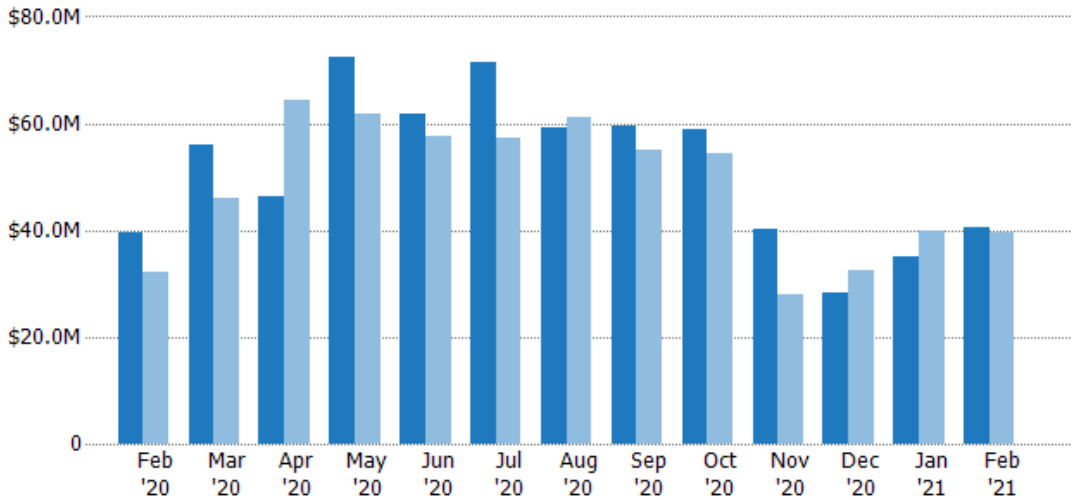
New Listing Volume

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

Month/Year	Volume	% Chg.
Feb '21	\$40.6M	2.4%
Feb '20	\$39.7M	23.8%
Feb '19	\$32M	-15.3%



Current Year	\$39.7M	\$56M	\$46.4M	\$72.5M	\$61.9M	\$71.5M	\$59.2M	\$59.5M	\$58.9M	\$40.2M	\$28.3M	\$35M	\$40.6M
Prior Year	\$32M	\$46M	\$64.4M	\$61.7M	\$57.5M	\$57.3M	\$61.1M	\$55M	\$54.2M	\$27.8M	\$32.6M	\$40M	\$39.7M
Percent Change from Prior Year	24%	22%	-28%	17%	8%	25%	-3%	8%	9%	44%	-13%	-13%	2%





Active Listings

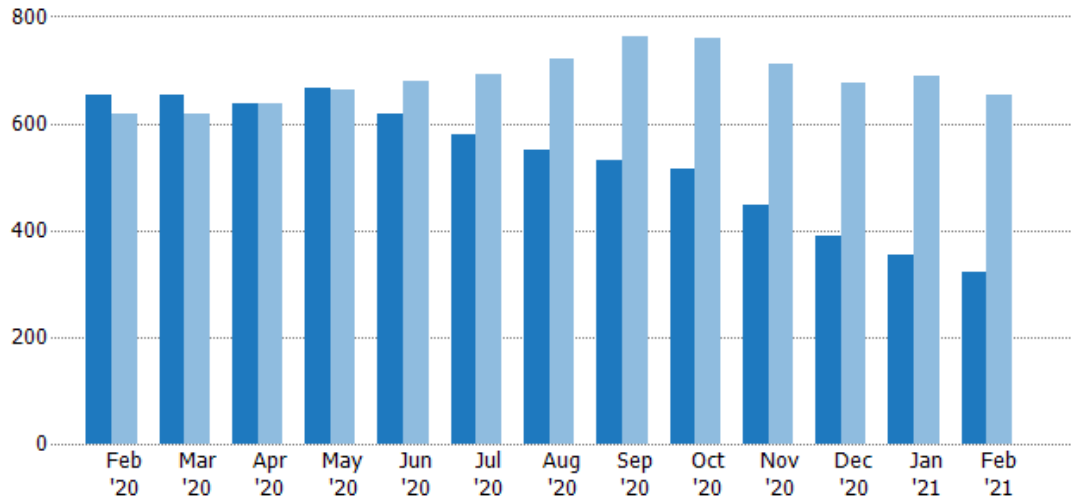
The number of active residential listings at the end of each month.

Filters Used

MLSs: 2 of 3

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

Month/ Year	Count	% Chg.
Feb '21	320	-51.1%
Feb '20	654	5.8%
Feb '19	618	-2.6%



Current Year	654	653	638	666	617	579	549	530	514	447	389	354	320
Prior Year	618	617	638	664	679	691	721	762	759	710	675	689	654
Percent Change from Prior Year	6%	6%	0%	0%	-9%	-16%	-24%	-30%	-32%	-37%	-42%	-49%	-51%

Active Listing Volume

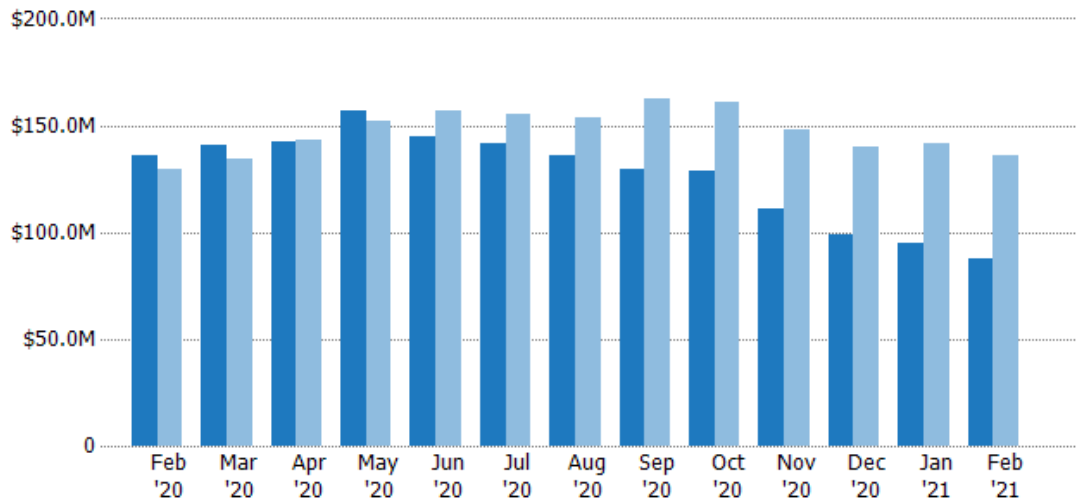
The sum of the listing price of active residential listings at the end of each month.

Filters Used

MLSs: 2 of 3

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

Month/ Year	Volume	% Chg.
Feb '21	\$87.6M	-35.7%
Feb '20	\$136M	5.1%
Feb '19	\$130M	-2.5%



Current Year	\$136M	\$141M	\$142M	\$157M	\$144M	\$141M	\$136M	\$129M	\$129M	\$111M	\$99M	\$94.9M	\$87.6M
Prior Year	\$130M	\$134M	\$144M	\$152M	\$156M	\$156M	\$154M	\$162M	\$161M	\$148M	\$140M	\$141M	\$136M
Percent Change from Prior Year	5%	5%	-1%	3%	-8%	-9%	-11%	-20%	-20%	-25%	-29%	-33%	-36%





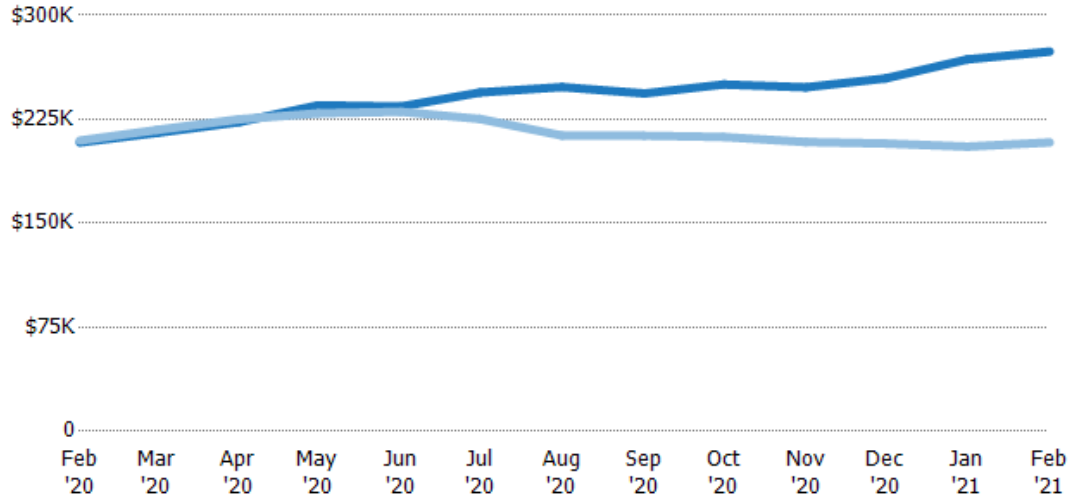
Average Listing Price

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

Month/Year	Price	% Chg.
Feb '21	\$274K	31.5%
Feb '20	\$208K	-0.7%
Feb '19	\$210K	0%



Current Year	\$208K	\$215K	\$223K	\$235K	\$234K	\$244K	\$248K	\$244K	\$250K	\$248K	\$254K	\$268K	\$274K
Prior Year	\$210K	\$217K	\$225K	\$229K	\$230K	\$225K	\$213K	\$213K	\$212K	\$209K	\$208K	\$205K	\$208K
Percent Change from Prior Year	-1%	-1%	-1%	3%	2%	8%	16%	14%	18%	19%	23%	31%	31%

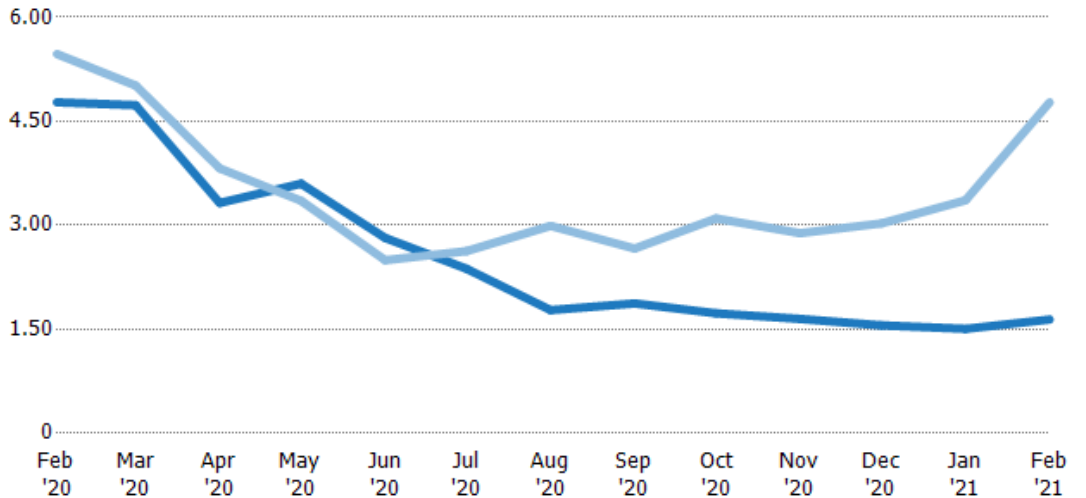
Months of Inventory

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

Month/Year	Months	% Chg.
Feb '21	1.64	-65.6%
Feb '20	4.77	-12.7%
Feb '19	5.47	-32.5%



Current Year	4.77	4.73	3.32	3.6	2.82	2.37	1.78	1.87	1.73	1.65	1.56	1.51	1.64
Prior Year	5.47	5.02	3.82	3.35	2.5	2.63	2.99	2.66	3.1	2.89	3.03	3.36	4.77
Percent Change from Prior Year	-13%	-6%	-13%	7%	13%	-10%	-41%	-30%	-44%	-43%	-49%	-55%	-66%





Active/Pending/Sold Units

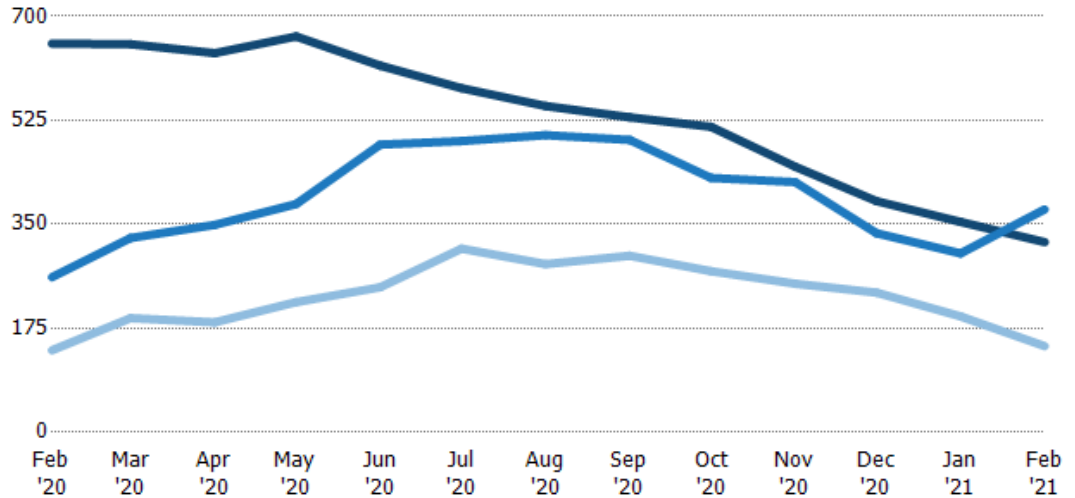
The number of residential properties that were Active, Pending and Sold each month.

Filters Used

MLSs: 2 of 3

Property Type:

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



Active	654	653	638	666	617	579	549	530	514	447	389	354	320
Pending	261	327	349	384	484	490	500	492	428	421	335	301	375
Sold	138	192	185	219	244	309	283	297	271	250	235	195	145

Closed Sales

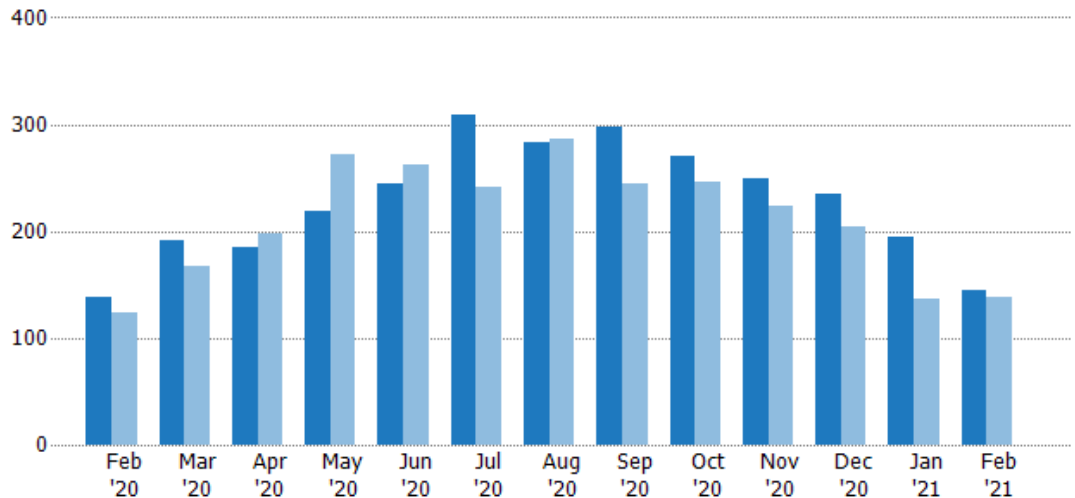
The total number of residential properties sold each month.

Filters Used

MLSs: 2 of 3

Property Type:

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



Current Year	138	192	185	219	244	309	283	297	271	250	235	195	145
Prior Year	123	167	198	272	263	241	286	245	246	223	205	137	138
Percent Change from Prior Year	12%	15%	-7%	-19%	-7%	28%	-1%	21%	10%	12%	15%	42%	5%





Closed Sales Volume

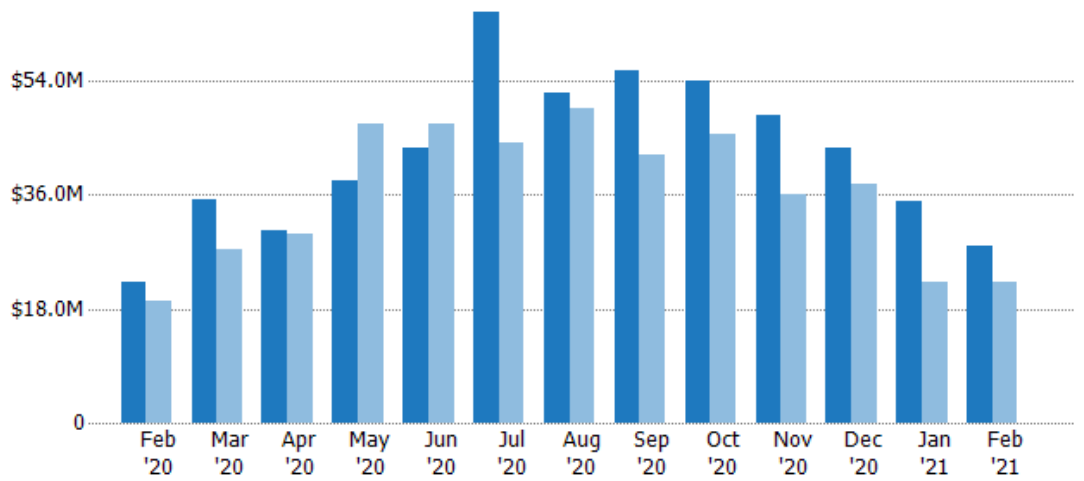
The sum of the sales price of residential properties sold each month.

Filters Used

MLSs: 2 of 3

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

Month/ Year	Volume	% Chg.
Feb '21	\$28M	25.4%
Feb '20	\$22.3M	16.7%
Feb '19	\$19.1M	-5.2%



Current Year	\$22.3M	\$35.2M	\$30.3M	\$38.2M	\$43.3M	\$64.8M	\$52M	\$55.6M	\$53.9M	\$48.5M	\$43.4M	\$35.1M	\$28M
Prior Year	\$19.1M	\$27.4M	\$29.8M	\$47.3M	\$47.2M	\$44.1M	\$49.7M	\$42.3M	\$45.6M	\$36.2M	\$37.8M	\$22.3M	\$22.3M
Percent Change from Prior Year	17%	29%	2%	-19%	-8%	47%	5%	31%	18%	34%	15%	57%	25%

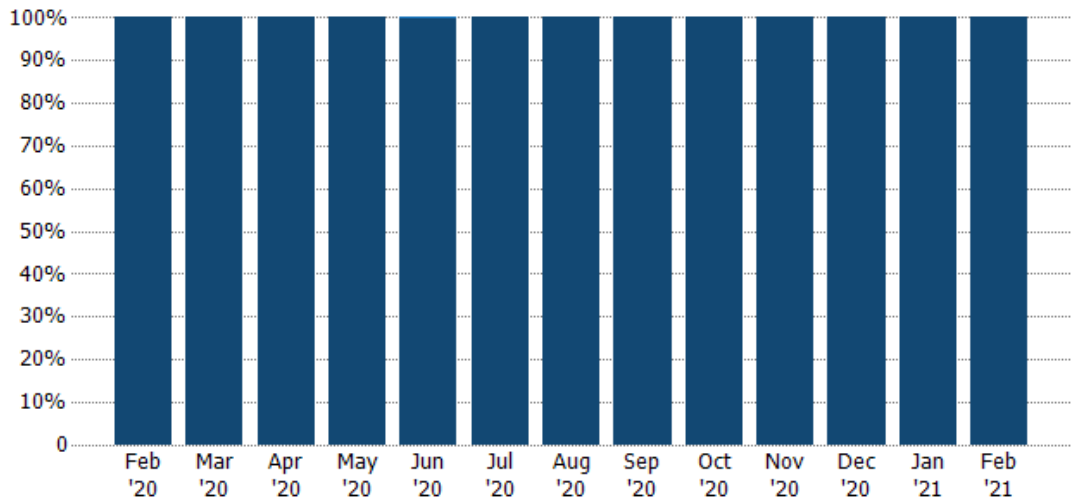
Closed Sales by Property Type

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



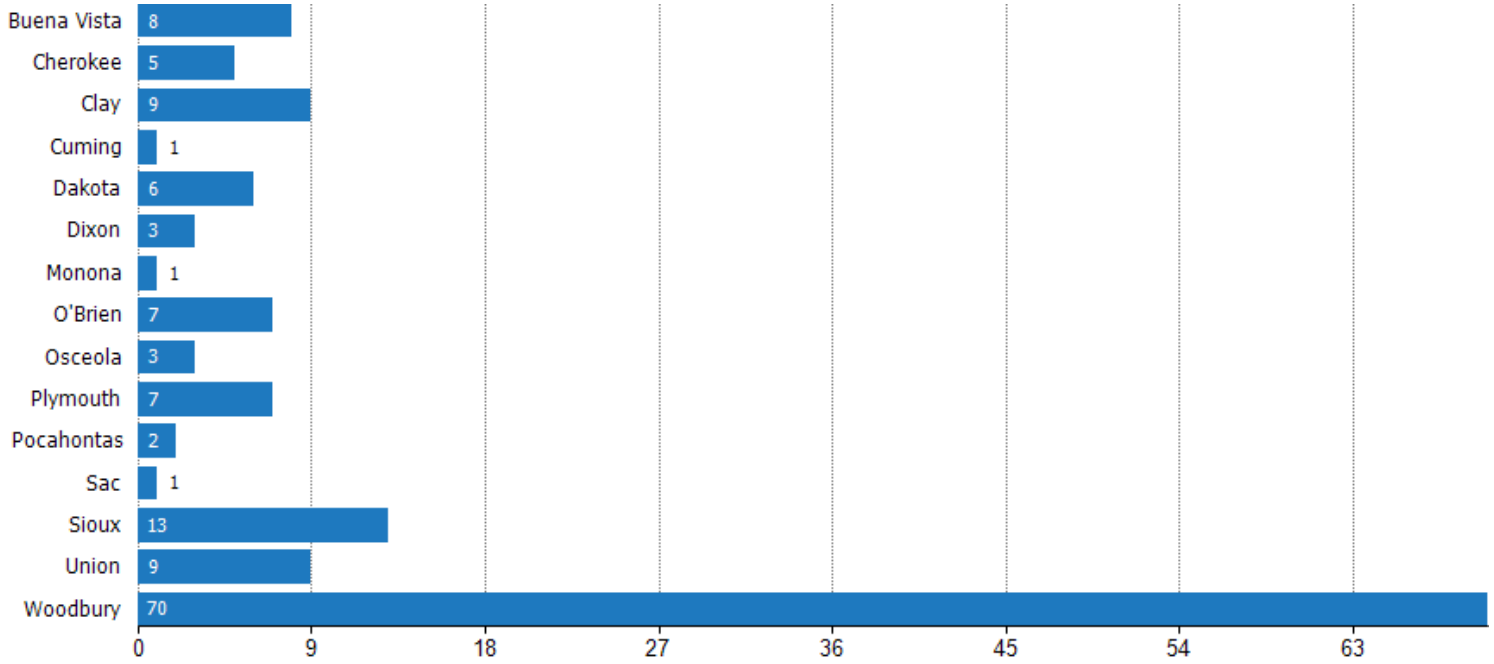
Condo/Townhouse	-	-	-	-	0%	-	-	-	-	-	-	-	-
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%



Closed Sales (By County)

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

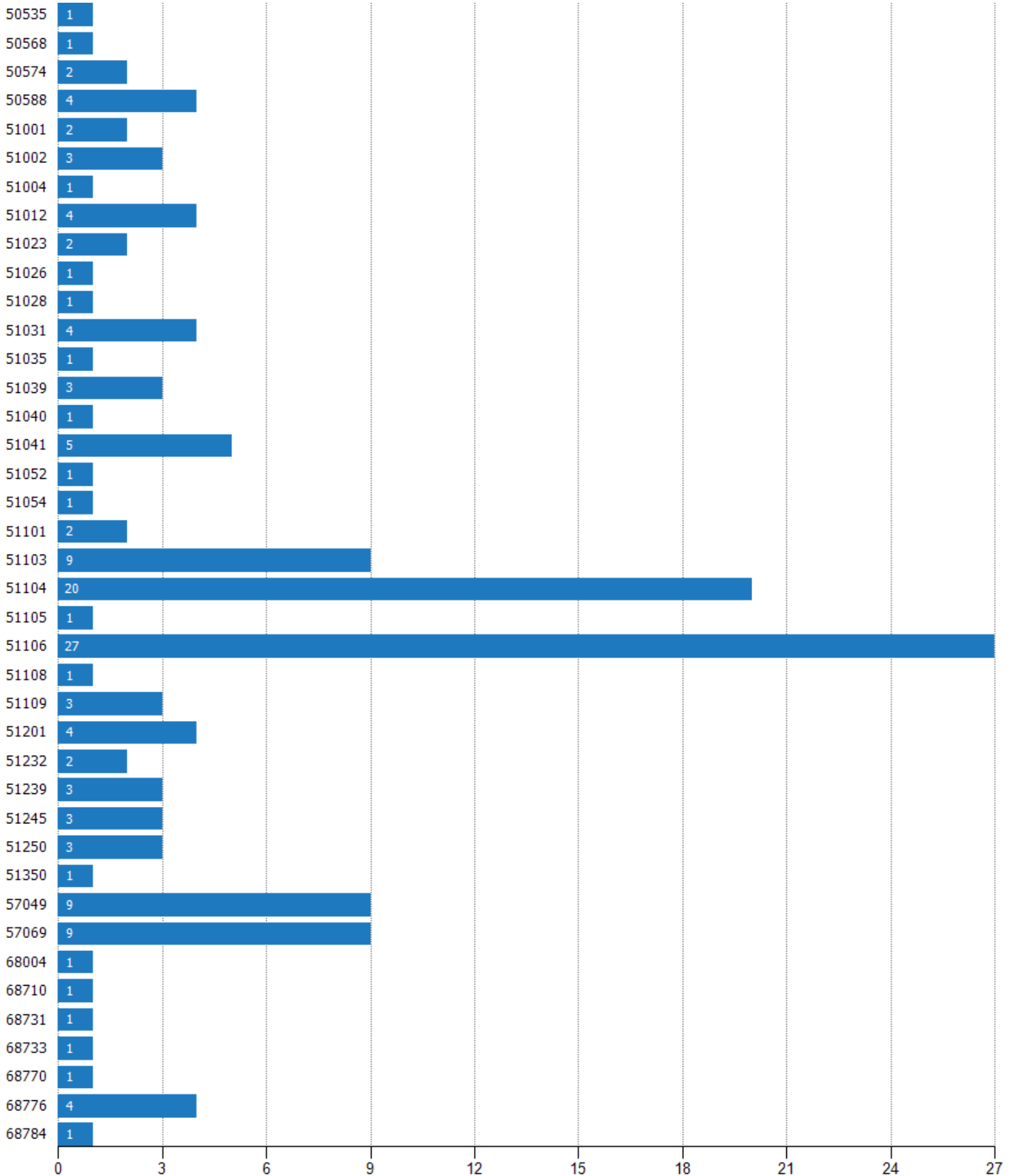
Filters Used: MLSs: 2 of 3; Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Multifamily/Multiplex, Other Residential, Single Family



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





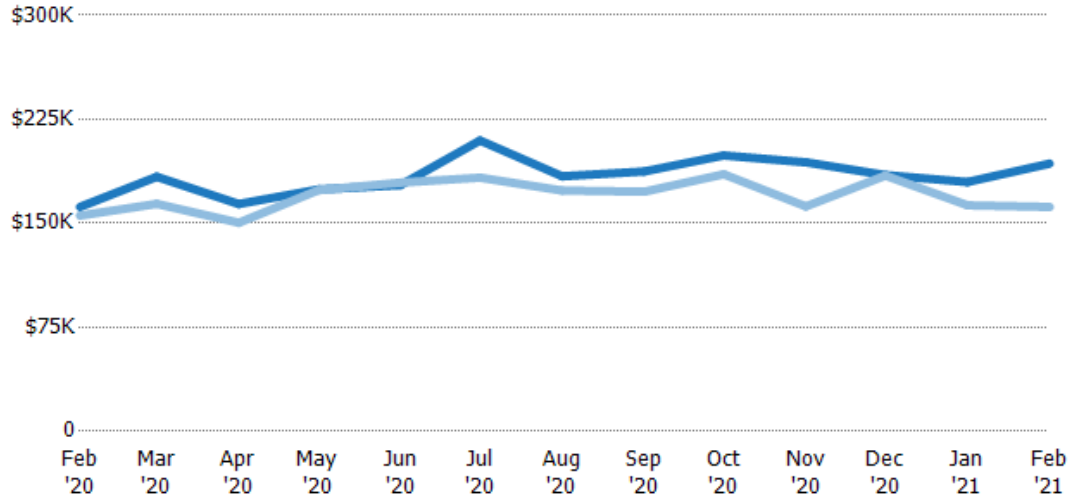
Average Sales Price

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

Month/Year	Price	% Chg.
Feb '21	\$193K	19.3%
Feb '20	\$162K	4%
Feb '19	\$156K	-7.5%



Current Year	\$162K	\$184K	\$164K	\$174K	\$178K	\$210K	\$184K	\$187K	\$199K	\$194K	\$185K	\$180K	\$193K
Prior Year	\$156K	\$164K	\$150K	\$174K	\$179K	\$183K	\$174K	\$173K	\$185K	\$162K	\$184K	\$163K	\$162K
Percent Change from Prior Year	4%	12%	9%	0%	-1%	15%	6%	8%	7%	20%	0%	10%	19%

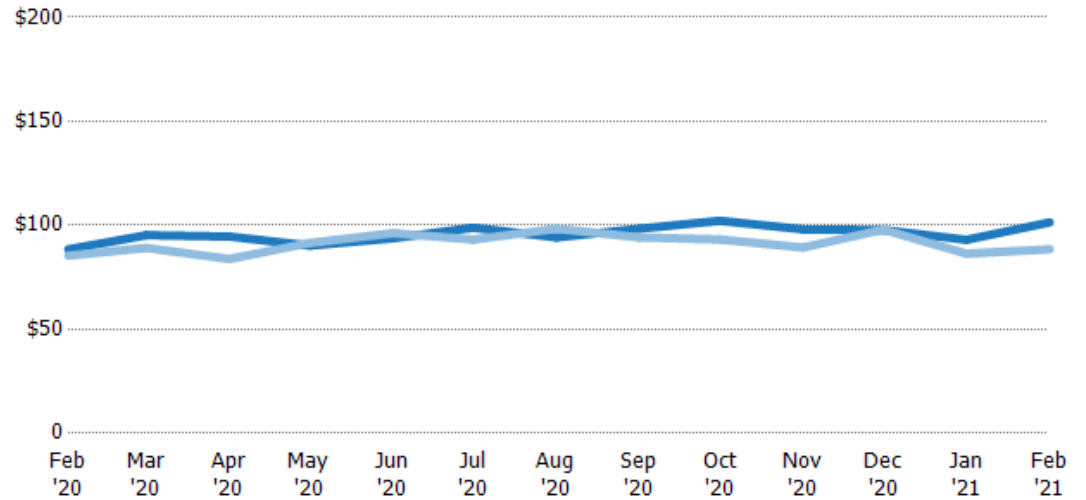
Average Sales Price per Sq Ft

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

Month/Year	Price/sq ft	% Chg.
Feb '21	\$101	14.6%
Feb '20	\$88.5	3.6%
Feb '19	\$85.4	-5.1%



Current Year	\$88.5	\$95.2	\$94.6	\$90.2	\$93.7	\$98.9	\$94.2	\$98.4	\$102	\$98.1	\$97.7	\$93	\$101
Prior Year	\$85.4	\$89.1	\$83.8	\$91.5	\$96.2	\$93.1	\$98.4	\$94.2	\$93.2	\$89.3	\$97.9	\$86.3	\$88.5
Percent Change from Prior Year	4%	7%	13%	-1%	-3%	6%	-4%	4%	10%	10%	0%	8%	15%



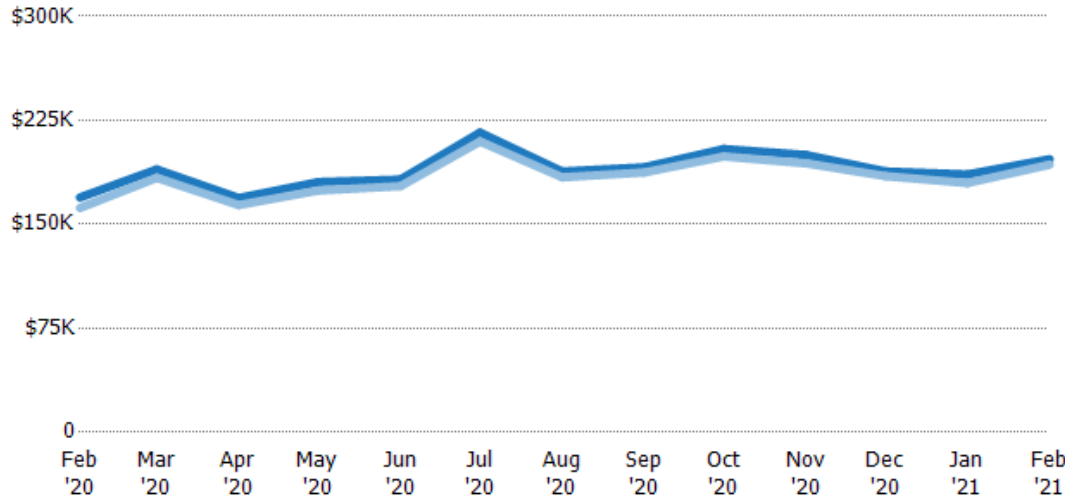
Average Sales Price vs Average Listing Price

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



	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21
Avg List Price	\$169K	\$190K	\$169K	\$180K	\$182K	\$216K	\$188K	\$191K	\$204K	\$200K	\$188K	\$186K	\$197K
Avg Sales Price	\$162K	\$184K	\$164K	\$174K	\$178K	\$210K	\$184K	\$187K	\$199K	\$194K	\$185K	\$180K	\$193K
Avg Sales Price as a % of Avg List Price	96%	97%	97%	97%	97%	97%	98%	98%	97%	97%	98%	97%	98%