



## 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	Mar 2021	Mar 2020	+ / -	YTD 2021	YTD 2020	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	288	291	-1%	653	718	-9.1%
New Listing Volume	\$61,994,431	\$56,023,226	+10.7%	\$137,564,975	\$136,098,044	+1.1%
Active Listing Count	286	651	-56.1%	N/A	N/A	
Active Listing Volume	\$84,896,280	\$140,349,564	-39.5%	N/A	N/A	
Average Listing Price	\$296,840	\$215,591	+37.7%	\$273,286	\$209,689	+30.3%
Months of Inventory	1.9	4.7	-58.8%	2.1	4.9	-56.5%
<b>Sales Activity Charts Metrics</b>						
Closed Sales Count	177	191	-7.3%	524	465	+12.7%
Closed Sales Volume	\$32,737,215	\$35,020,556	-6.5%	\$97,138,076	\$79,563,025	+22.1%
Average Sales Price	\$184,956	\$183,354	+0.9%	\$185,378	\$171,103	+8.3%
Average Sales Price per Sq Ft	\$99	\$95	+3.4%	\$97	\$91	+7.1%



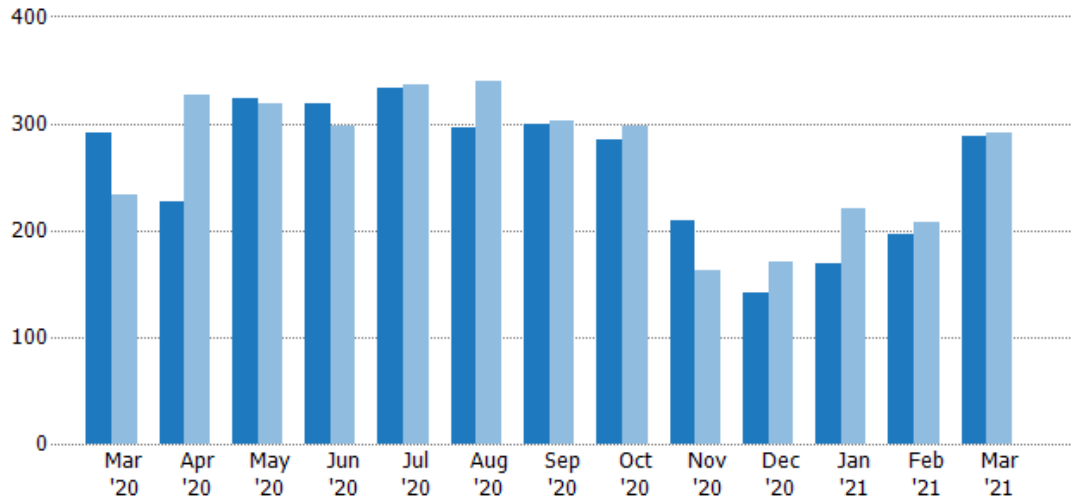
## New Listings

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.
Mar '21	288	-1%
Mar '20	291	24.4%
Mar '19	234	15.4%



Current Year	291	226	324	319	333	296	300	285	209	142	169	196	288
Prior Year	234	327	319	298	336	340	303	298	162	171	220	207	291
Percent Change from Prior Year	24%	-31%	2%	7%	-1%	-13%	-1%	-4%	29%	-17%	-23%	-5%	-1%

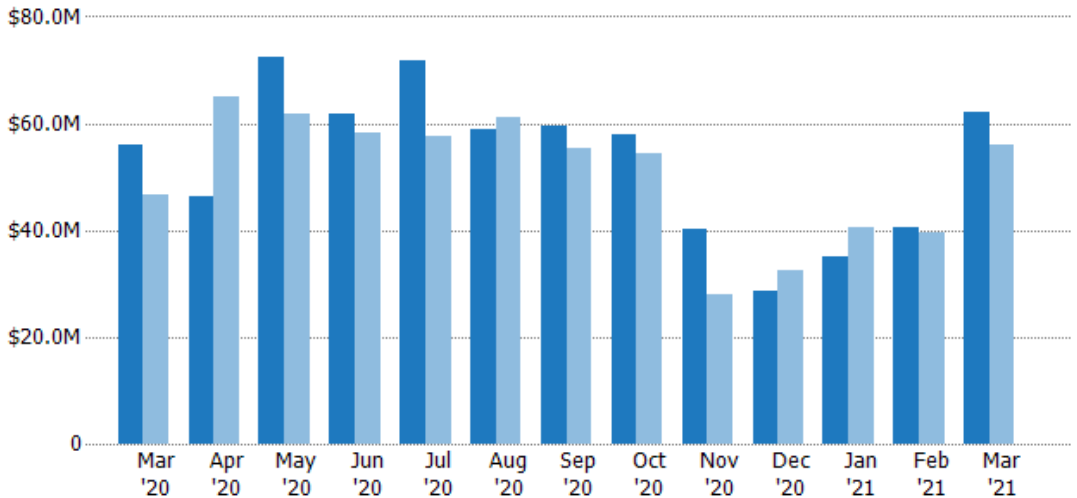
## New Listing Volume

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.
Mar '21	\$62M	10.7%
Mar '20	\$56M	20.1%
Mar '19	\$46.6M	3.9%



Current Year	\$56M	\$46.2M	\$72.3M	\$61.9M	\$71.7M	\$58.8M	\$59.5M	\$57.9M	\$40M	\$28.5M	\$35.1M	\$40.5M	\$62M
Prior Year	\$46.6M	\$64.9M	\$61.9M	\$58.4M	\$57.5M	\$61.1M	\$55.3M	\$54.3M	\$28M	\$32.6M	\$40.4M	\$39.7M	\$56M
Percent Change from Prior Year	20%	-29%	17%	6%	25%	-4%	8%	7%	43%	-13%	-13%	2%	11%





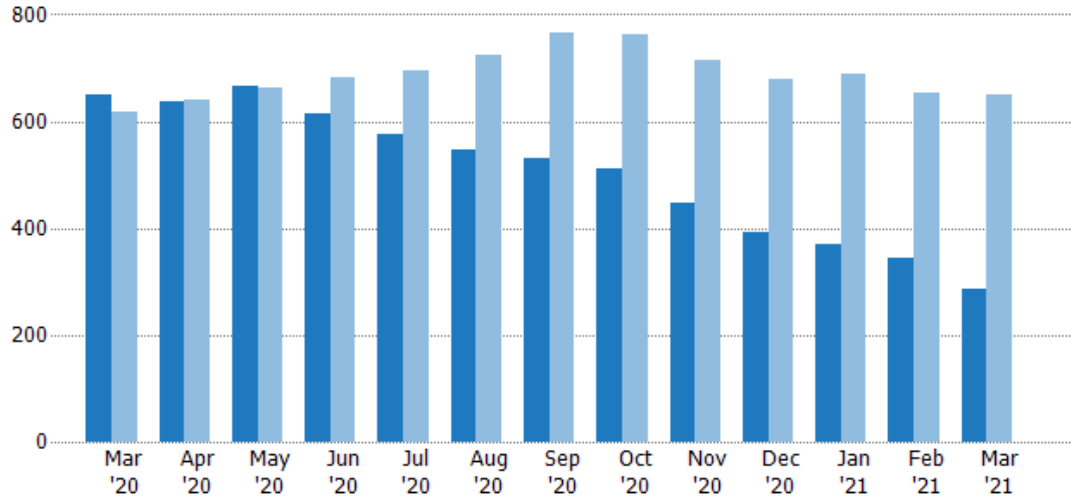
## Active Listings

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

Month/Year	Count	% Chg.
Mar '21	286	-56.1%
Mar '20	651	5.2%
Mar '19	619	4%



Current Year	651	636	666	615	577	547	530	513	448	391	369	343	286
Prior Year	619	640	663	682	694	725	766	763	713	678	689	654	651
Percent Change from Prior Year	5%	-1%	0%	-10%	-17%	-25%	-31%	-33%	-37%	-42%	-46%	-48%	-56%

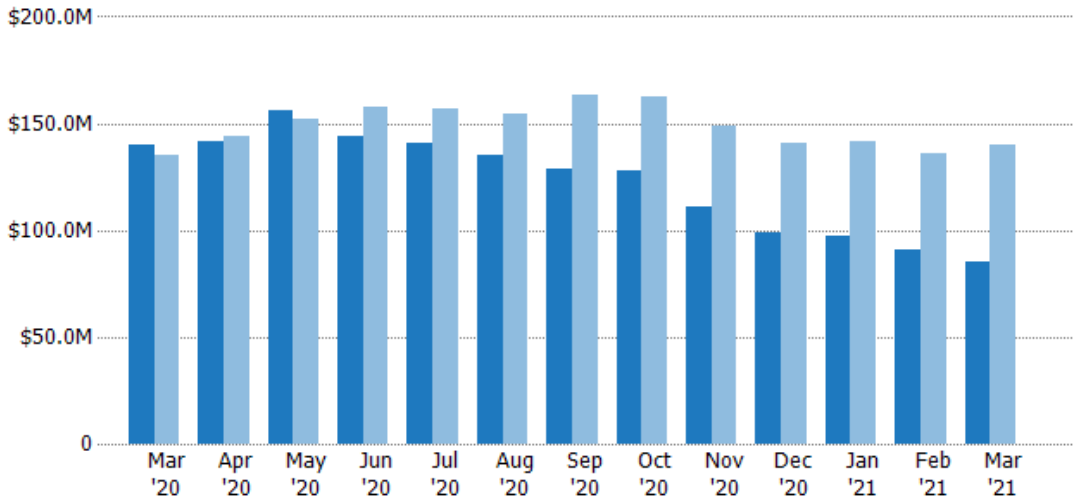
## Active Listing Volume

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.
Mar '21	\$84.9M	-39.5%
Mar '20	\$140M	3.9%
Mar '19	\$135M	-2.4%



Current Year	\$140M	\$142M	\$156M	\$144M	\$141M	\$135M	\$129M	\$128M	\$111M	\$99M	\$97M	\$90.9M	\$84.9M
Prior Year	\$135M	\$144M	\$152M	\$158M	\$156M	\$155M	\$164M	\$162M	\$149M	\$141M	\$141M	\$136M	\$140M
Percent Change from Prior Year	4%	-2%	3%	-9%	-10%	-12%	-21%	-21%	-26%	-30%	-31%	-33%	-40%



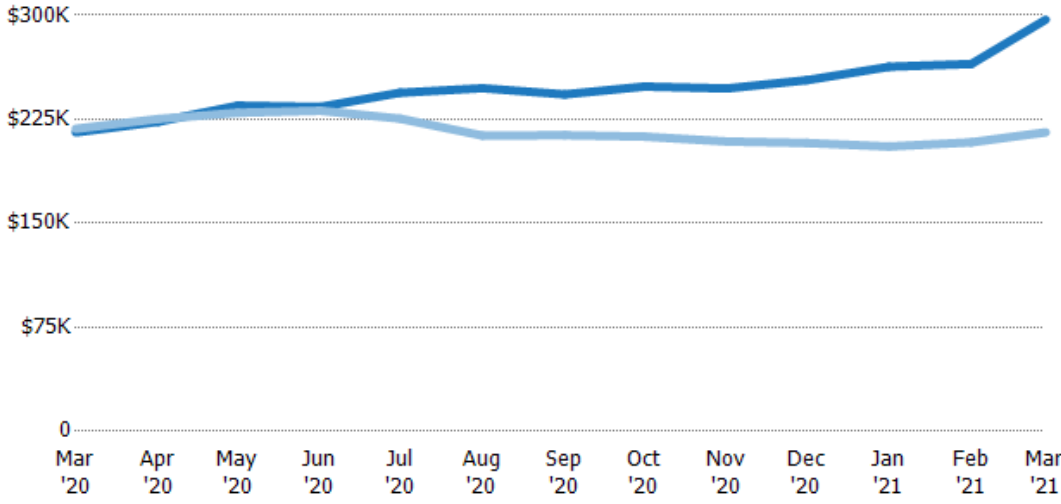


## Average Listing Price

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.
Mar '21	\$297K	37.7%
Mar '20	\$216K	-1.2%
Mar '19	\$218K	-6.2%

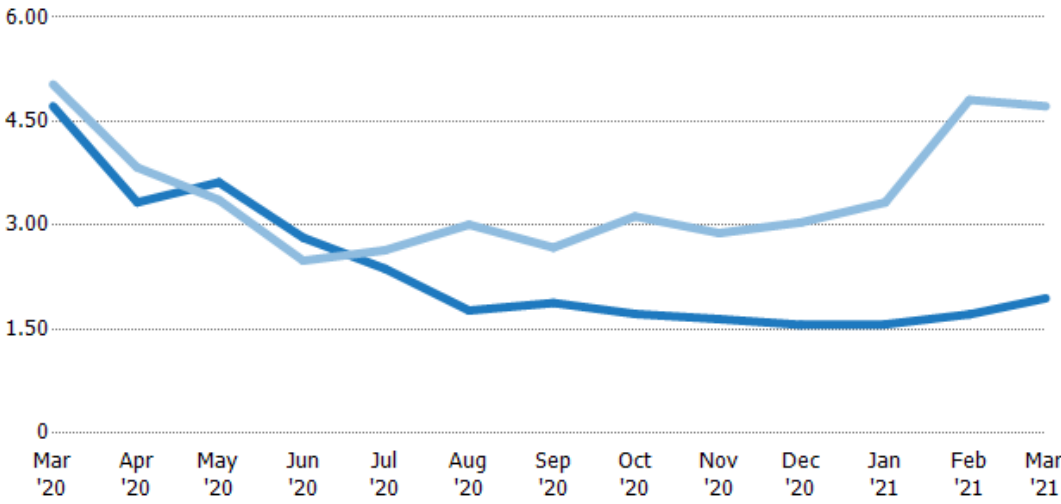
	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	\$216K	\$223K	\$235K	\$234K	\$244K	\$247K	\$243K	\$249K	\$247K	\$253K	\$263K	\$265K	\$297K
Prior Year	\$218K	\$225K	\$230K	\$231K	\$225K	\$213K	\$213K	\$213K	\$209K	\$208K	\$205K	\$208K	\$216K
Percent Change from Prior Year	-1%	-1%	2%	1%	8%	16%	14%	17%	18%	22%	28%	27%	38%

## 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.
Mar '21	1.95	-58.8%
Mar '20	4.72	-6.3%
Mar '19	5.03	1.6%

	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Current Year	4.72	3.33	3.62	2.82	2.37	1.77	1.88	1.72	1.65	1.56	1.57	1.72	1.95
Prior Year	5.03	3.83	3.37	2.49	2.64	3.01	2.68	3.13	2.89	3.04	3.33	4.81	4.72
Percent Change from Prior Year	-6%	-13%	8%	13%	-10%	-41%	-30%	-45%	-43%	-49%	-53%	-64%	-59%



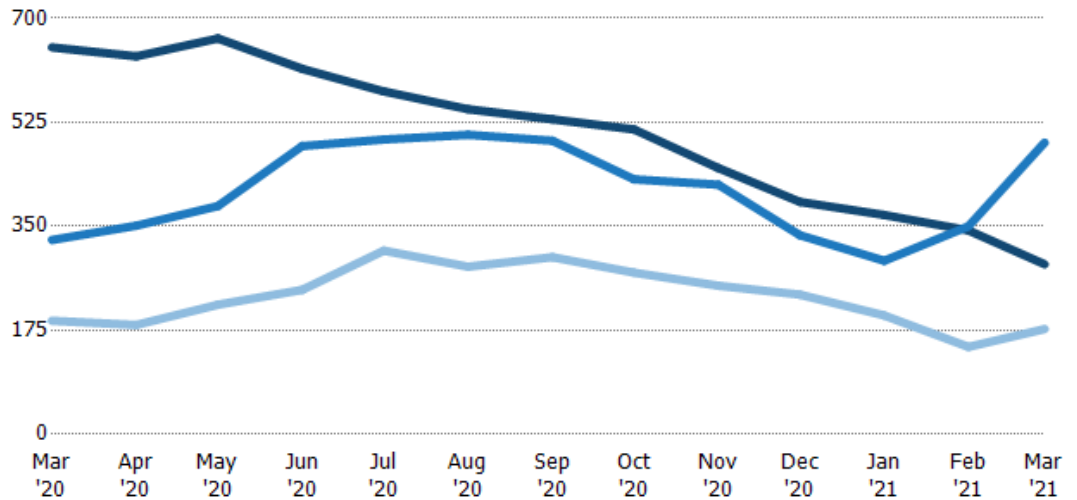


## Active/Pending/Sold Units

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



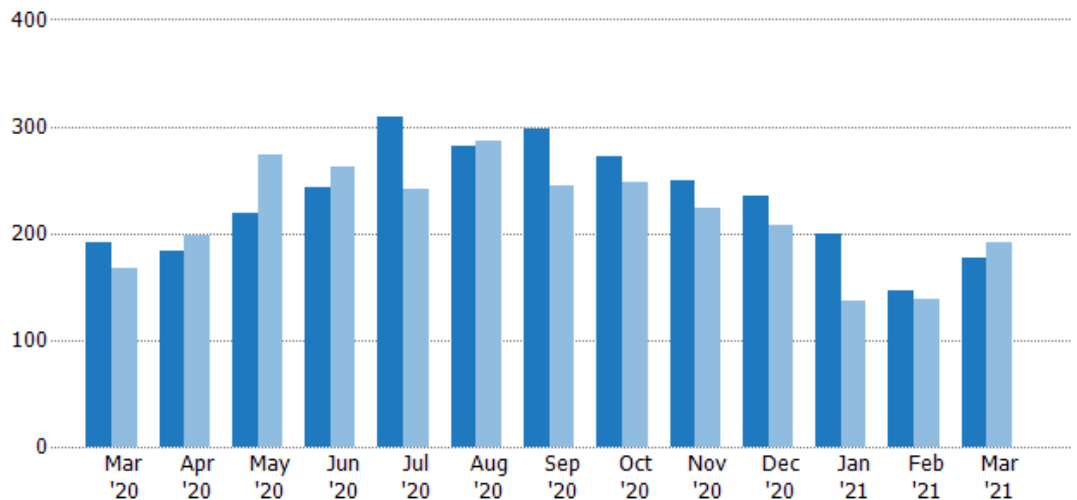
Active	651	636	666	615	577	547	530	513	448	391	369	343	286
Pending	327	351	384	485	496	504	494	429	420	335	292	350	491
Sold	191	184	218	243	309	282	298	272	250	235	200	147	177

## 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	191	184	218	243	309	282	298	272	250	235	200	147	177
Prior Year	167	197	274	263	241	286	244	247	223	207	136	138	191
Percent Change from Prior Year	14%	-7%	-20%	-8%	28%	-1%	22%	10%	12%	14%	47%	7%	-7%





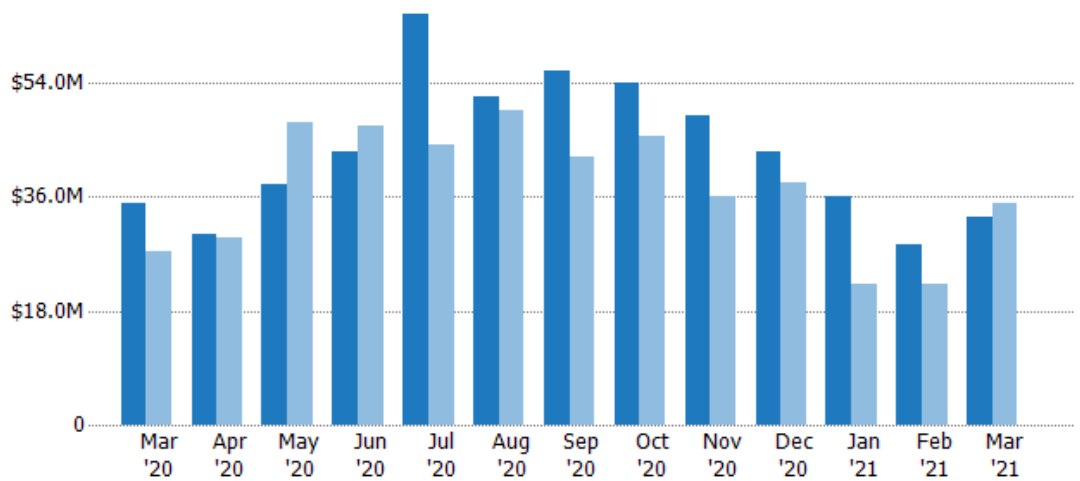
## Closed Sales Volume

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.
Mar '21	\$32.7M	-6.5%
Mar '20	\$35M	27.9%
Mar '19	\$27.4M	-1.8%



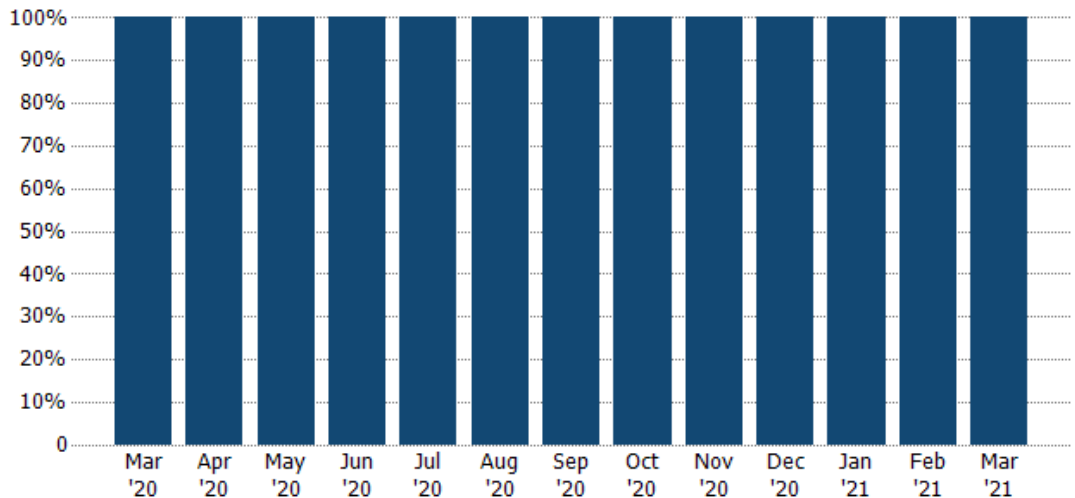
Current Year	\$35M	\$30M	\$38.1M	\$43.2M	\$64.8M	\$51.9M	\$55.8M	\$54.1M	\$48.7M	\$43.1M	\$36.1M	\$28.3M	\$32.7M
Prior Year	\$27.4M	\$29.6M	\$47.6M	\$47.2M	\$44.1M	\$49.7M	\$42.2M	\$45.6M	\$36.2M	\$38.2M	\$22.2M	\$22.3M	\$35M
Percent Change from Prior Year	28%	1%	-20%	-8%	47%	4%	32%	19%	35%	13%	62%	27%	-7%

## 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



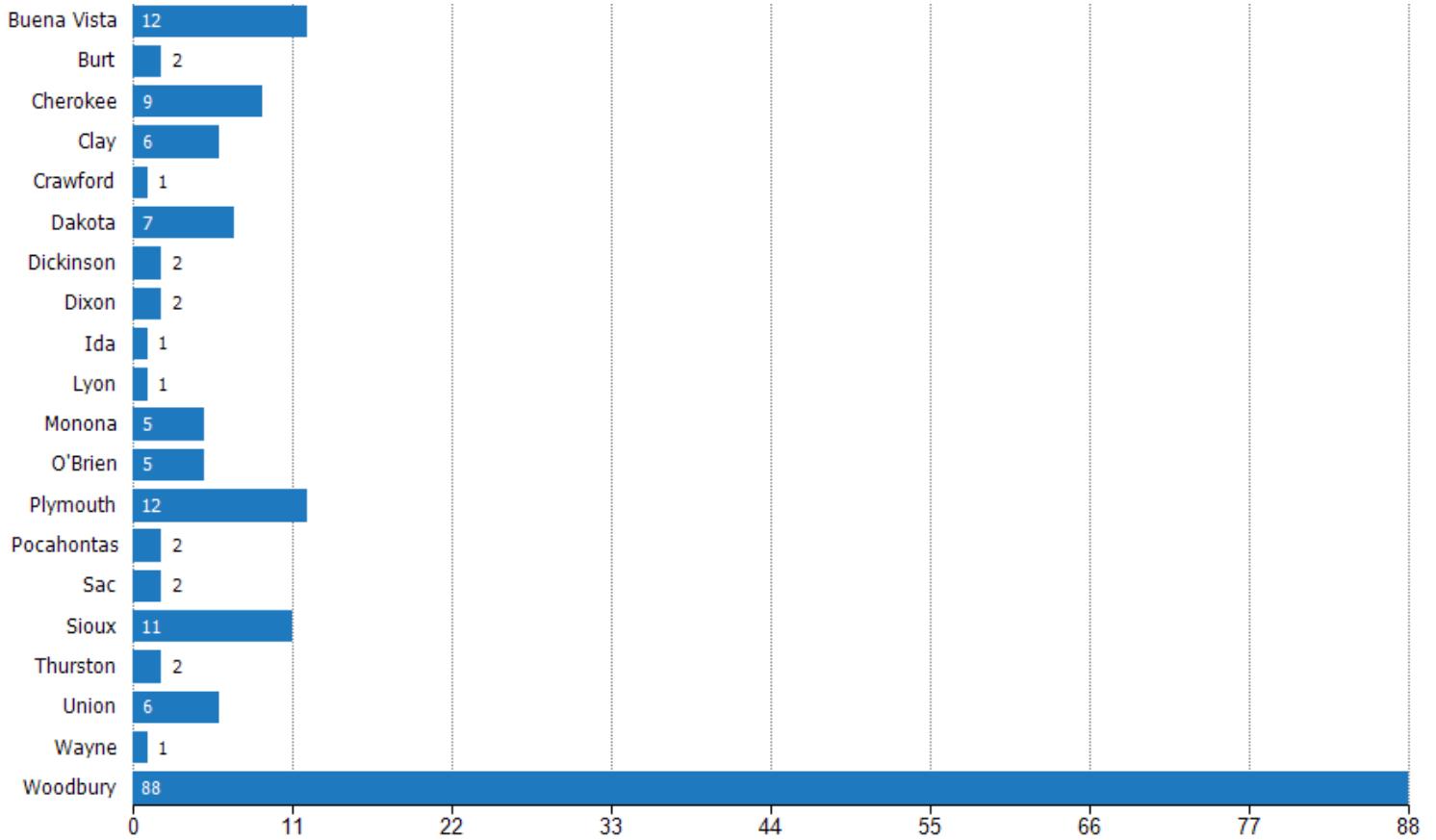
Single Family Residence	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
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## Closed Sales (By County)

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

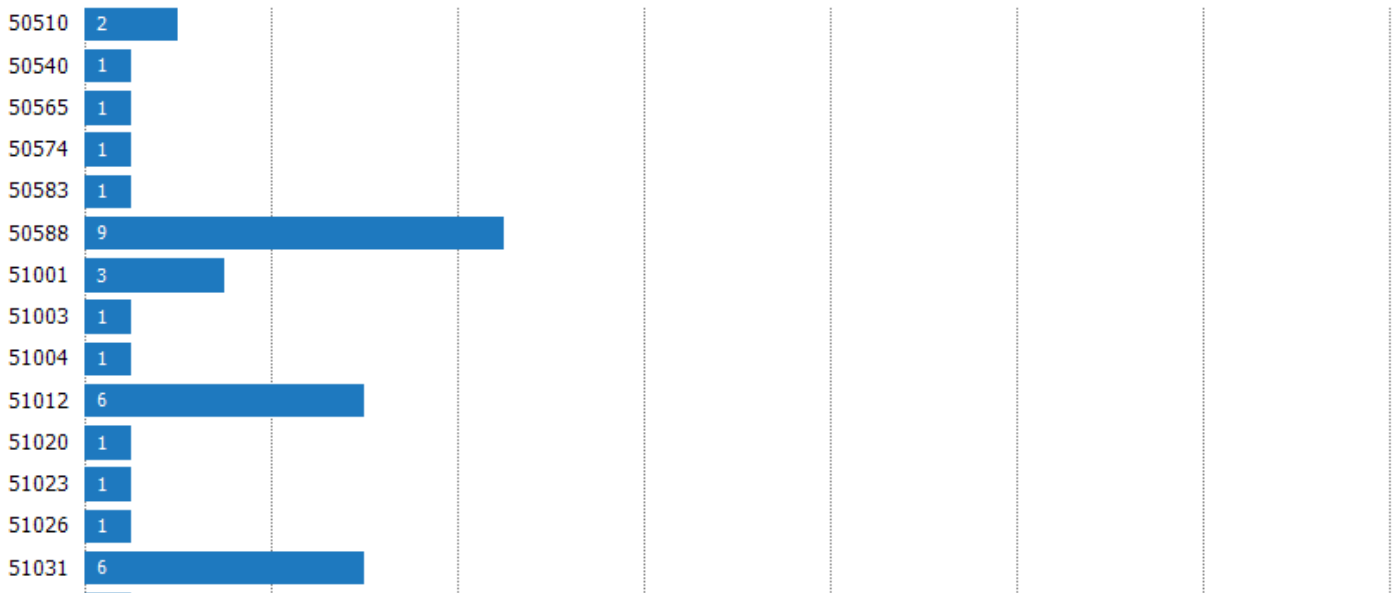
Filters Used: MLSs: 2 of 3; Property Type: Condo/Townhouse/Apt., Mobile/Manufactured, Multifamily/Multiplex, Other Residential, Single Family

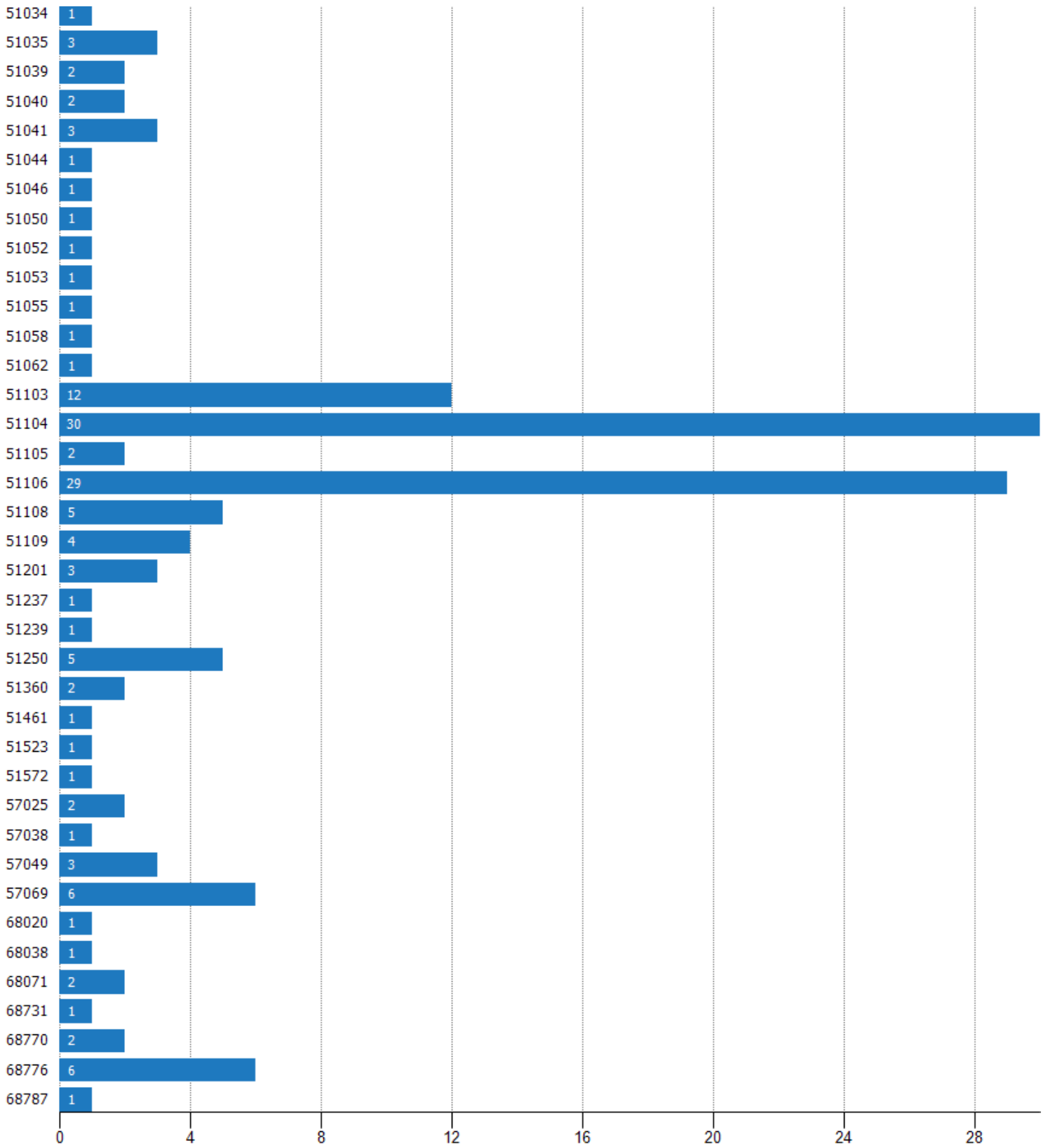


## Closed Sales (By Zip)

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









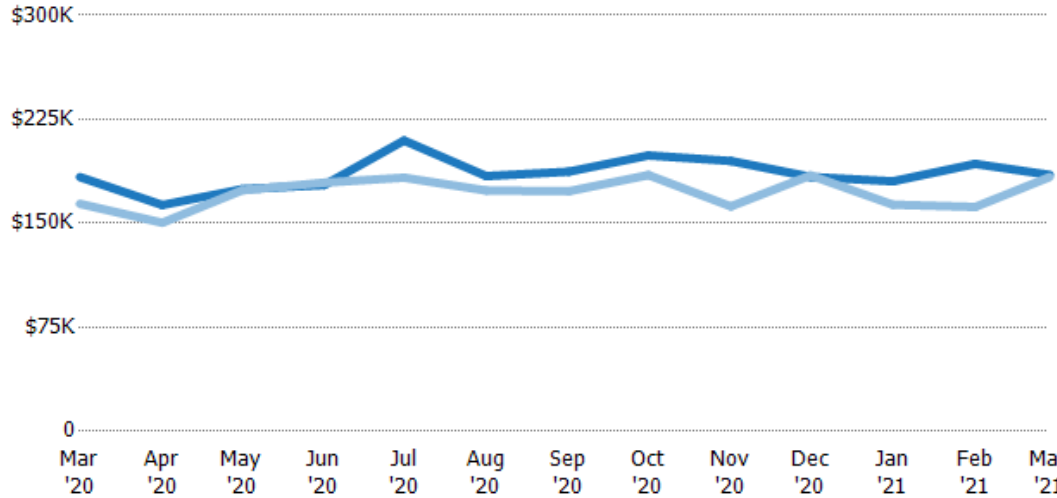
## Average Sales Price

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.
Mar '21	\$185K	0.9%
Mar '20	\$183K	11.8%
Mar '19	\$164K	-3.5%



Current Year	\$183K	\$163K	\$175K	\$178K	\$210K	\$184K	\$187K	\$199K	\$195K	\$183K	\$180K	\$193K	\$185K
Prior Year	\$164K	\$150K	\$174K	\$179K	\$183K	\$174K	\$173K	\$185K	\$162K	\$185K	\$163K	\$162K	\$183K
Percent Change from Prior Year	12%	8%	0%	-1%	15%	6%	8%	8%	20%	-1%	10%	19%	1%

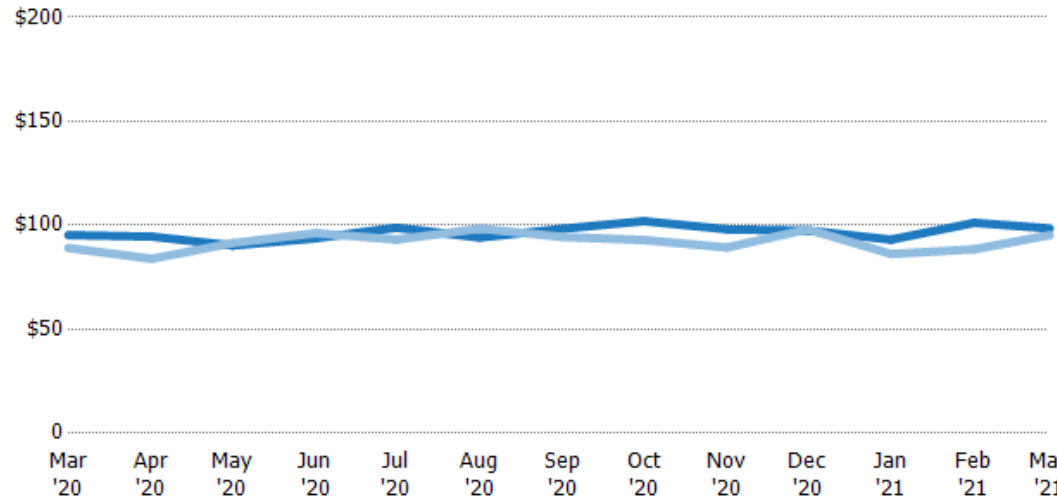
## Average Sales Price per Sq Ft

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.
Mar '21	\$98.5	3.4%
Mar '20	\$95.3	6.9%
Mar '19	\$89.1	0.2%



Current Year	\$95.3	\$94.5	\$90.3	\$93.8	\$98.9	\$94.1	\$98.4	\$102	\$98.1	\$97.5	\$93.1	\$101	\$98.5
Prior Year	\$89.1	\$83.9	\$91.5	\$96.2	\$93.1	\$98.4	\$94.4	\$92.9	\$89.3	\$98.1	\$86.2	\$88.5	\$95.3
Percent Change from Prior Year	7%	13%	-1%	-3%	6%	-4%	4%	10%	10%	-1%	8%	14%	3%





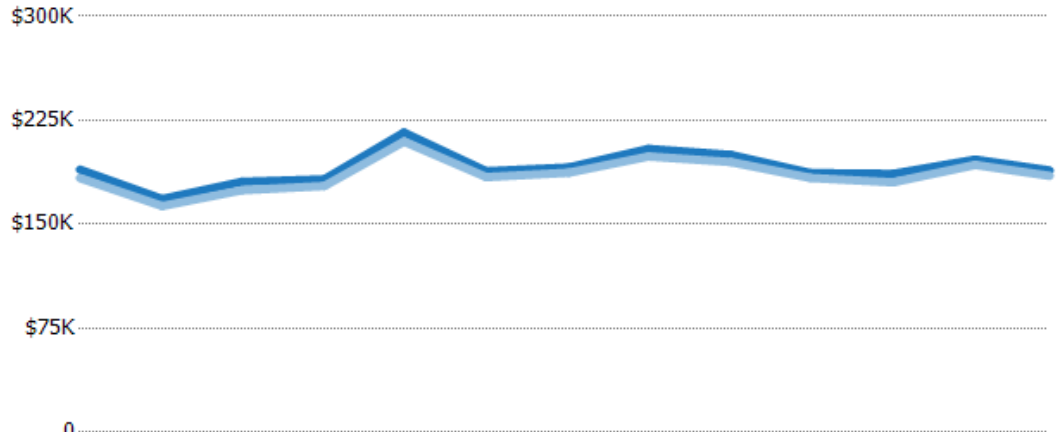
## Average Sales Price vs Average Listing Price

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



	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20	Sep '20	Oct '20	Nov '20	Dec '20	Jan '21	Feb '21	Mar '21
Avg List Price	\$189K	\$168K	\$181K	\$182K	\$216K	\$188K	\$191K	\$204K	\$200K	\$187K	\$186K	\$197K	\$189K
Avg Sales Price	\$183K	\$163K	\$175K	\$178K	\$210K	\$184K	\$187K	\$199K	\$195K	\$183K	\$180K	\$193K	\$185K
Avg Sales Price as a % of Avg List Price	97%	97%	97%	97%	97%	98%	98%	97%	97%	98%	97%	98%	98%