

Market Overview

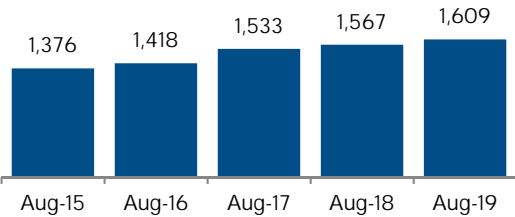


Key Metrics	Historical Sparkbars	Aug 2018	Aug 2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		1,567	1,609	2.68%	12,226	11,943	-2.31%
Pending		1016	1,068	5.12%	8141	8,164	0.28%
Sold Listings		1,359	1,359	0.00%	9,746	9,626	-1.23%
Median Sales Price		315,000	329,200	4.51%	307,500	327,177	6.40%
Average Sales Price		356,071	368,101	3.38%	345,423	361,517	4.66%
Pct. Of List Price Received		99.8	99.8	0.00%	100.2	99.9	-0.25%
Days on Market		24	21	-12.50%	26	30	15.46%
Active Listings		1,899	1,631	-14.11%	1,397	1,388	-0.63%

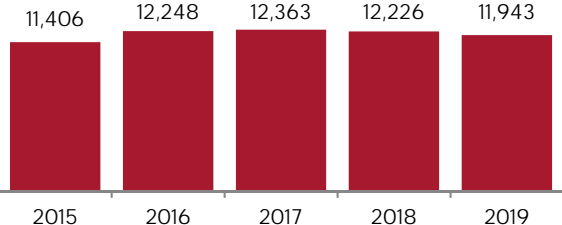
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August

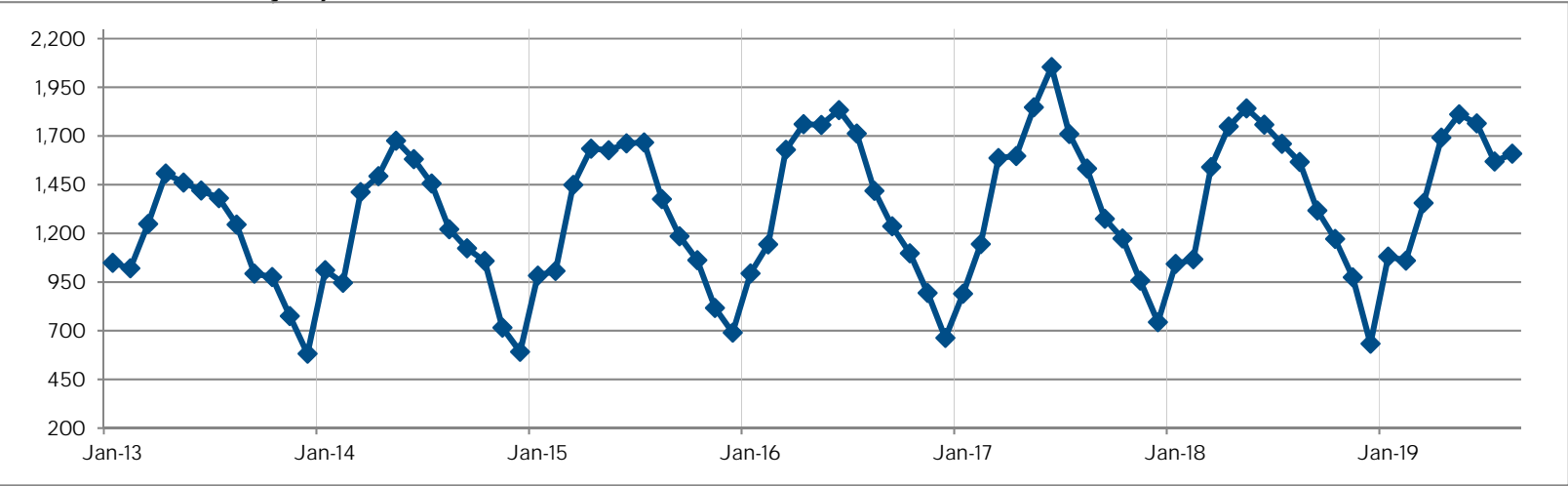


Year to Date

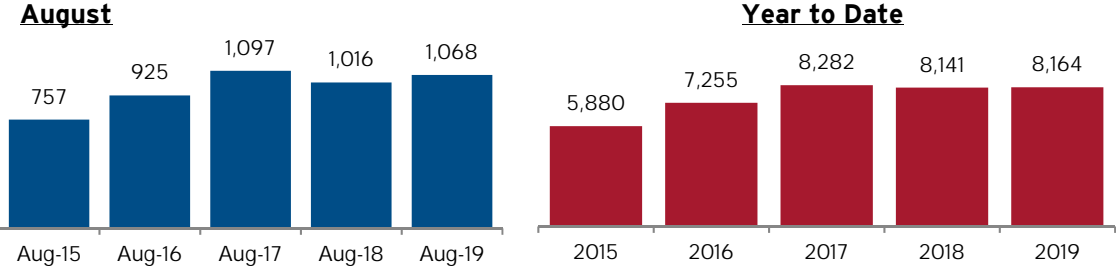


	New Listings	Percent Change
08/2015	1,376	
08/2016	1,418	3.05%
08/2017	1,533	8.11%
08/2018	1,567	2.22%
08/2019	1,609	2.68%

Historical New Listings by Month

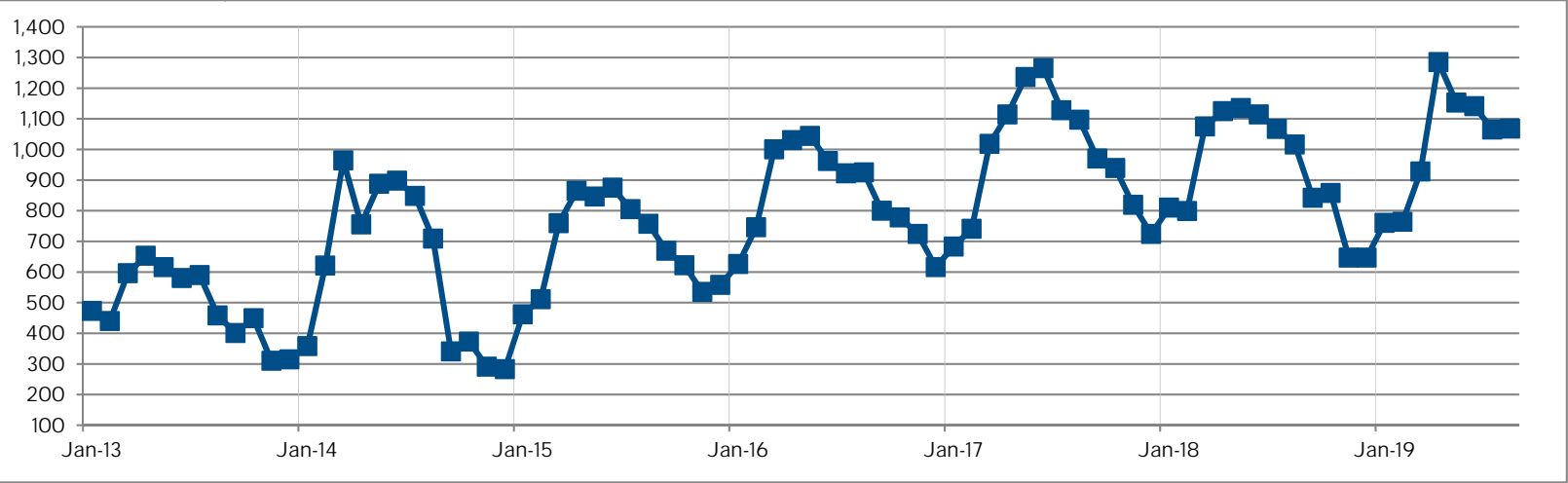


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	Pending	Percent Change
08/2015	757	
08/2016	925	22.19%
08/2017	1,097	18.59%
08/2018	1,016	-7.38%
08/2019	1,068	5.12%

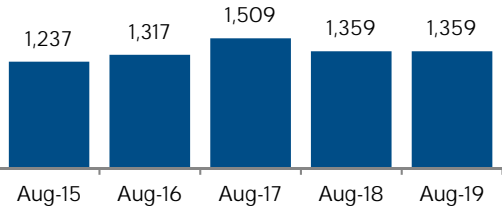
Historical Pending by Month



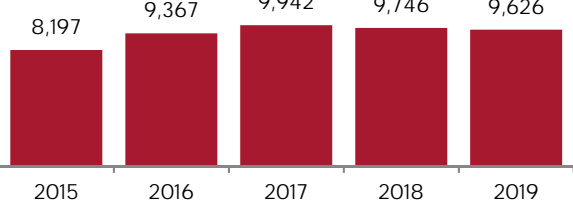
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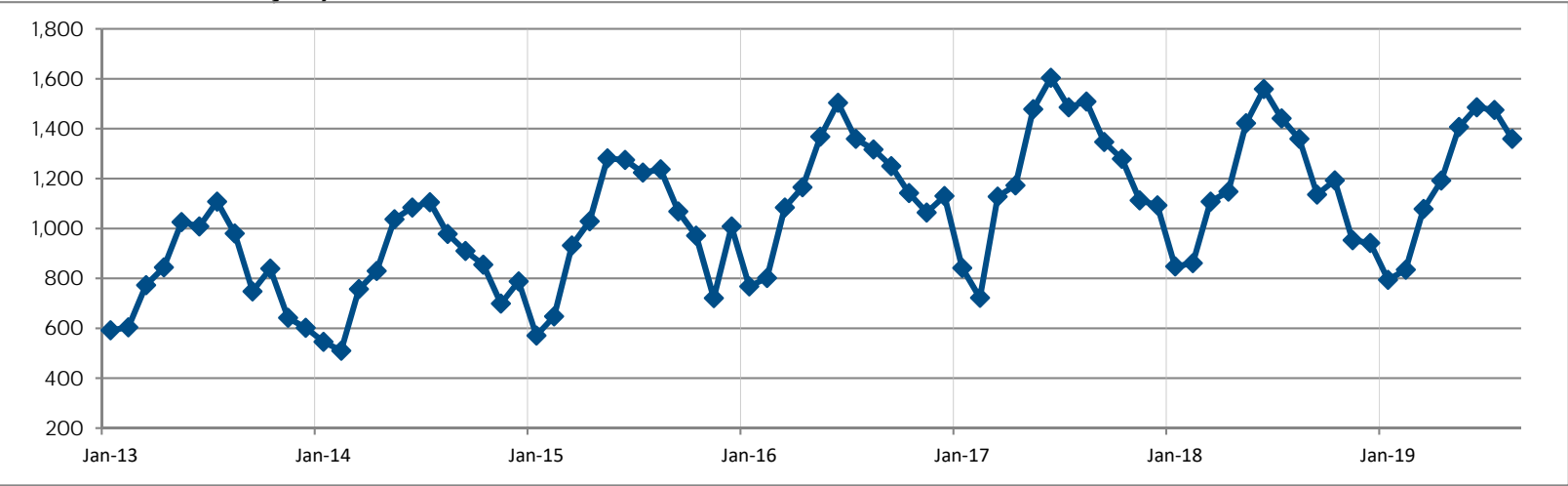


Year to Date



	Sold Listings	Percent Change
08/2015	1,237	
08/2016	1,317	6.47%
08/2017	1,509	14.58%
08/2018	1,359	-9.94%
08/2019	1,359	0.00%

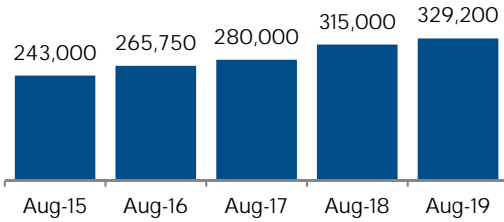
Historical Sold Listings by Month



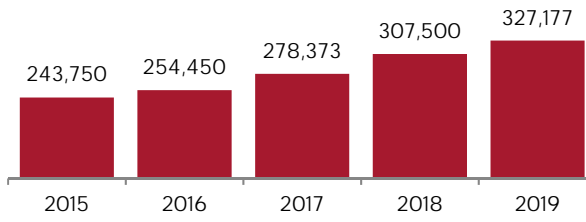
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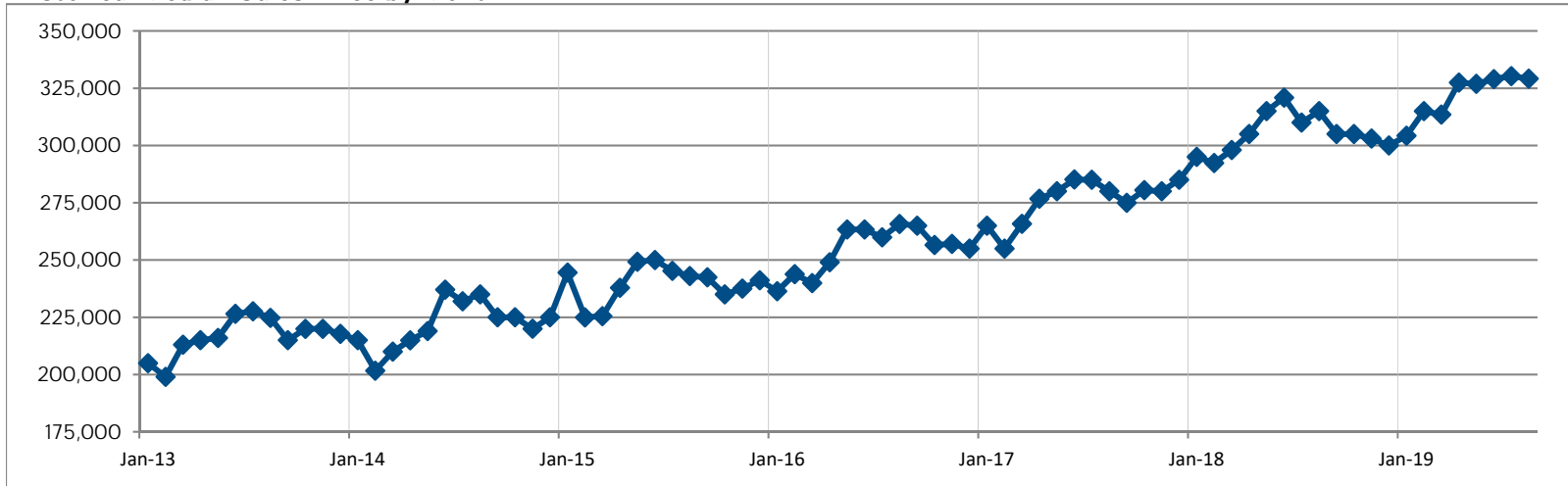


Year to Date - Median



	Median Sales Price	Percent Change
08/2015	243,000	
08/2016	265,750	9.36%
08/2017	280,000	5.36%
08/2018	315,000	12.50%
08/2019	329,200	4.51%

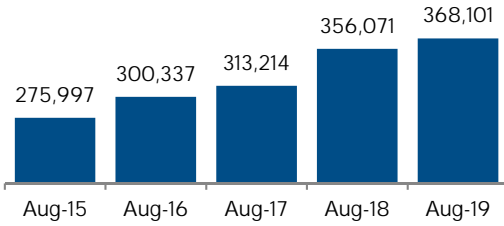
Historical Median Sales Price by Month



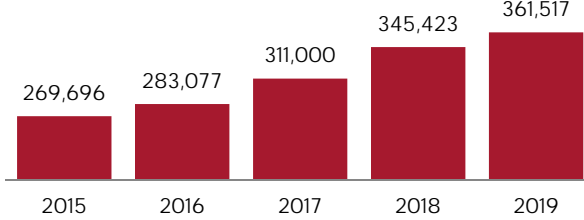
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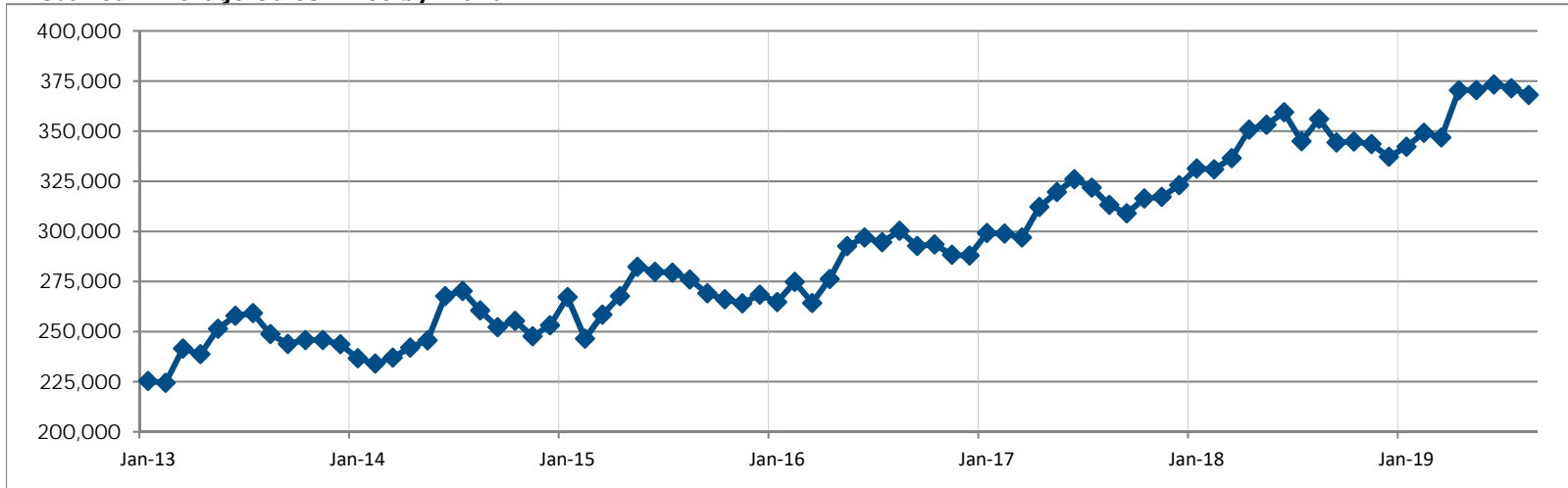


Year to Date - Average



	Average Sales Price	Percent Change
08/2015	275,997	
08/2016	300,337	8.82%
08/2017	313,214	4.29%
08/2018	356,071	13.68%
08/2019	368,101	3.38%

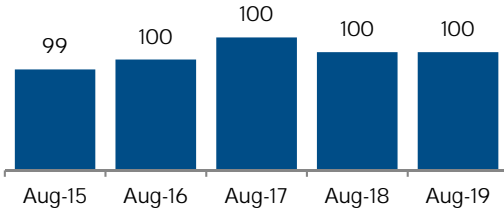
Historical Average Sales Price by Month



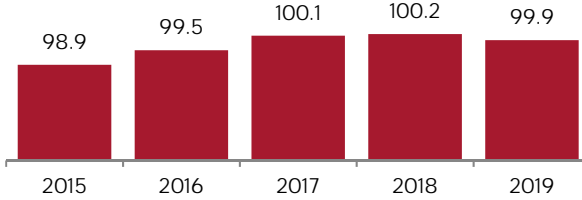
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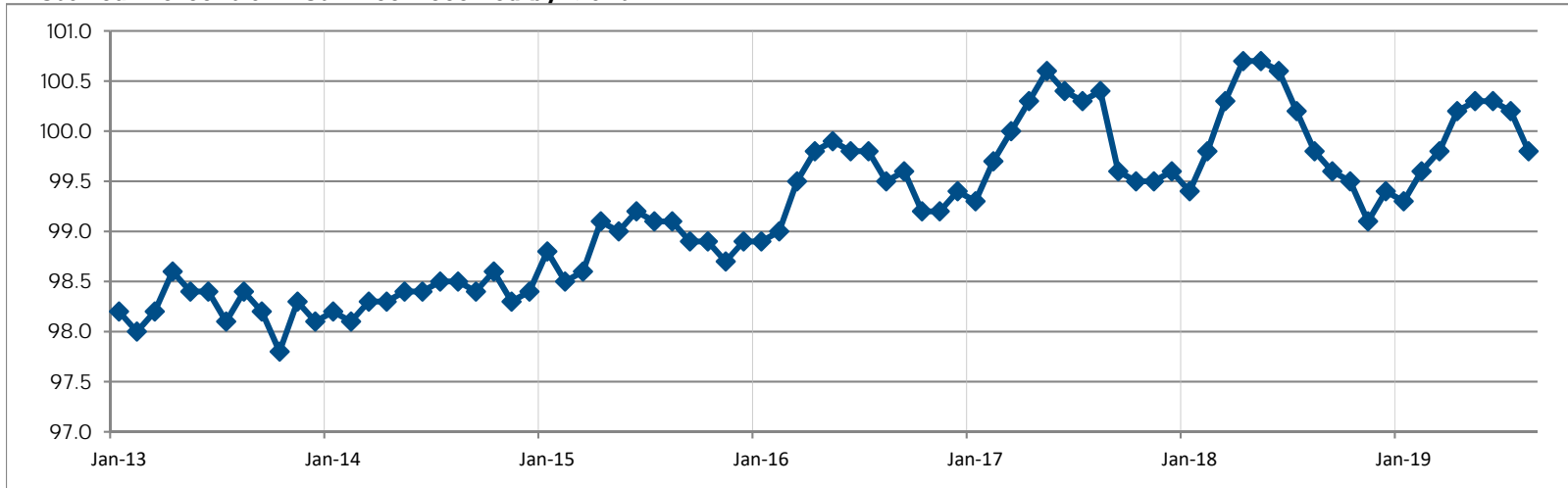


Year to Date - Average



	Pct of List Recvd	Percent Change
08/2015	99.1	
08/2016	99.5	0.40%
08/2017	100.4	0.90%
08/2018	99.8	-0.60%
08/2019	99.8	0.00%

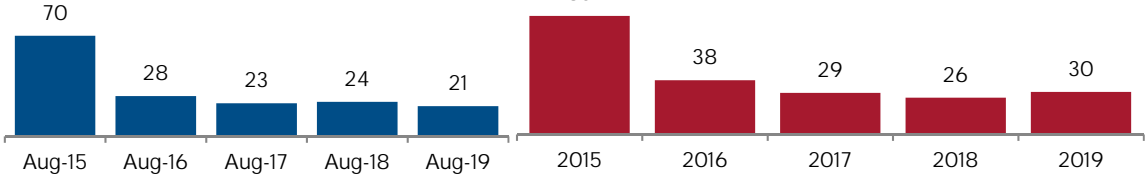
Historical Percent of List Price Received by Month



Market Overview



August



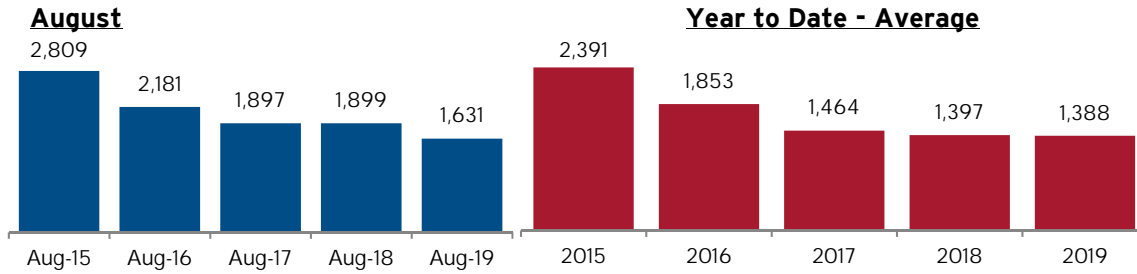
Year to Date - Average

Year	DOM	Percent Change
08/2015	70	
08/2016	28	-60.00%
08/2017	23	-17.86%
08/2018	24	4.35%
08/2019	21	-12.50%

Historical Days on Market Until Sale by Month

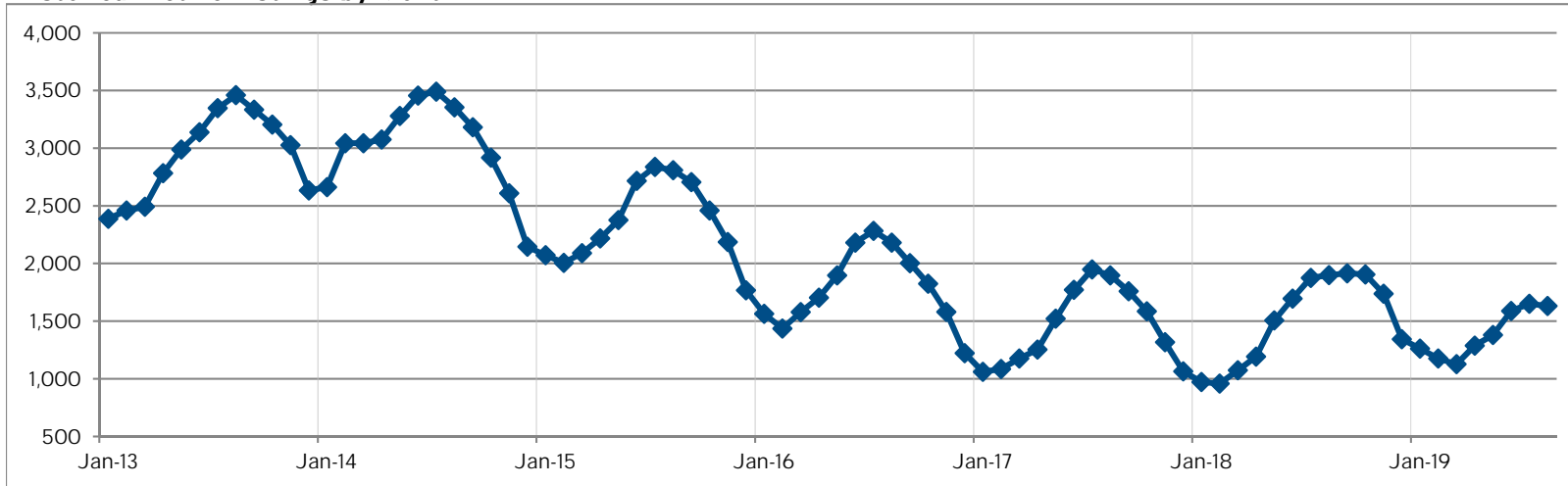


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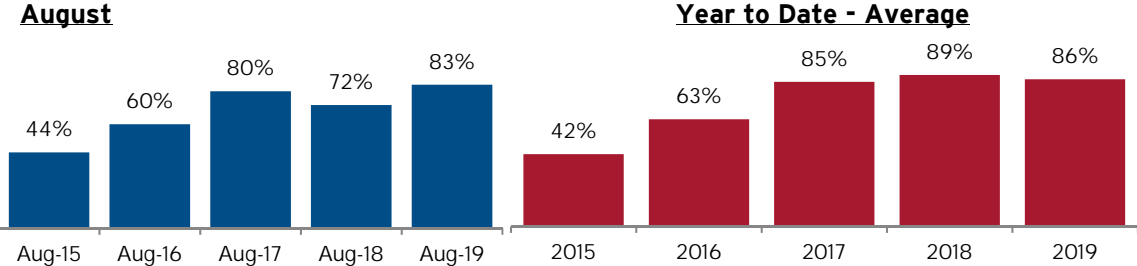


	Active Listings	Percent Change
08/2015	2,809	
08/2016	2,181	-22.36%
08/2017	1,897	-13.02%
08/2018	1,899	0.11%
08/2019	1,631	-14.11%

Historical Active Listings by Month

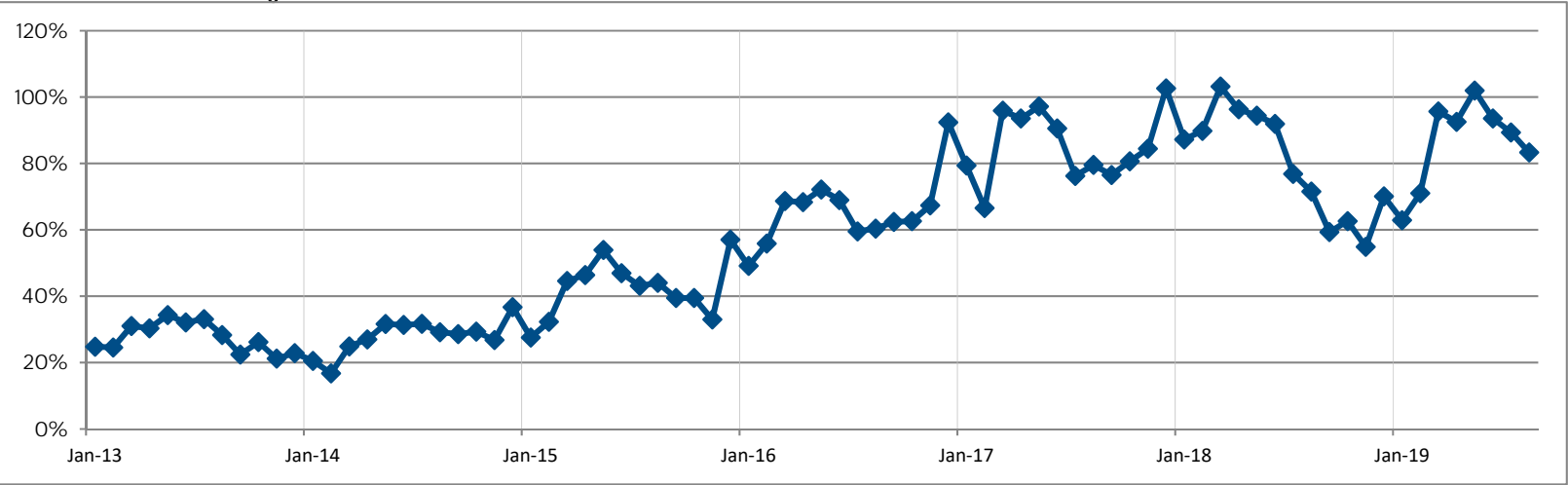


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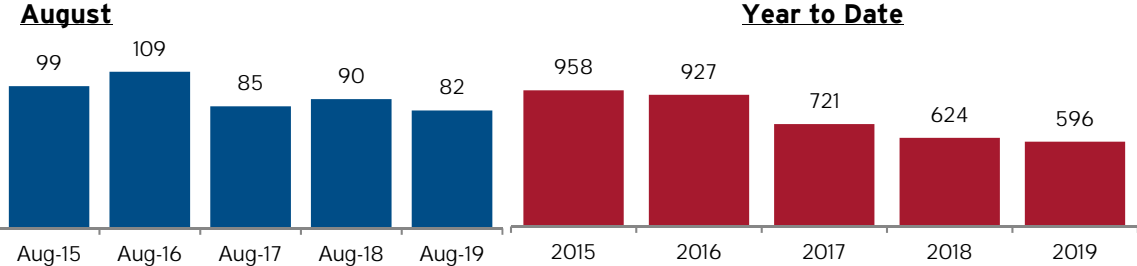


	Sales as a % of Active Listings	Percent Change
08/2015	44%	
08/2016	60%	37.12%
08/2017	80%	31.73%
08/2018	72%	-10.04%
08/2019	83%	16.43%

Sales as a % of Active Listings

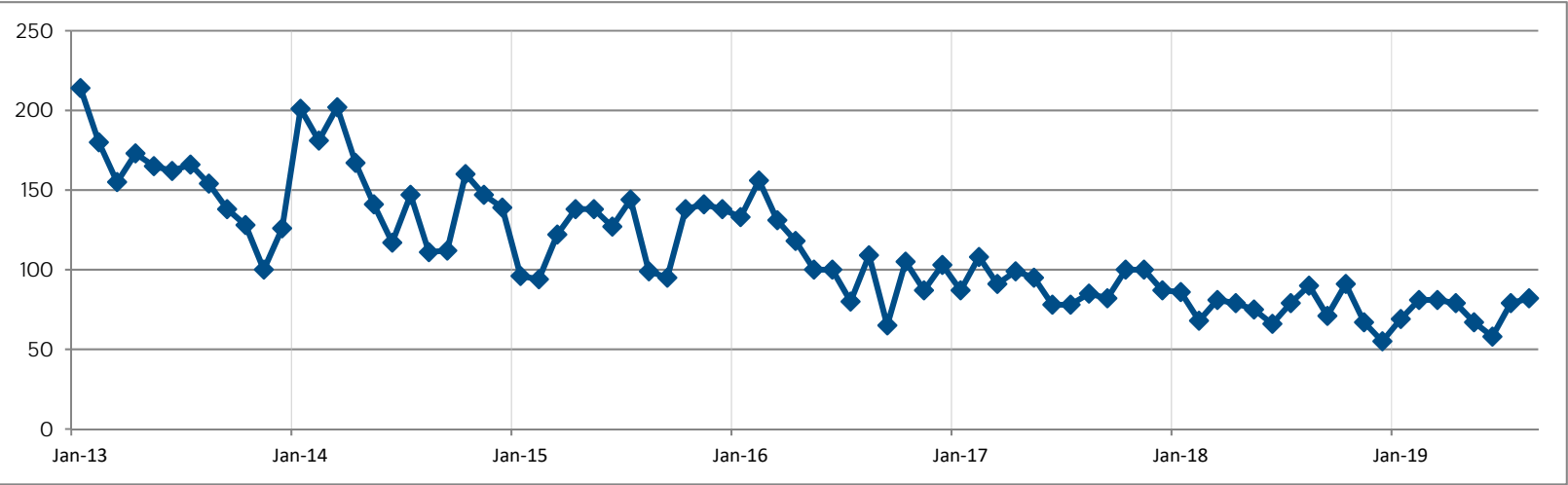


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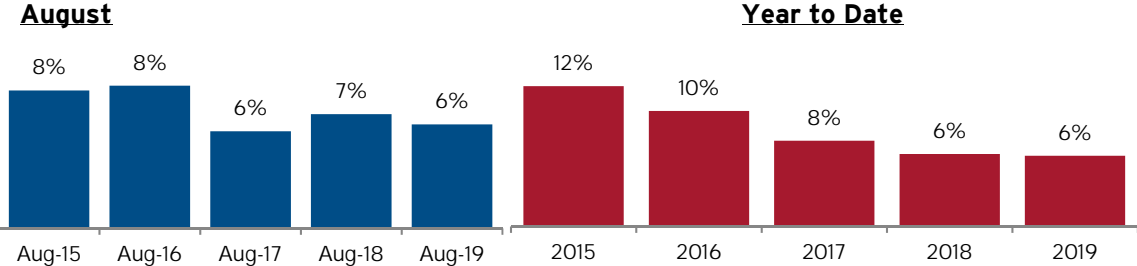


	Foreclosures	Percent Change
08/2015	99	
08/2016	109	10.10%
08/2017	85	-22.02%
08/2018	90	5.88%
08/2019	82	-8.89%

Foreclosures

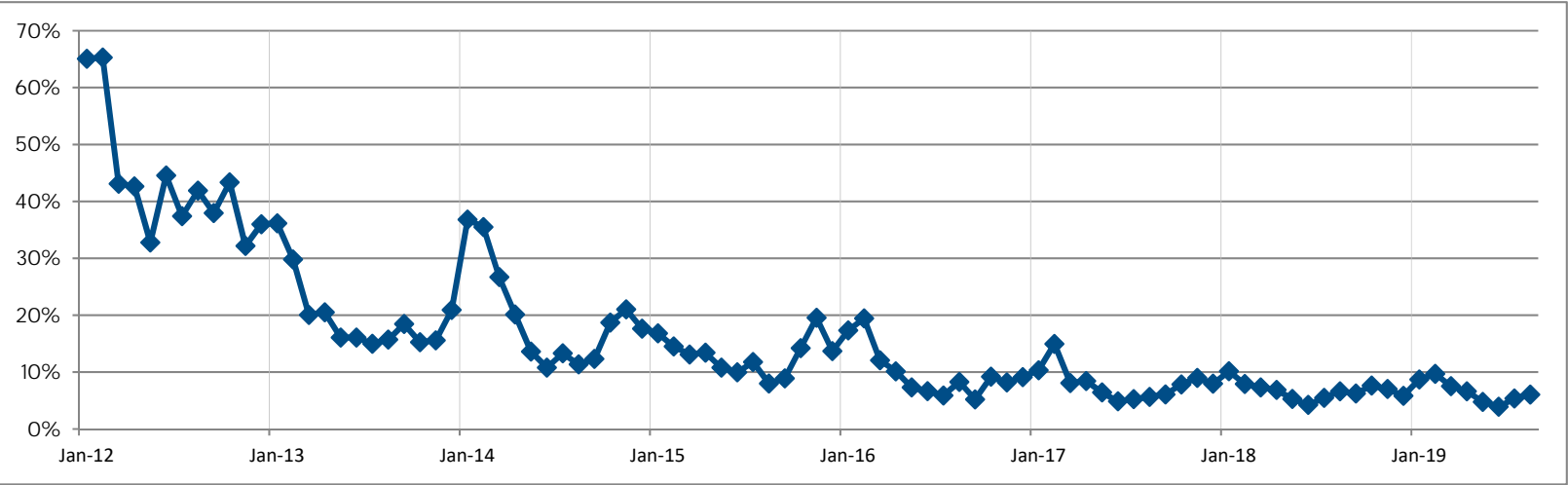


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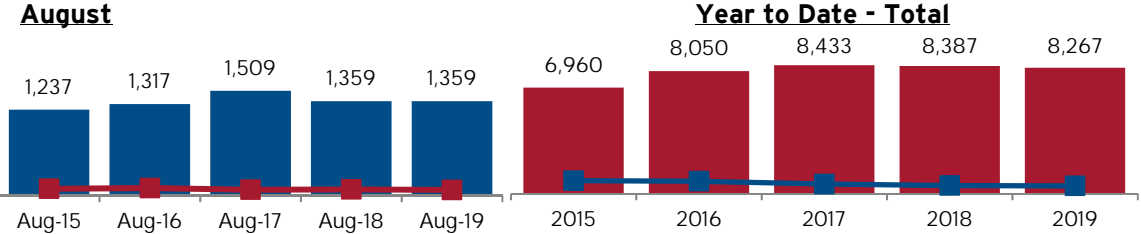


	Foreclosure as % of Sales	Percent Change
08/2015	8%	
08/2016	8%	3.41%
08/2017	6%	-31.94%
08/2018	7%	17.57%
08/2019	6%	-8.89%

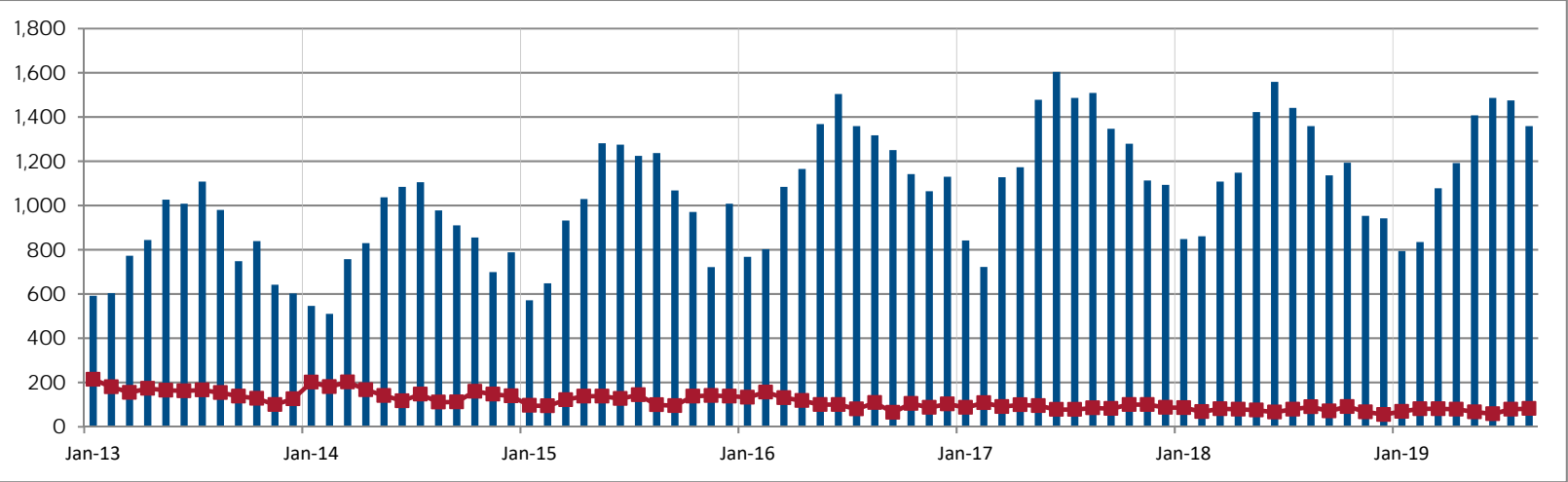
Foreclosures as a % of Sales



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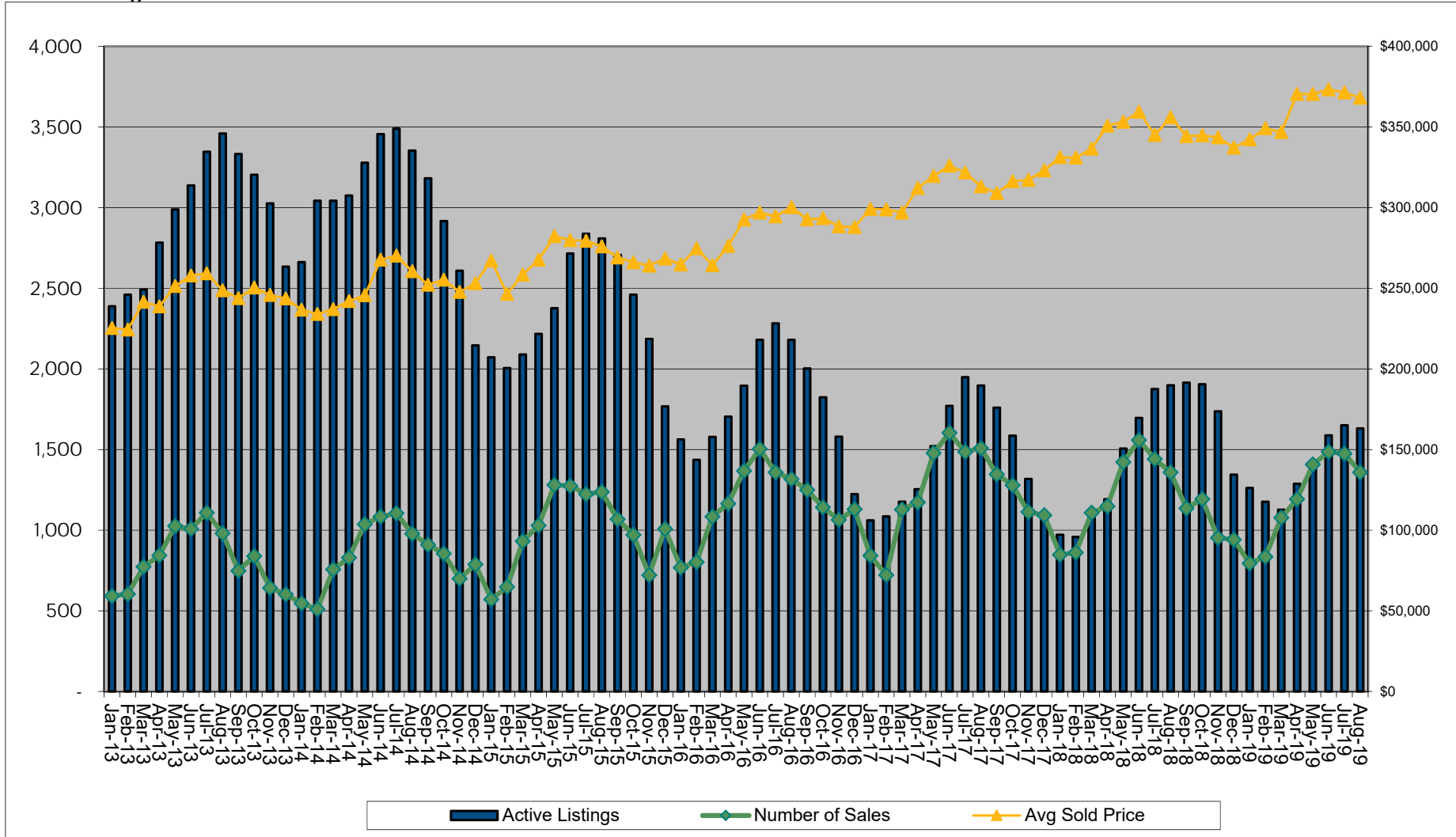
Number of Sales v Number of Foreclosures



Market Overview



Active Listings v Number Sold v Sales Price



Market Overview



Freddie Mac 30-Year Fixed-Rate Mortgage rates

