

# Market Overview

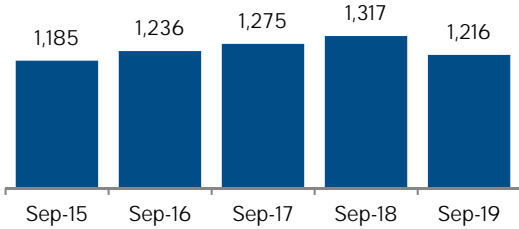


Key Metrics	Historical Sparkbars	Sep 2018	Sep 2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		1,317	1,216	-7.67%	13,543	13,159	-2.84%
Pending		842	924	9.74%	8983	9,088	1.17%
Sold Listings		1,136	1,227	8.01%	10,882	10,853	-0.27%
Median Sales Price		305,000	325,000	6.56%	305,000	326,900	7.18%
Average Sales Price		344,341	368,087	6.90%	345,302	362,247	4.91%
Pct. Of List Price Received		99.6	99.8	0.20%	100.1	99.9	-0.20%
Days on Market		25	23	-8.00%	26	29	12.93%
Active Listings		1,915	1,546	-19.27%	1,454	1,405	-3.35%

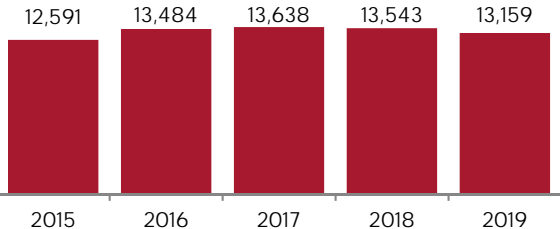
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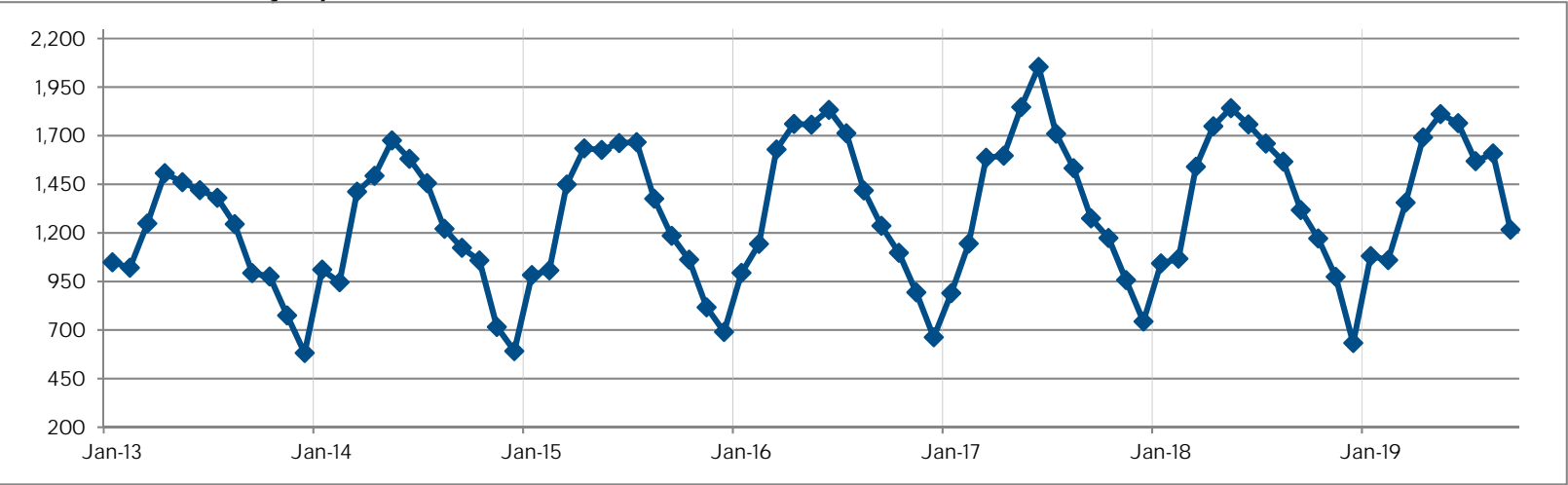


### Year to Date



	New Listings	Percent Change
09/2015	1,185	
09/2016	1,236	4.30%
09/2017	1,275	3.16%
09/2018	1,317	3.29%
09/2019	1,216	-7.67%

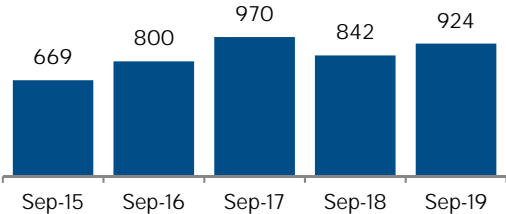
### Historical New Listings by Month



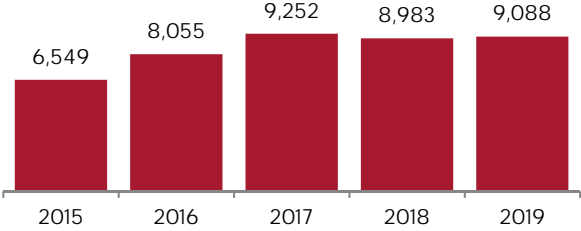
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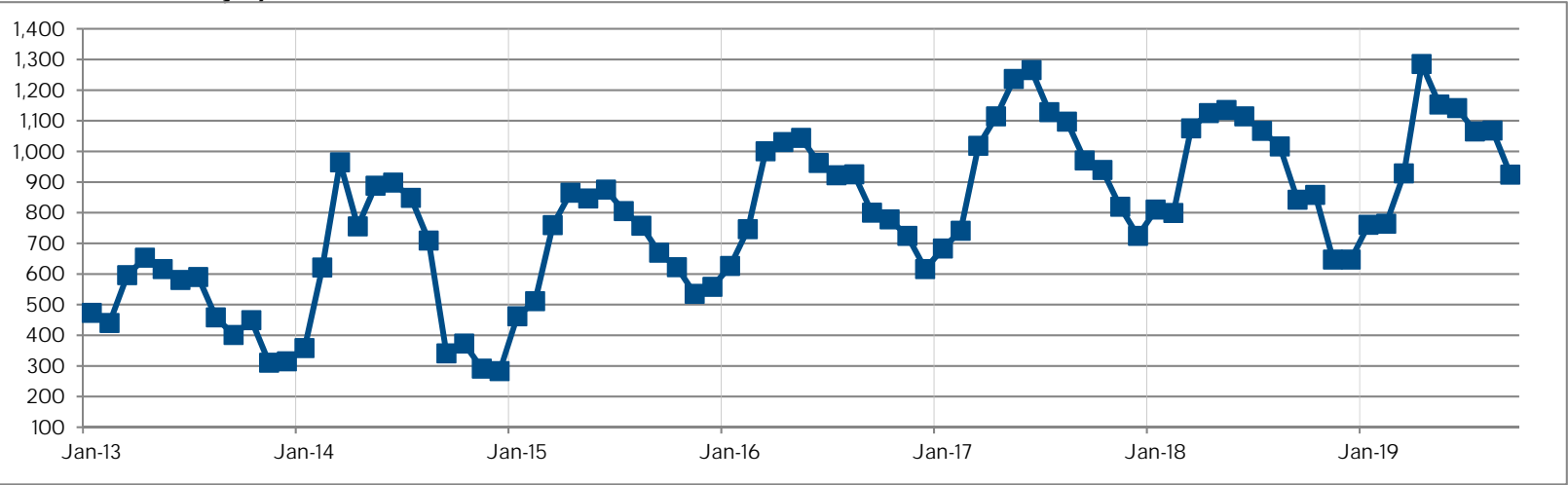


### Year to Date



	Pending	Percent Change
09/2015	669	
09/2016	800	19.58%
09/2017	970	21.25%
09/2018	842	-13.20%
09/2019	924	9.74%

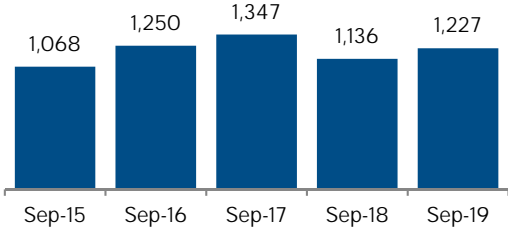
### Historical Pending by Month



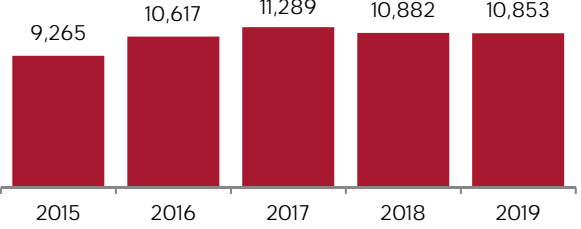
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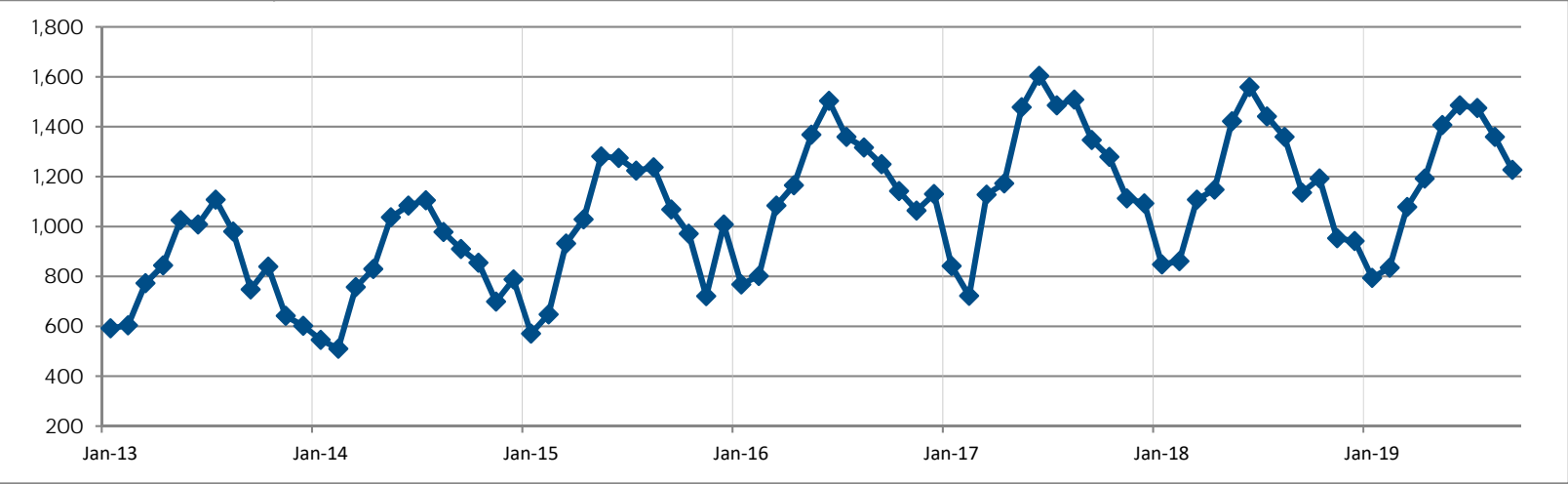


### Year to Date



	Sold Listings	Percent Change
09/2015	1,068	
09/2016	1,250	17.04%
09/2017	1,347	7.76%
09/2018	1,136	-15.66%
09/2019	1,227	8.01%

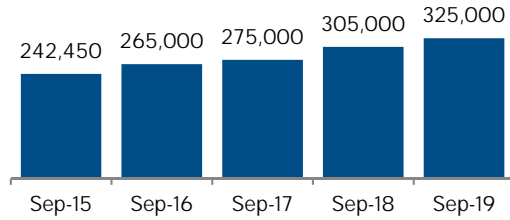
### Historical Sold Listings by Month



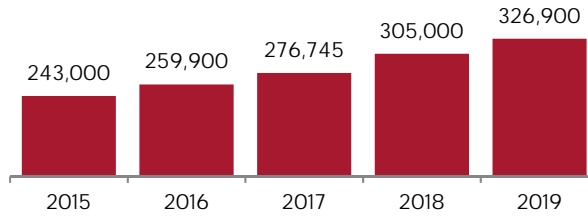
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## September

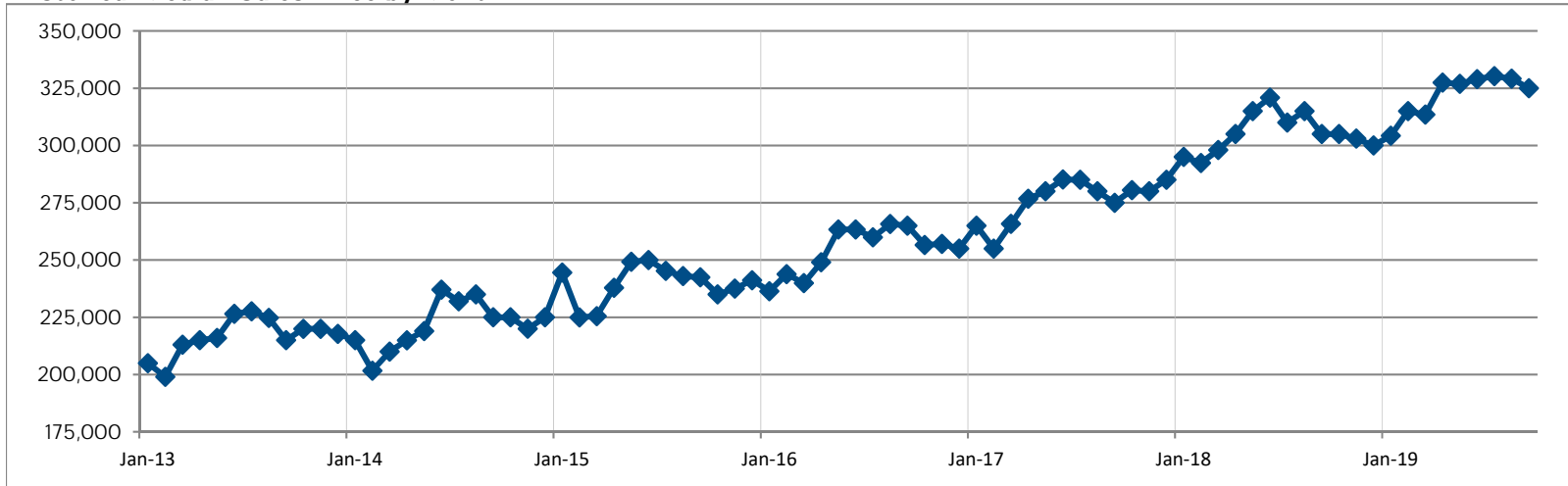


## Year to Date - Median



	Median Sales Price	Percent Change
09/2015	242,450	
09/2016	265,000	9.30%
09/2017	275,000	3.77%
09/2018	305,000	10.91%
09/2019	325,000	6.56%

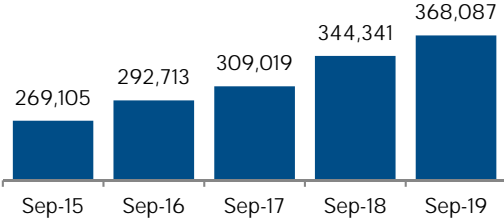
## Historical Median Sales Price by Month



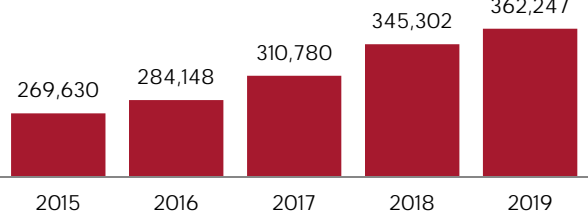
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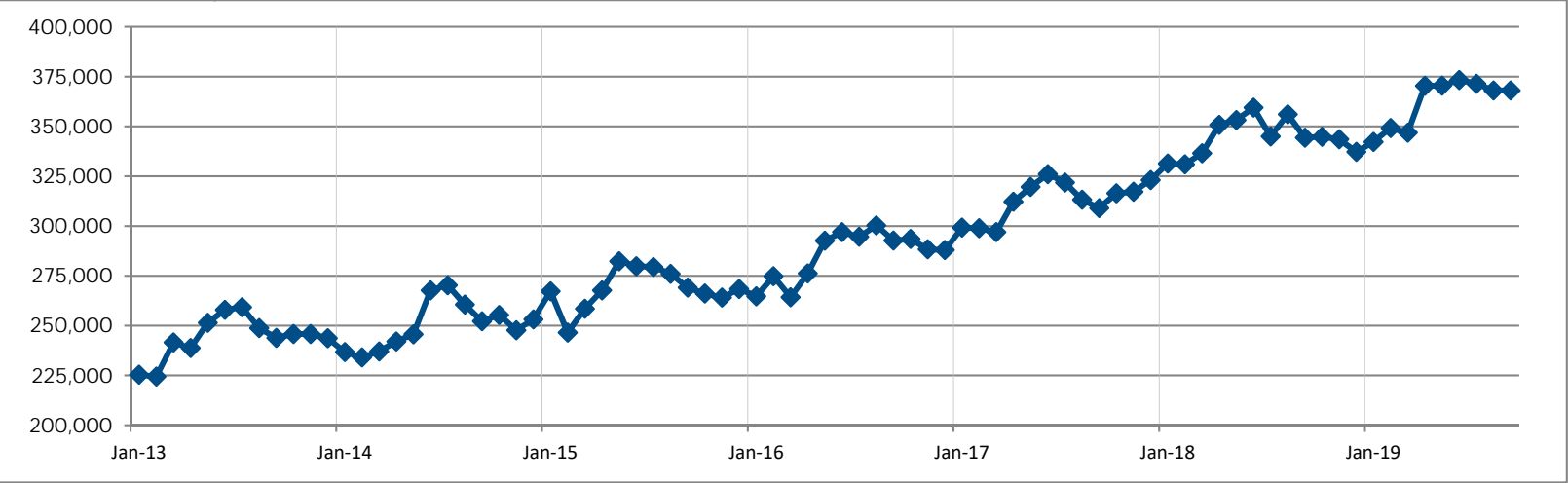


### Year to Date - Average



	Average Sales Price	Percent Change
09/2015	269,105	
09/2016	292,713	8.77%
09/2017	309,019	5.57%
09/2018	344,341	11.43%
09/2019	368,087	6.90%

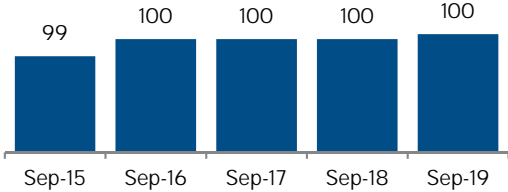
### Historical Average Sales Price by Month



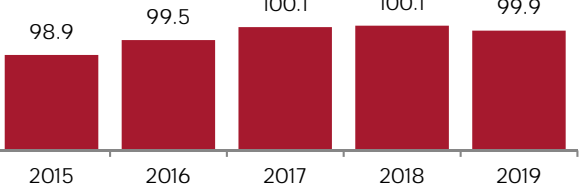
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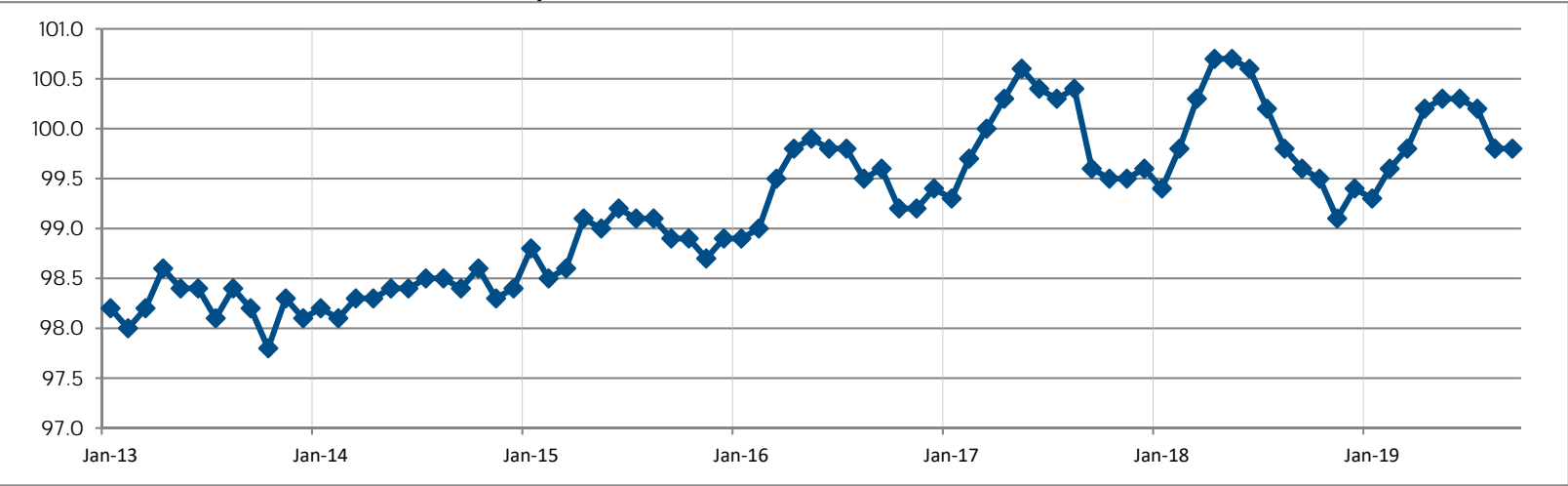


### Year to Date - Average



	Pct of List Recvd	Percent Change
09/2015	98.9	
09/2016	99.6	0.71%
09/2017	99.6	0.00%
09/2018	99.6	0.00%
09/2019	99.8	0.20%

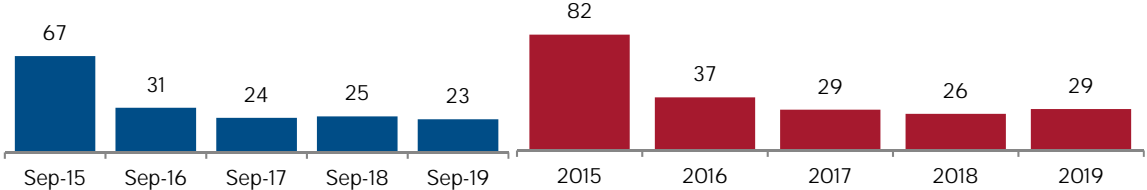
### Historical Percent of List Price Received by Month



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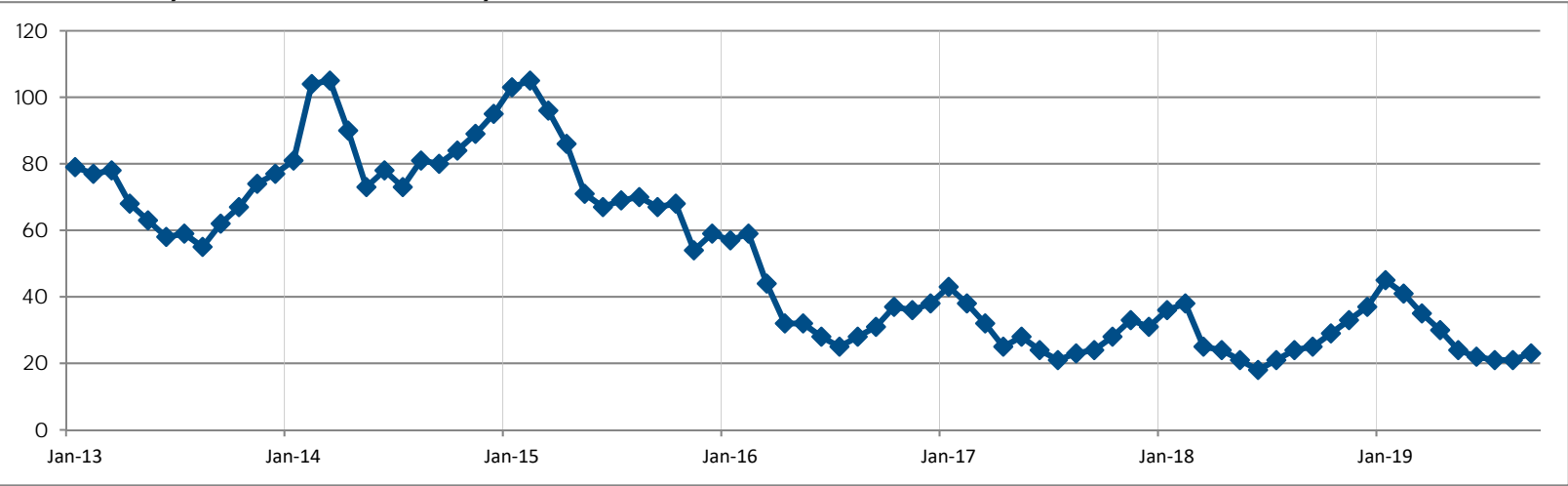
## September



## Year to Date - Average

	DOM	Percent Change
09/2015	67	
09/2016	31	-53.73%
09/2017	24	-22.58%
09/2018	25	4.17%
09/2019	23	-8.00%

## Historical Days on Market Until Sale by Month

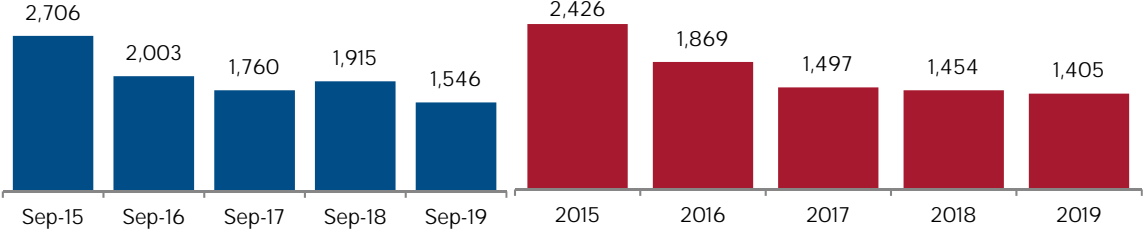




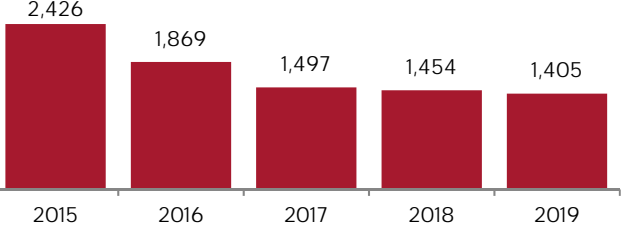
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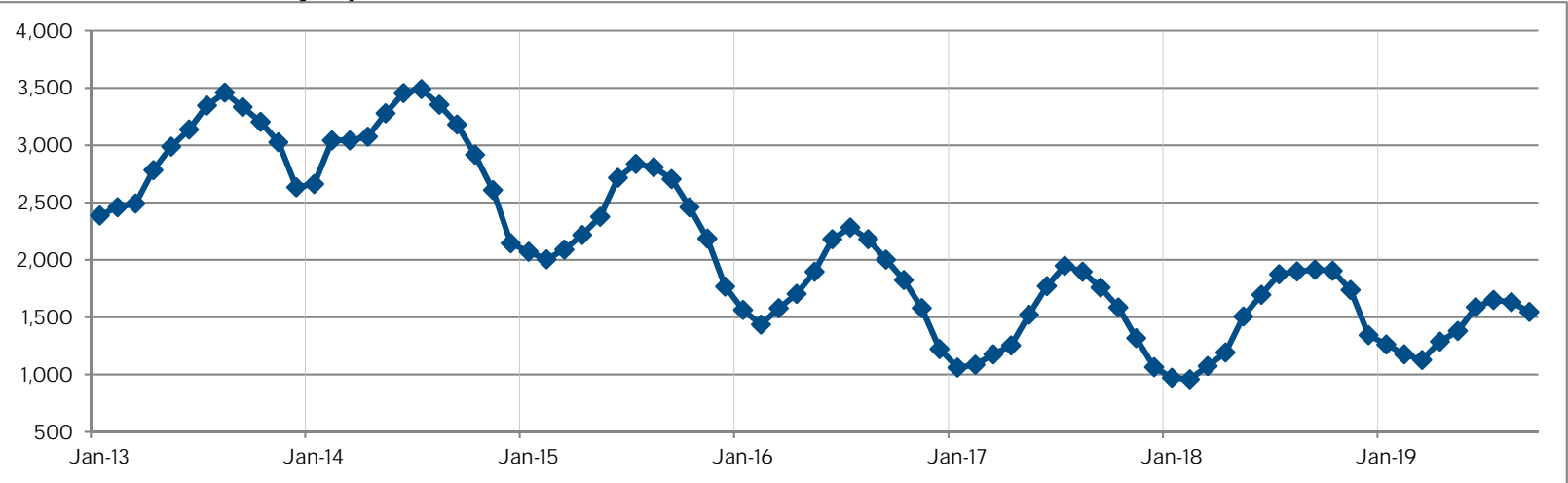


### Year to Date - Average



	Active Listings	Percent Change
09/2015	2,706	
09/2016	2,003	-25.98%
09/2017	1,760	-12.13%
09/2018	1,915	8.81%
09/2019	1,546	-19.27%

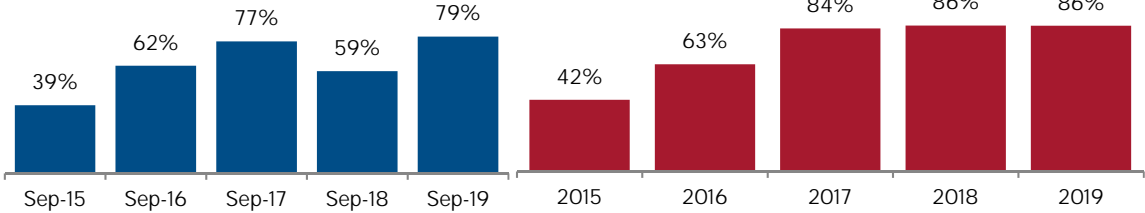
### Historical Active Listings by Month



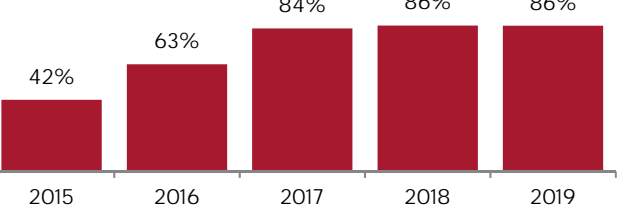
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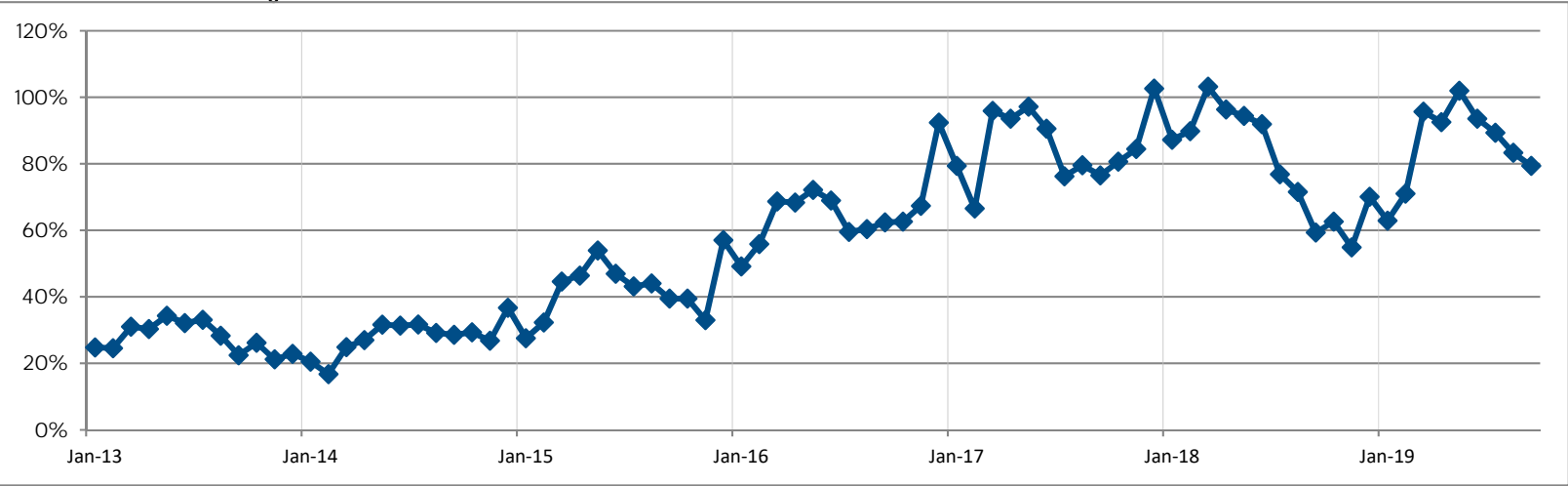


### Year to Date - Average



	Sales as a % of Active Listings	Percent Change
09/2015	39%	
09/2016	62%	58.12%
09/2017	77%	22.64%
09/2018	59%	-22.49%
09/2019	79%	33.79%

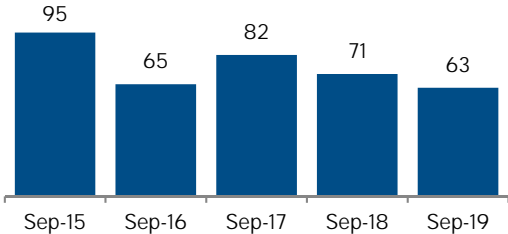
### Sales as a % of Active Listings



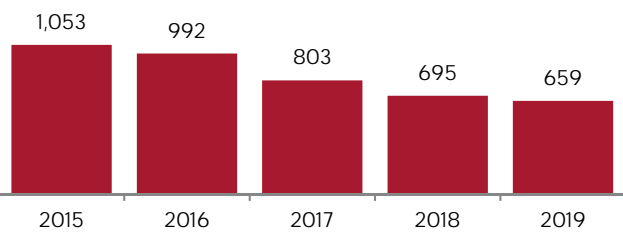
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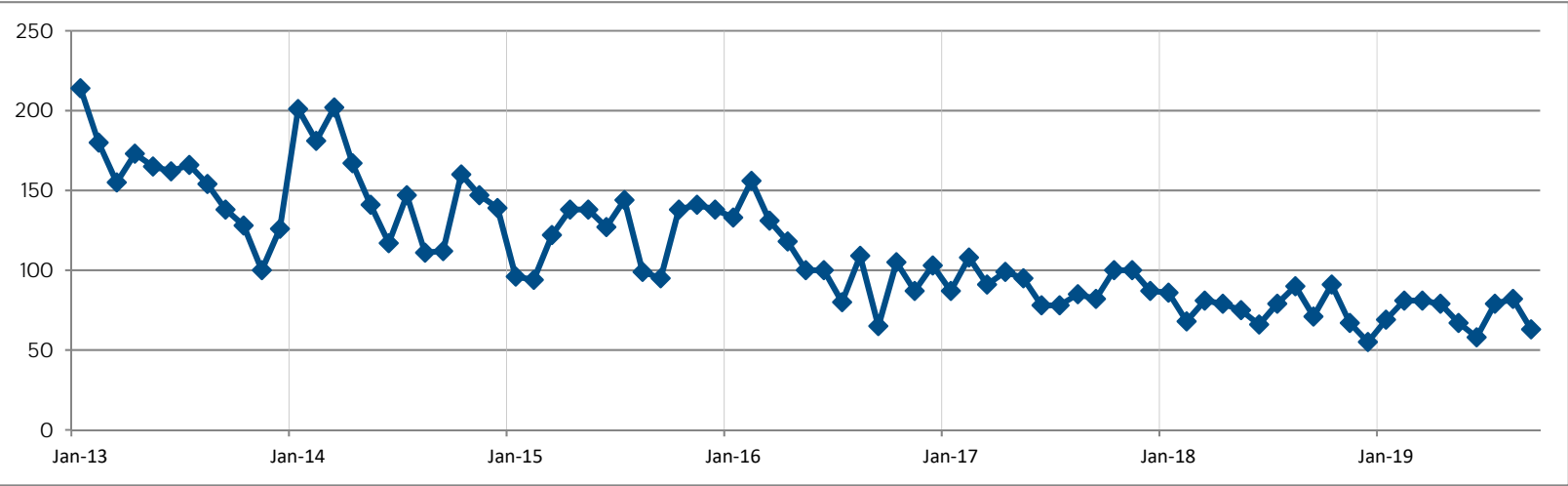


### Year to Date



	Foreclosures	Percent Change
09/2015	95	
09/2016	65	-31.58%
09/2017	82	26.15%
09/2018	71	-13.41%
09/2019	63	-11.27%

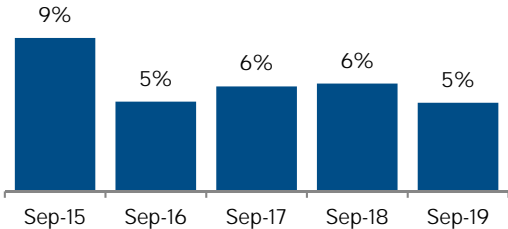
### Foreclosures



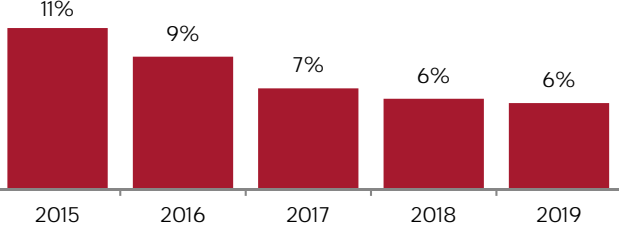
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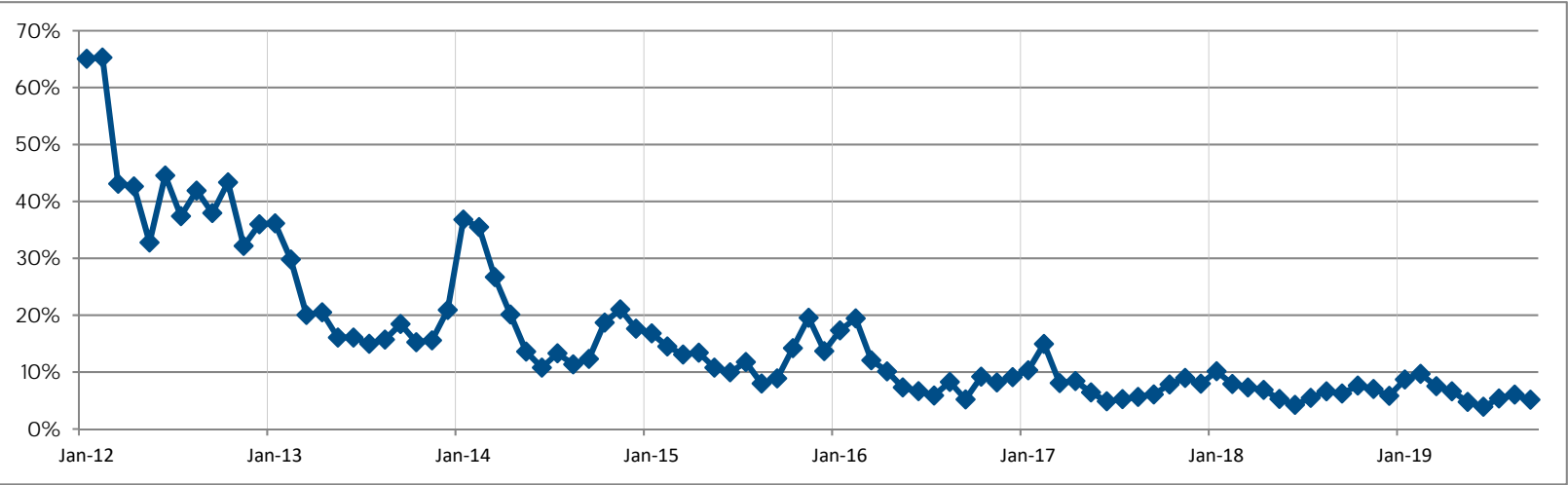


### Year to Date

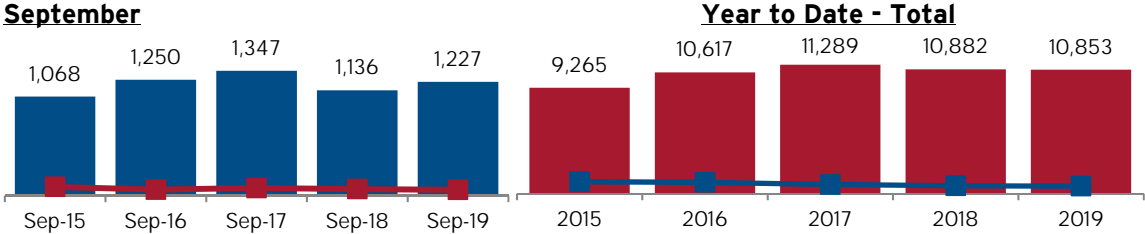


	Foreclosure as % of Sales	Percent Change
09/2015	9%	
09/2016	5%	-41.54%
09/2017	6%	17.07%
09/2018	6%	2.67%
09/2019	5%	-17.85%

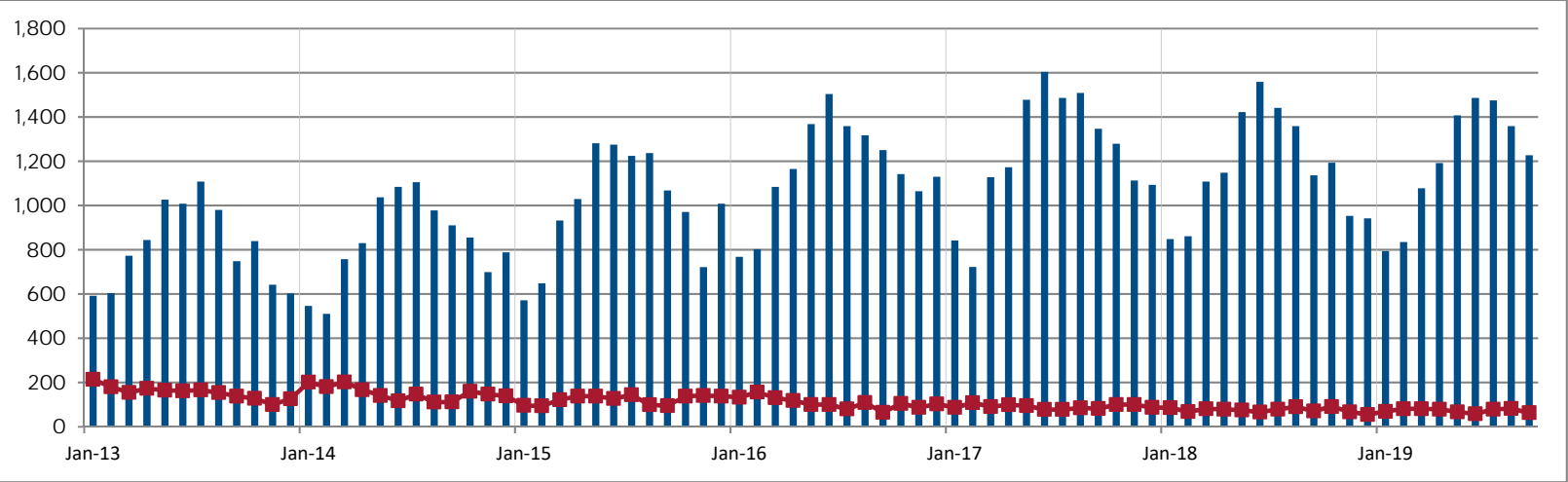
### Foreclosures as a % of Sales



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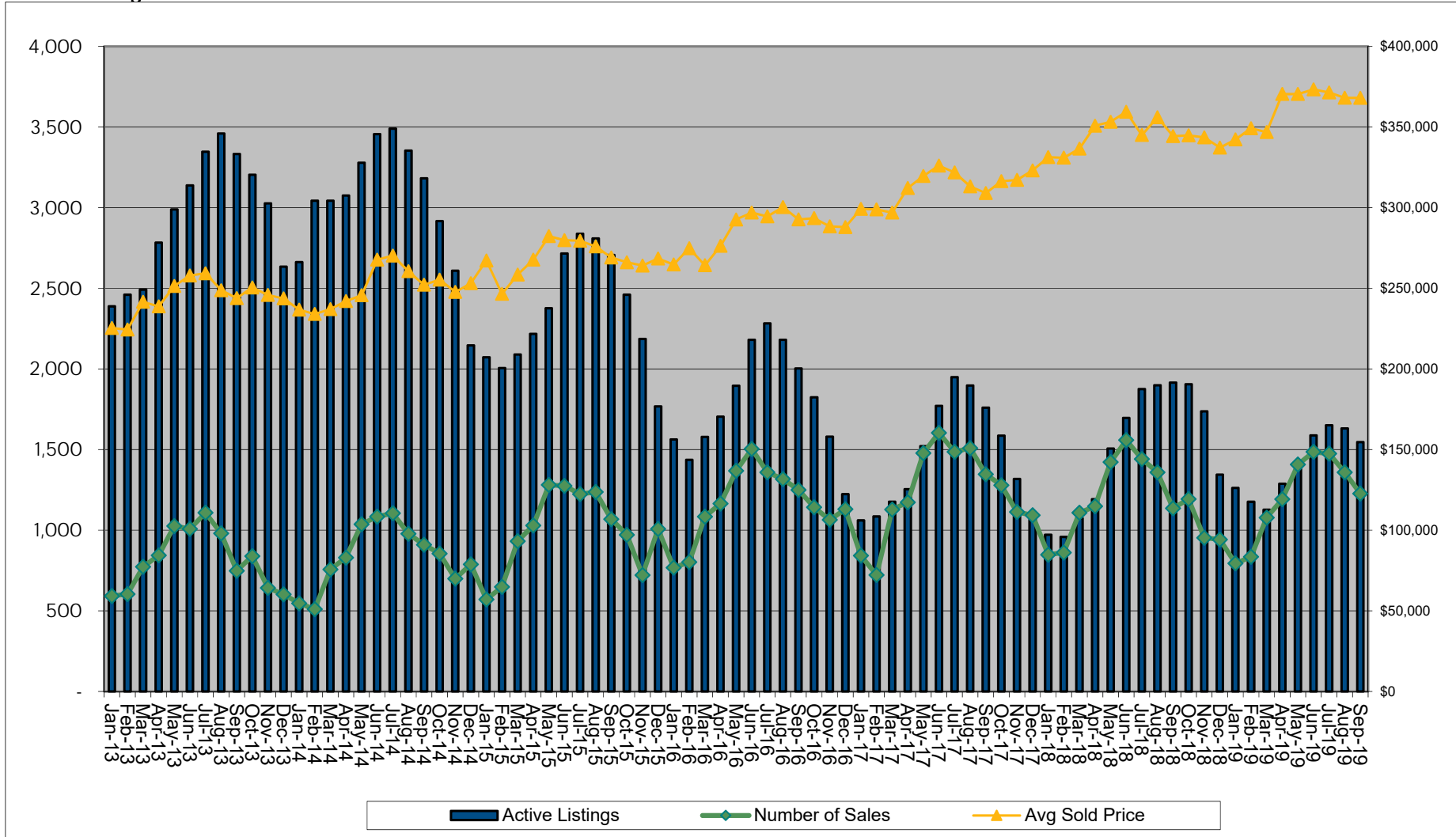
Number of Sales v Number of Foreclosures



# Market Overview



Active Listings v Number Sold v Sales Price



# Market Overview



## Freddie Mac 30-Year Fixed-Rate Mortgage rates

