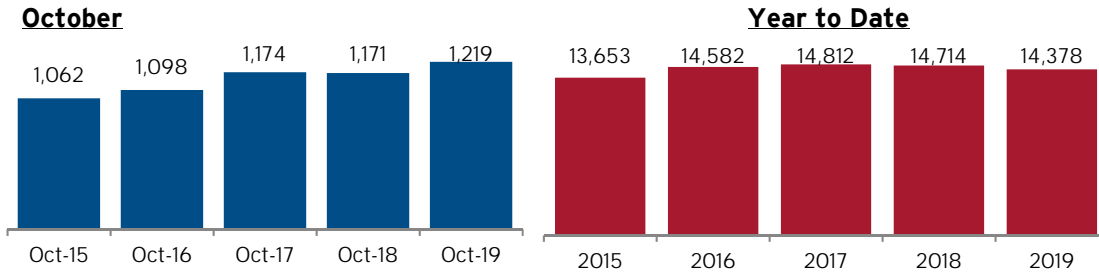


Market Overview



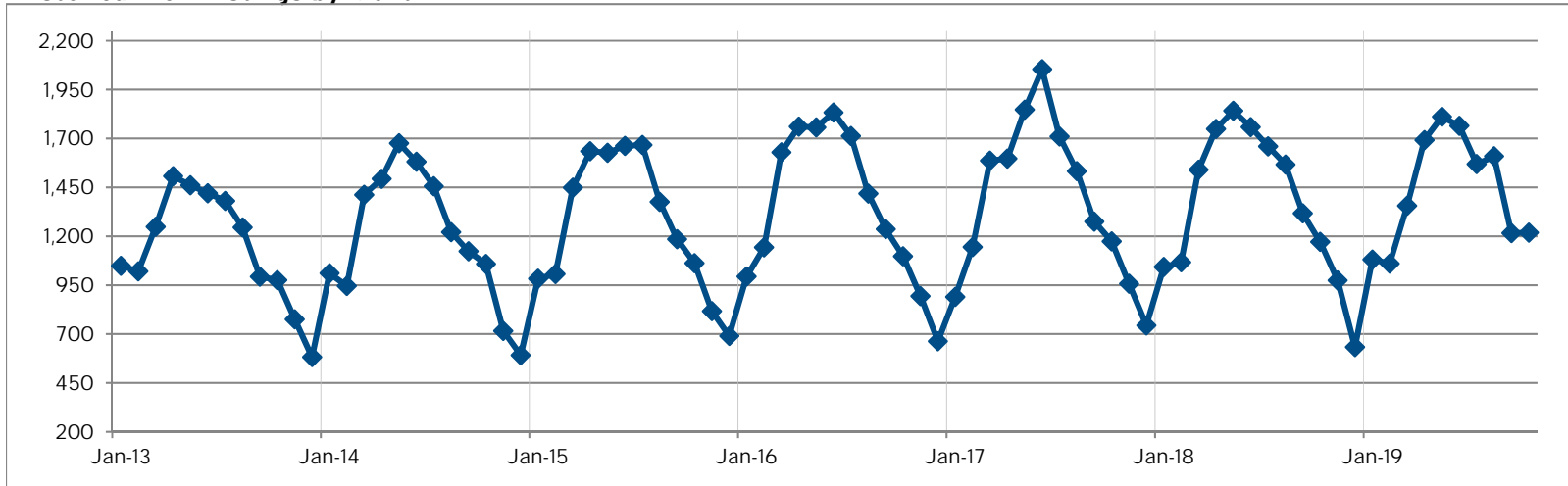
Key Metrics	Historical Sparkbars	Oct 2018	Oct 2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		1,171	1,219	4.10%	14,714	14,378	-2.28%
Pending		858	961	12.00%	9841	10,049	2.11%
Sold Listings		1,193	1,274	6.79%	12,075	12,127	0.43%
Median Sales Price		305,000	335,000	9.84%	305,000	327,177	7.27%
Average Sales Price		344,849	371,695	7.78%	345,257	363,192	5.19%
Pct. Of List Price Received		99.5	99.7	0.20%	100.1	99.9	-0.16%
Days on Market		29	27	-6.90%	26	29	10.73%
Active Listings		1,905	1,420	-25.46%	1,499	1,407	-6.16%

Market Overview



	New Listings	Percent Change
10/2015	1,062	
10/2016	1,098	3.39%
10/2017	1,174	6.92%
10/2018	1,171	-0.26%
10/2019	1,219	4.10%

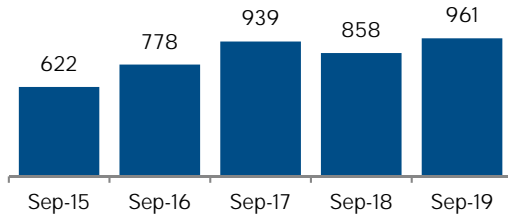
Historical New Listings by Month



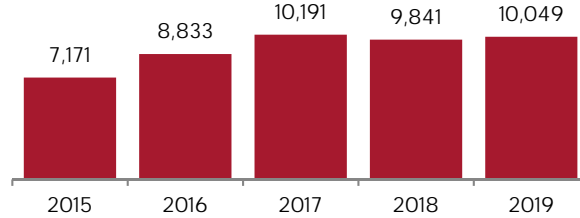
Market Overview



October

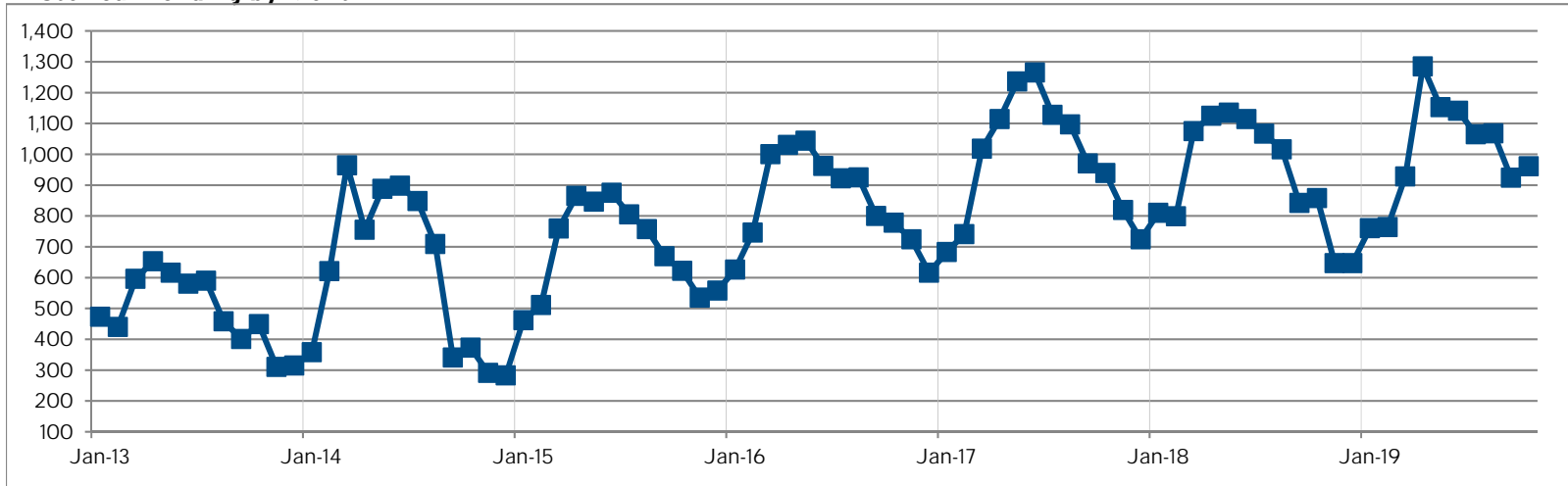


Year to Date

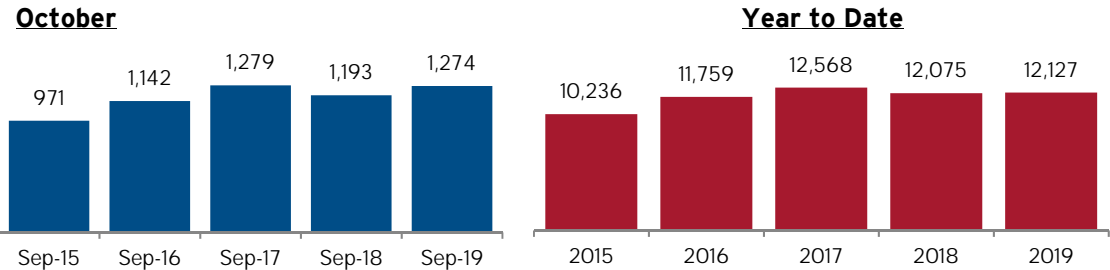


	Pending	Percent Change
10/2015	622	
10/2016	778	25.08%
10/2017	939	20.69%
10/2018	858	-8.63%
10/2019	961	12.00%

Historical Pending by Month

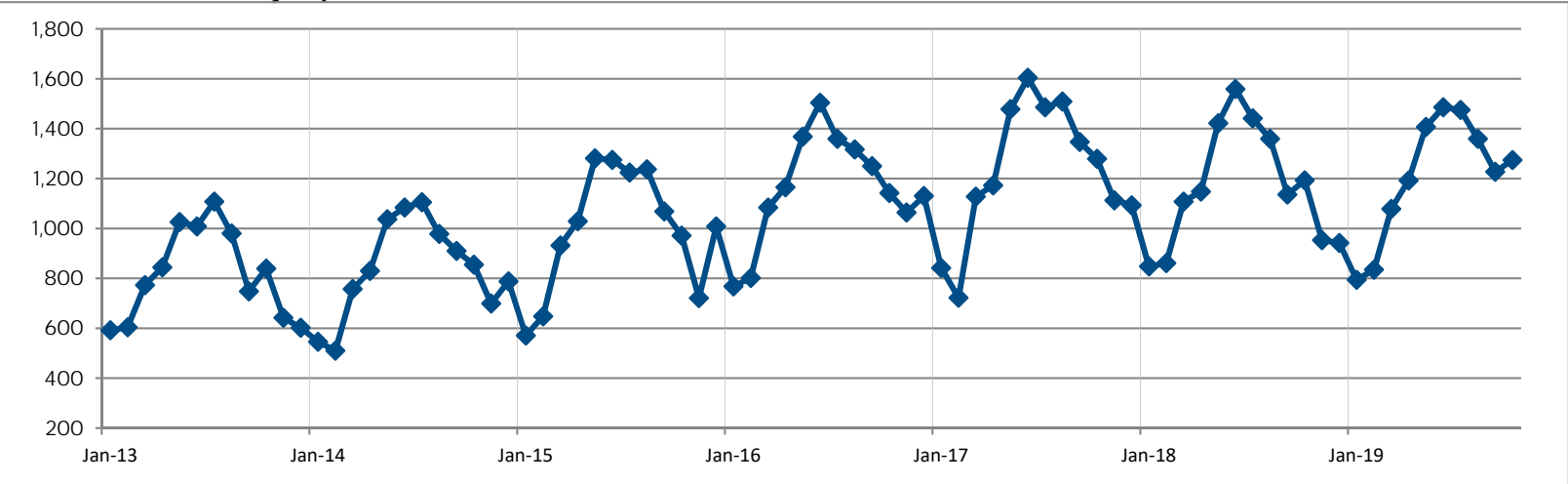


Market Overview



	Sold Listings	Percent Change
10/2015	971	
10/2016	1,142	17.61%
10/2017	1,279	12.00%
10/2018	1,193	-6.72%
10/2019	1,274	6.79%

Historical Sold Listings by Month

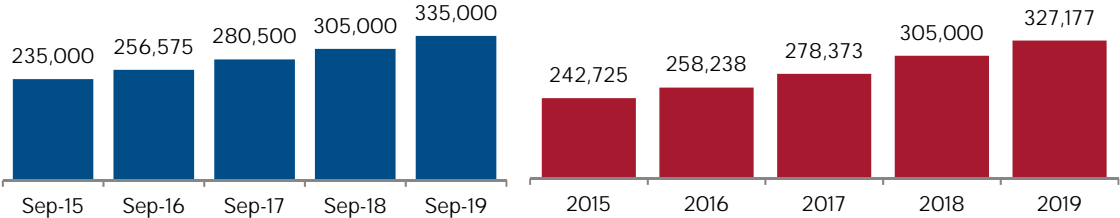


Market Overview



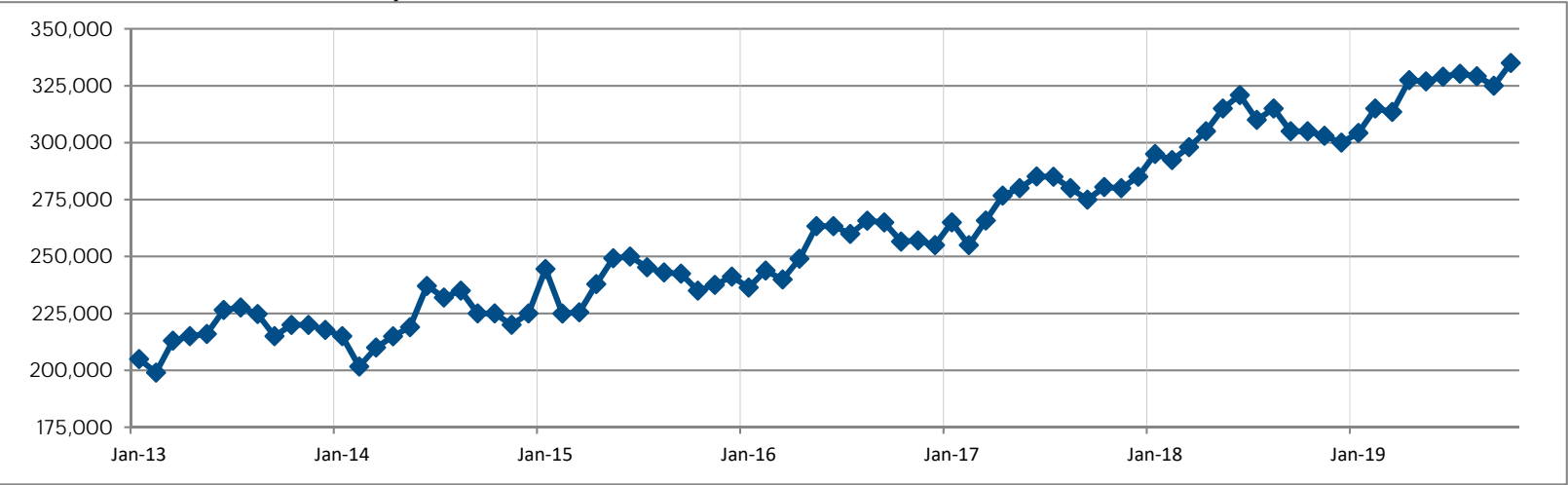
October

Year to Date - Median



	Median Sales Price	Percent Change
10/2015	235,000	
10/2016	256,575	9.18%
10/2017	280,500	9.32%
10/2018	305,000	8.73%
10/2019	335,000	9.84%

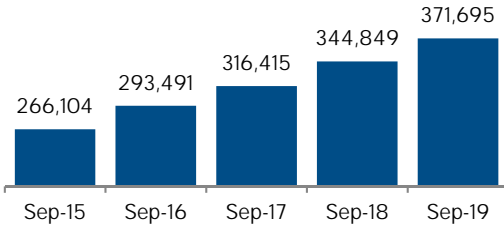
Historical Median Sales Price by Month



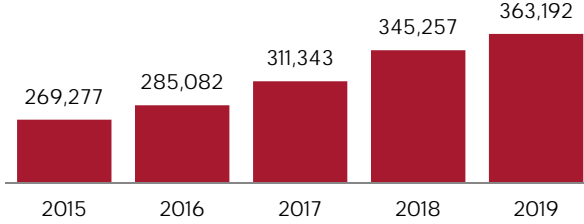
Market Overview



October

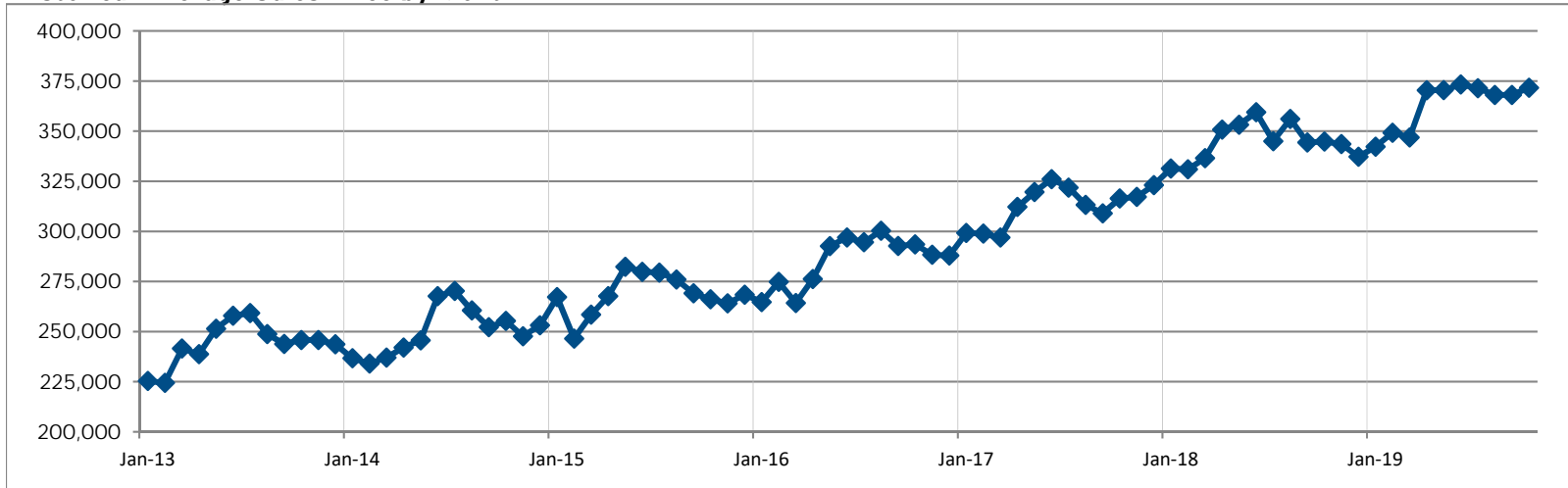


Year to Date - Average



	Average Sales Price	Percent Change
10/2015	266,104	
10/2016	293,491	10.29%
10/2017	316,415	7.81%
10/2018	344,849	8.99%
10/2019	371,695	7.78%

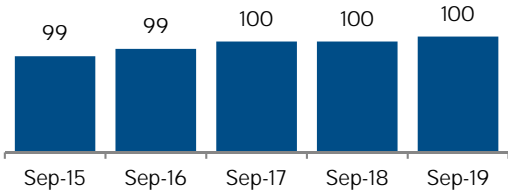
Historical Average Sales Price by Month



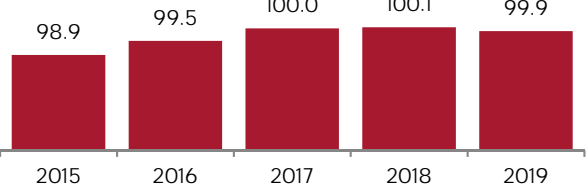
Market Overview



October

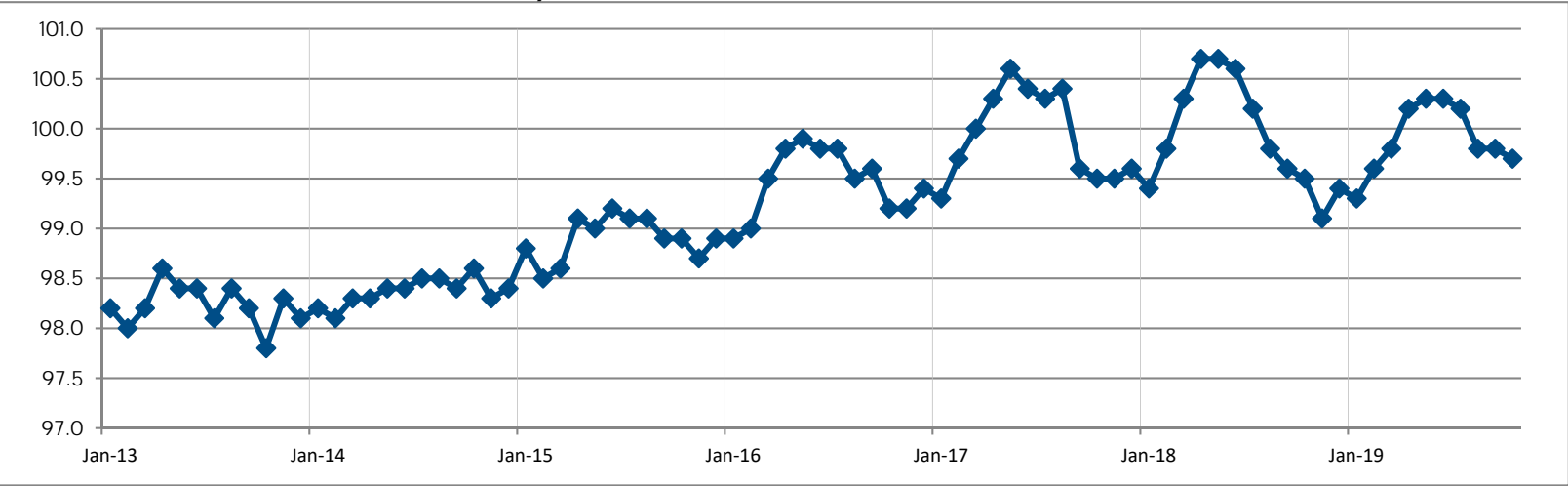


Year to Date - Average



	Pct of List Recvd	Percent Change
10/2015	98.9	
10/2016	99.2	0.30%
10/2017	99.5	0.30%
10/2018	99.5	0.00%
10/2019	99.7	0.20%

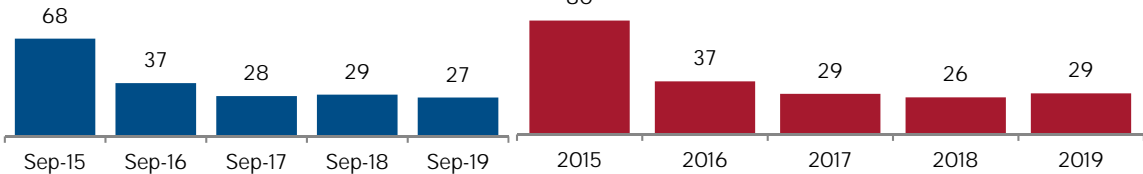
Historical Percent of List Price Received by Month



Market Overview



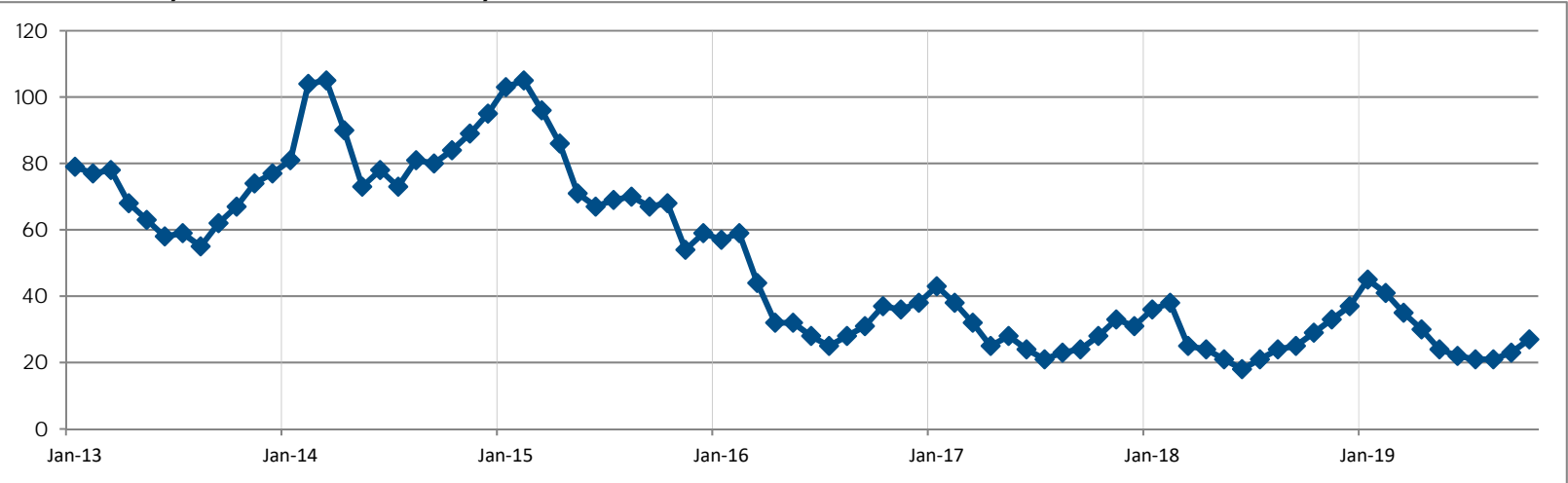
October



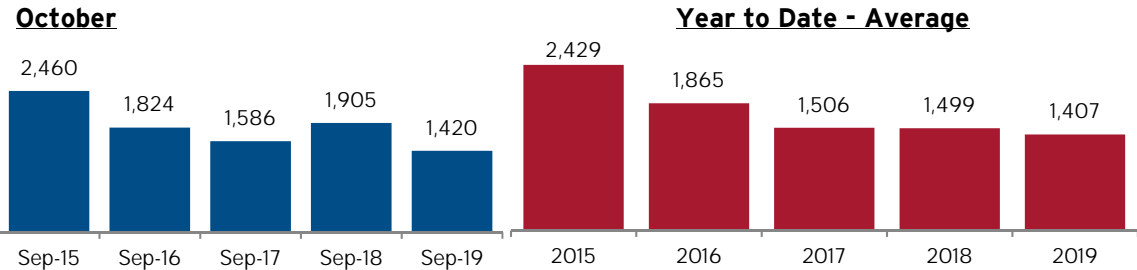
Year to Date - Average

	DOM	Percent Change
10/2015	68	
10/2016	37	-45.59%
10/2017	28	-24.32%
10/2018	29	3.57%
10/2019	27	-6.90%

Historical Days on Market Until Sale by Month

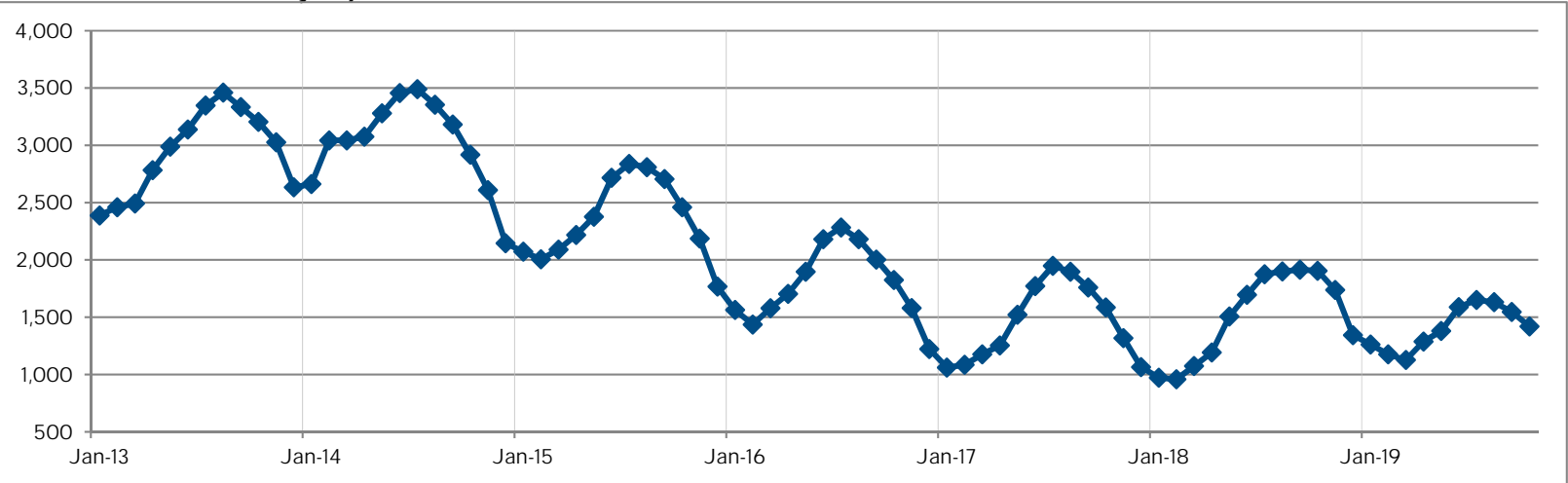


Market Overview



	Active Listings	Percent Change
10/2015	2,460	
10/2016	1,824	-25.85%
10/2017	1,586	-13.05%
10/2018	1,905	20.11%
10/2019	1,420	-25.46%

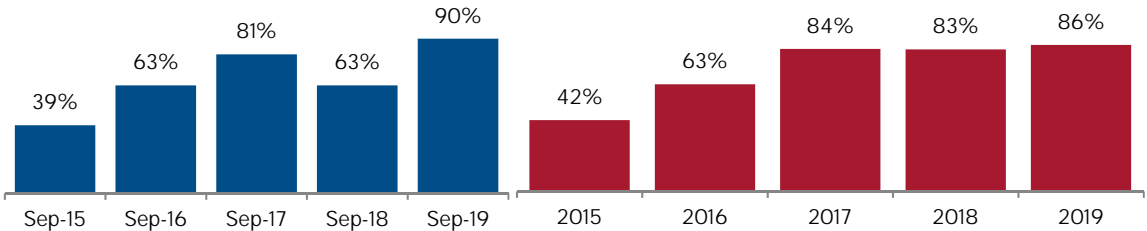
Historical Active Listings by Month



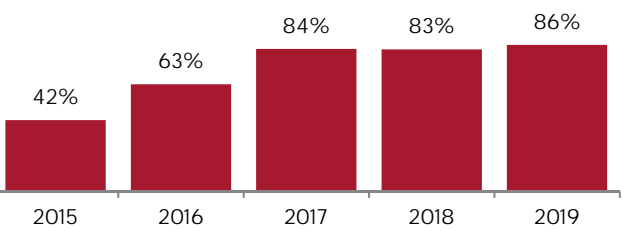
Market Overview



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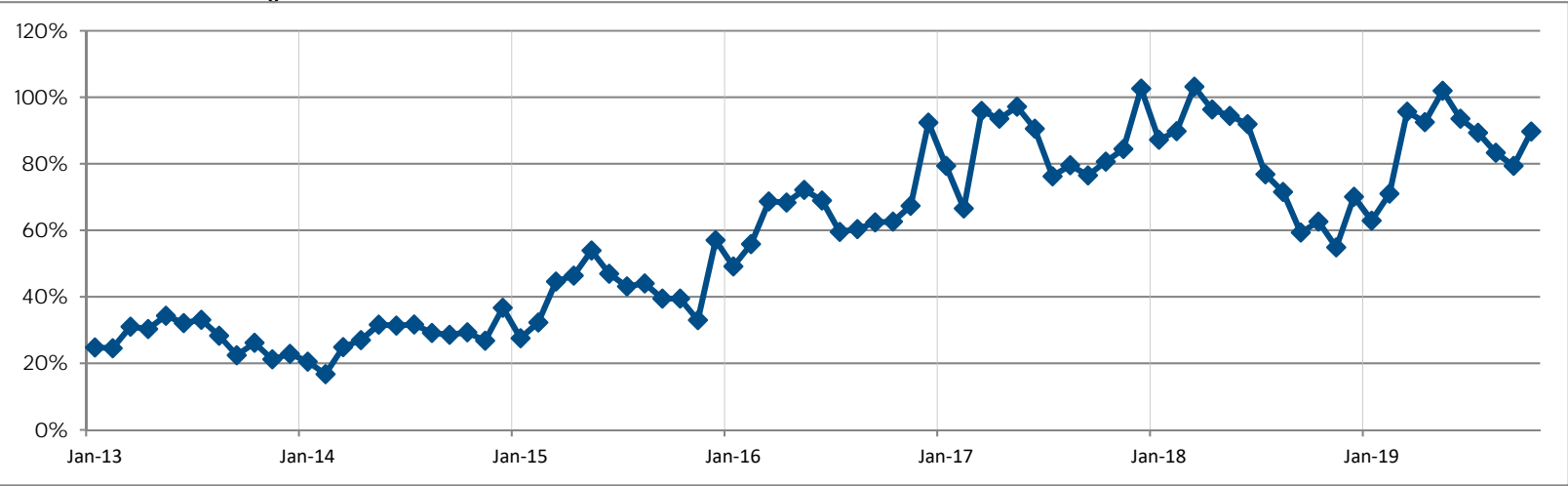


Year to Date - Average

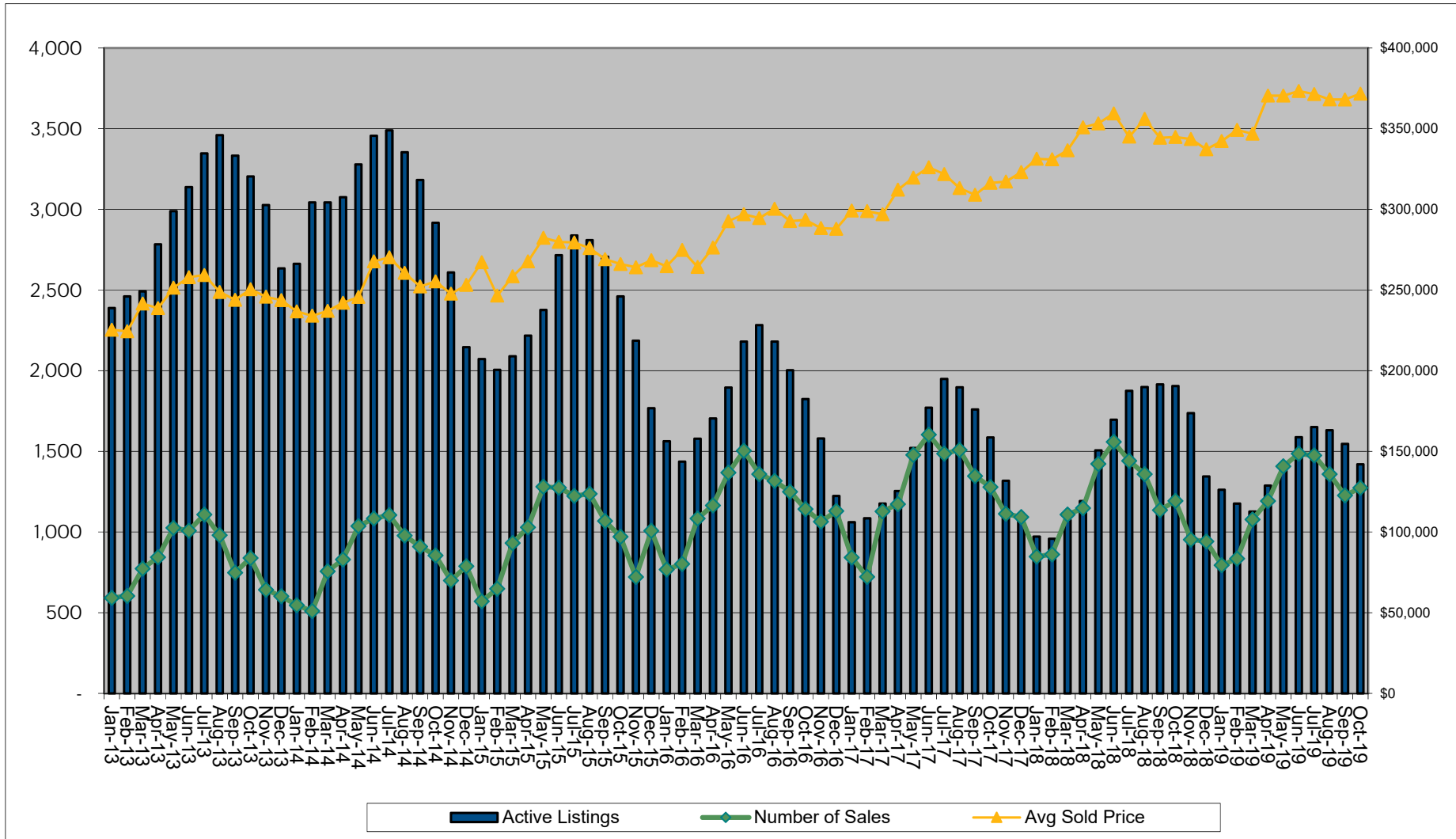


	Sales as a % of Active Listings	Percent Change
10/2015	39%	
10/2016	63%	58.62%
10/2017	81%	28.80%
10/2018	63%	-22.34%
10/2019	90%	43.26%

Sales as a % of Active Listings



Market Overview



Market Overview

