

Market Overview



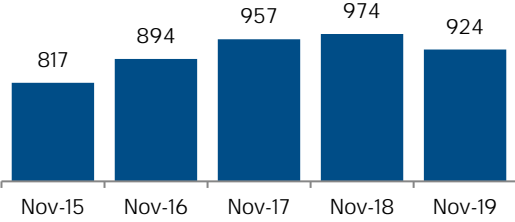
Key Metrics	Historical Sparkbars	Nov 2018	Nov 2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		974	924	-5.13%	15,688	15,302	-2.46%
Pending		647	767	18.55%	10,488	10,816	3.13%
Sold Listings		953	1,043	9.44%	13,028	13,170	1.09%
Median Sales Price		303,000	325,000	7.26%	305,000	326,900	7.18%
Average Sales Price		343,568	367,782	7.05%	345,104	363,609	5.36%
Pct. Of List Price Received		99.1	99.7	0.61%	100.0	99.9	-0.09%
Days on Market		33	27	-18.18%	27	29	7.48%
Active Listings		1,737	1,188	-31.61%	1,521	1,387	-8.80%

- Active listings down 32%
- Sold listings up 9%
- Sold price up 7%
- DOM down 18%

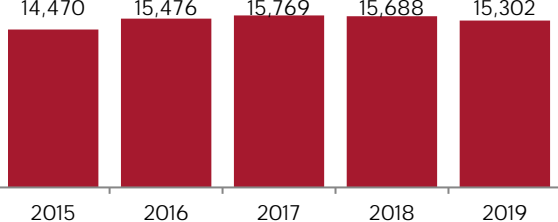
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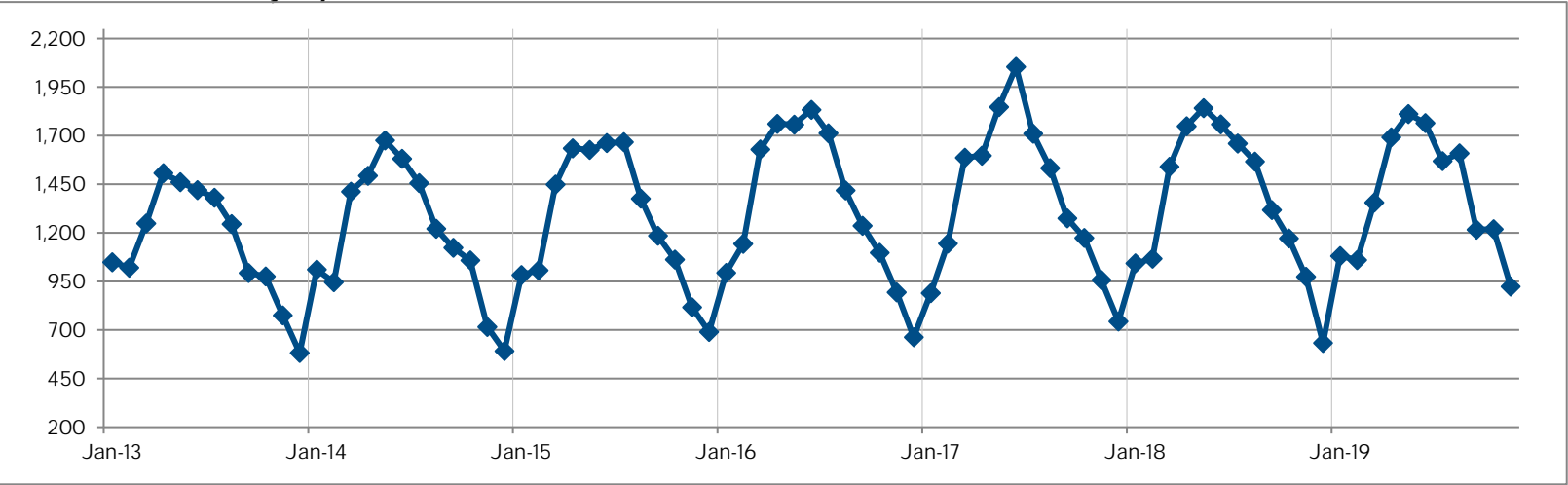


Year to Date



	New Listings	Percent Change
11/2015	817	
11/2016	894	9.42%
11/2017	957	7.05%
11/2018	974	1.78%
11/2019	924	-5.13%

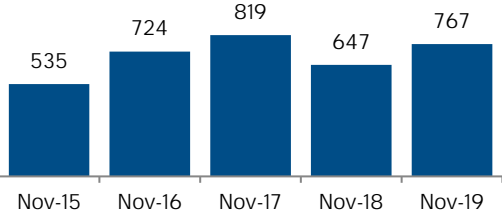
Historical New Listings by Month



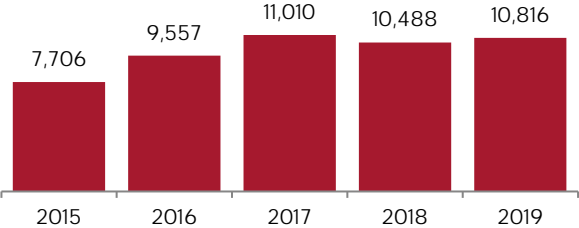
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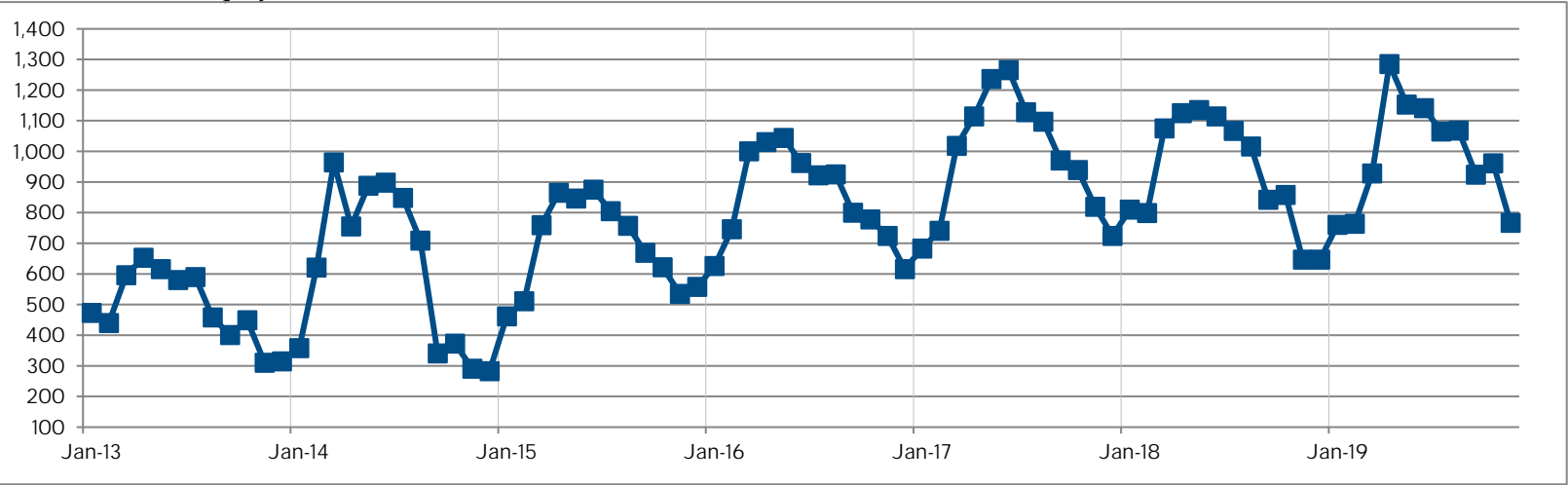


Year to Date



	Pending	Percent Change
11/2015	535	
11/2016	724	35.33%
11/2017	819	13.12%
11/2018	647	-21.00%
11/2019	767	18.55%

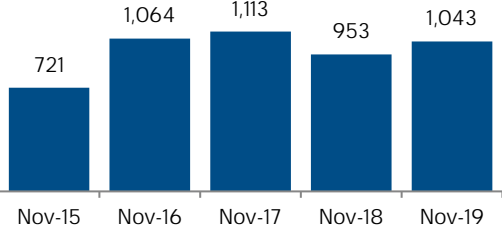
Historical Pending by Month



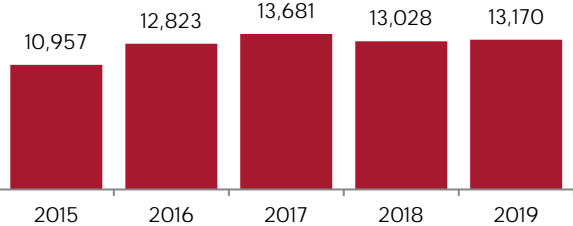
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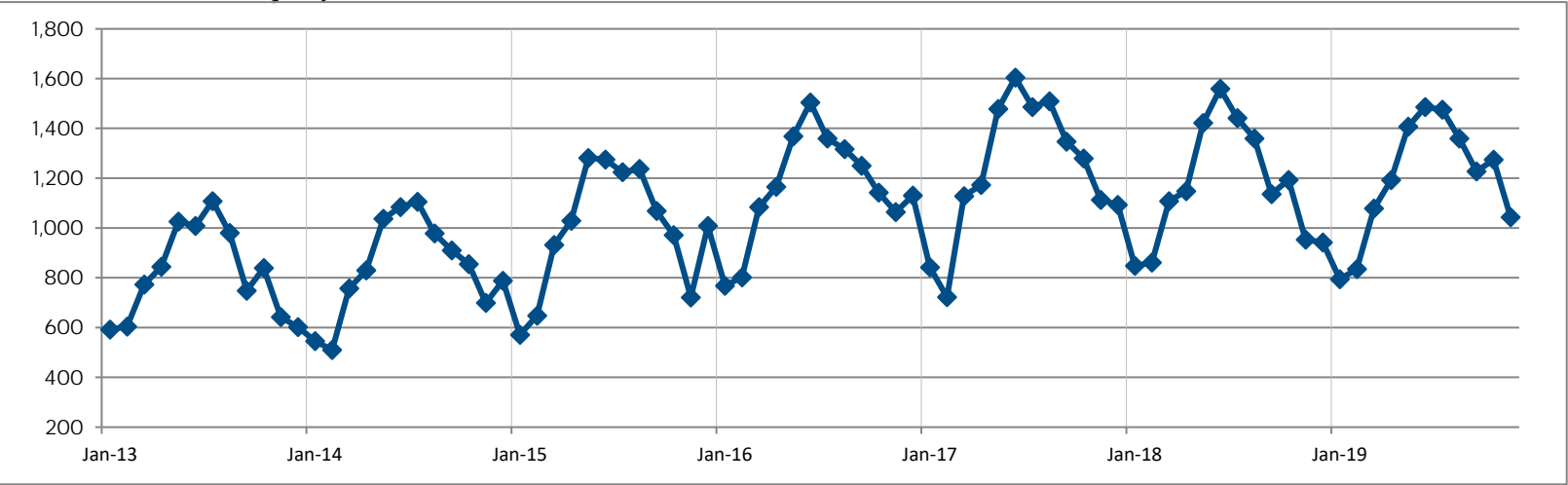


Year to Date



	Sold Listings	Percent Change
11/2015	721	
11/2016	1,064	47.57%
11/2017	1,113	4.61%
11/2018	953	-14.38%
11/2019	1,043	9.44%

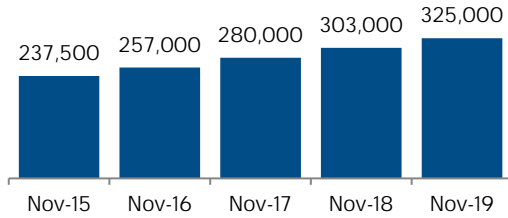
Historical Sold Listings by Month



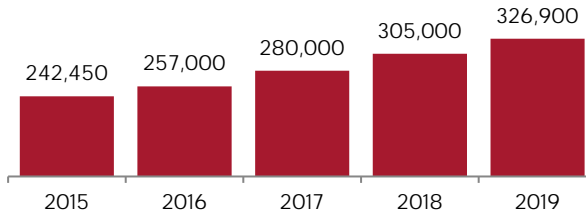
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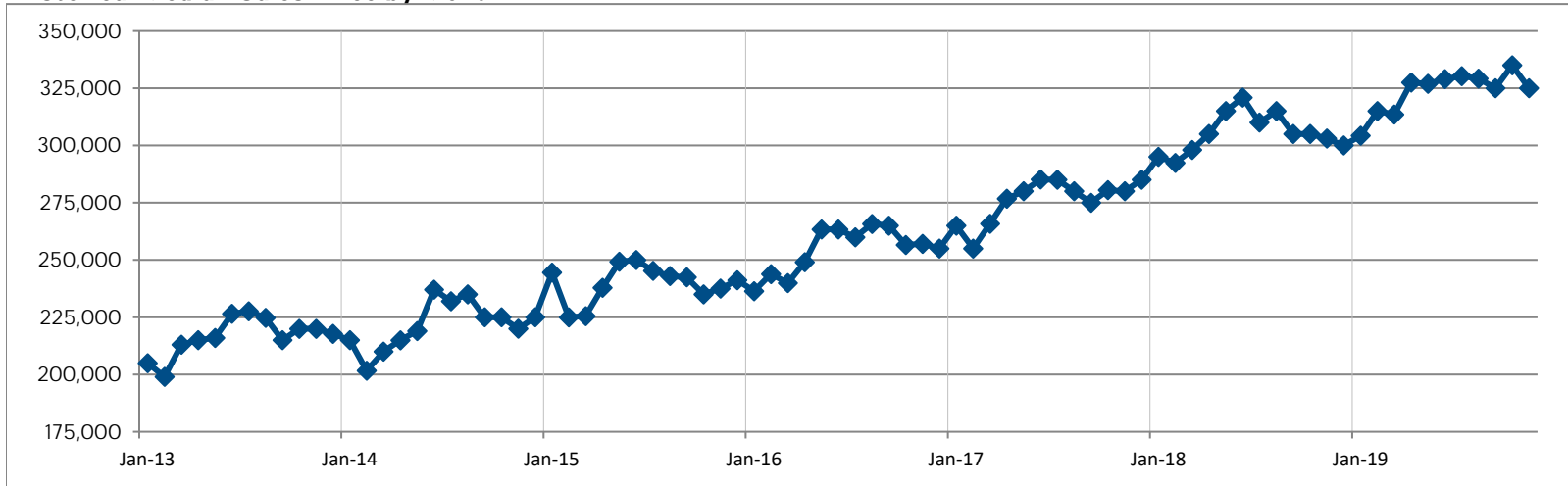


Year to Date - Median



	Median Sales Price	Percent Change
11/2015	237,500	
11/2016	257,000	8.21%
11/2017	280,000	8.95%
11/2018	303,000	8.21%
11/2019	325,000	7.26%

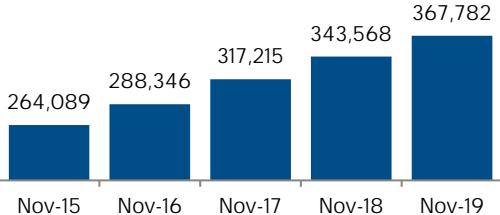
Historical Median Sales Price by Month



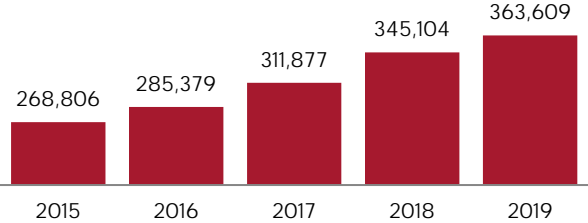
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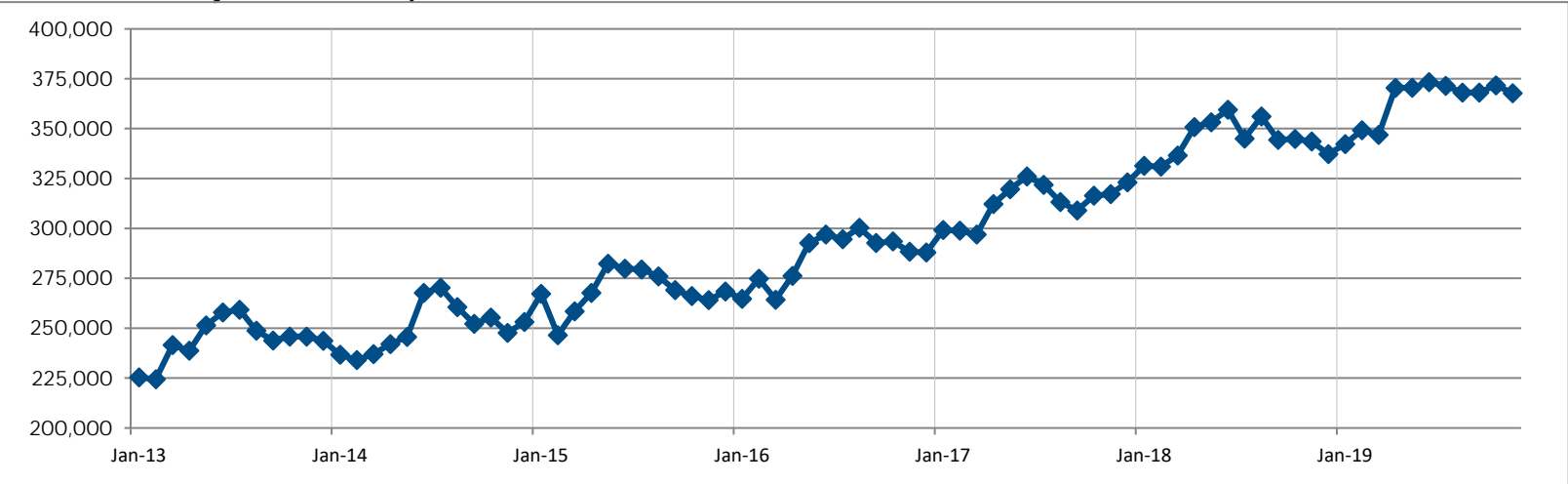


Year to Date - Average



	Average Sales Price	Percent Change
11/2015	264,089	
11/2016	288,346	9.19%
11/2017	317,215	10.01%
11/2018	343,568	8.31%
11/2019	367,782	7.05%

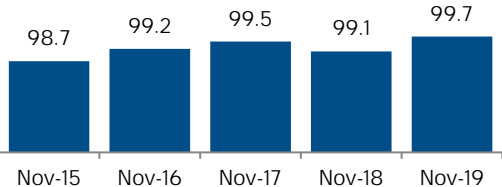
Historical Average Sales Price by Month



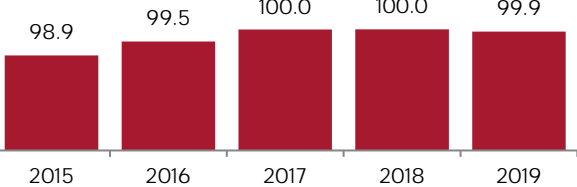
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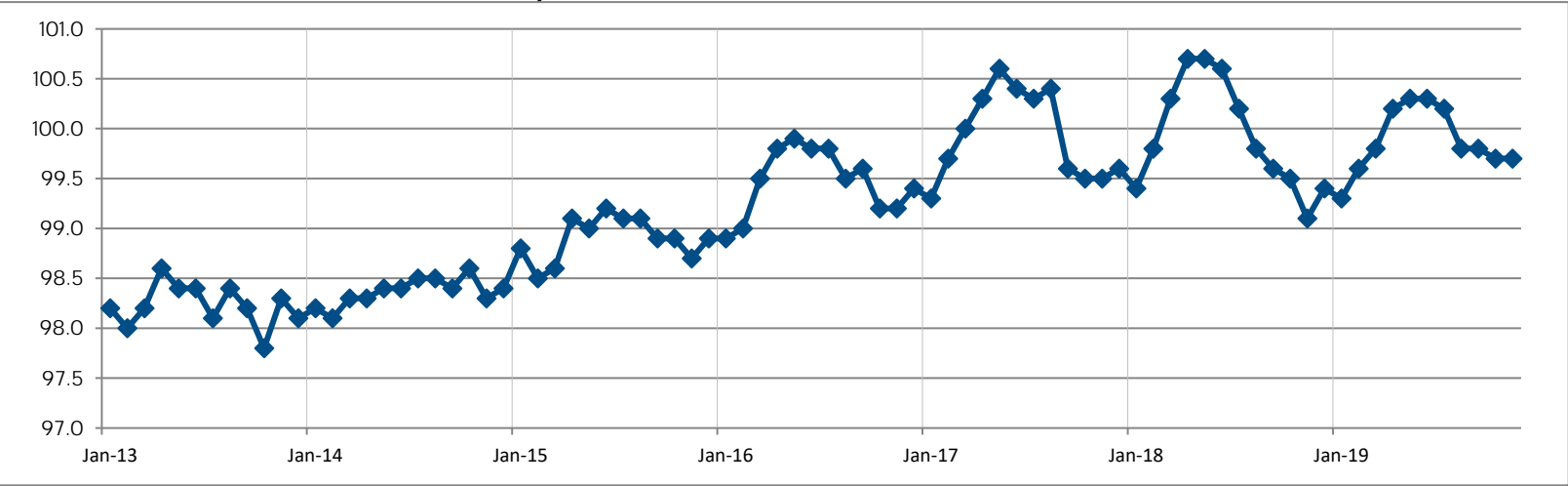


Year to Date - Average



	Pct of List Recvd	Percent Change
11/2015	98.7	
11/2016	99.2	0.51%
11/2017	99.5	0.30%
11/2018	99.1	-0.40%
11/2019	99.7	0.61%

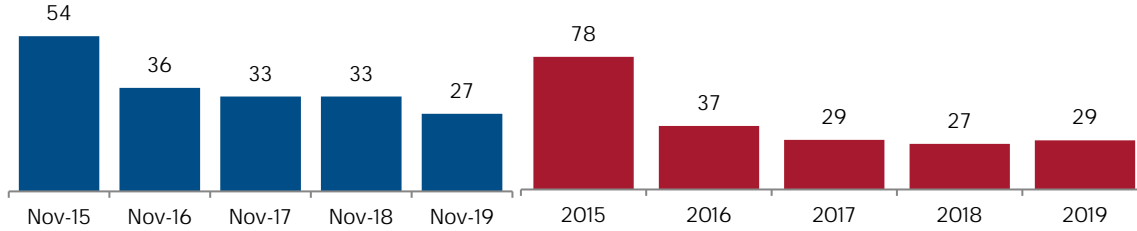
Historical Percent of List Price Received by Month



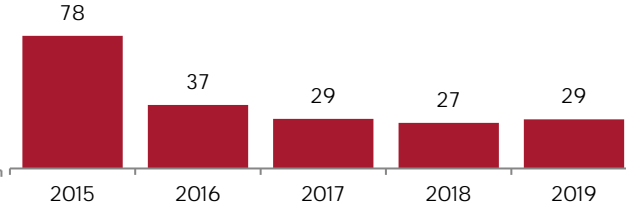
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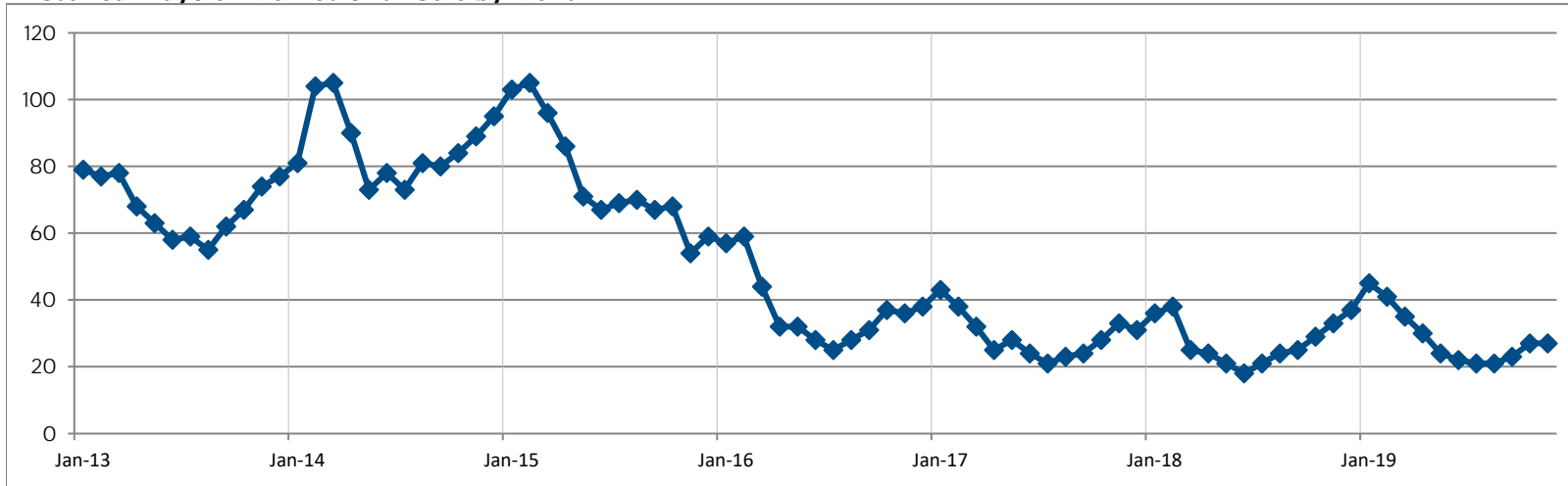


Year to Date - Average



	DOM	Percent Change
11/2015	54	
11/2016	36	-33.33%
11/2017	33	-8.33%
11/2018	33	0.00%
11/2019	27	-18.18%

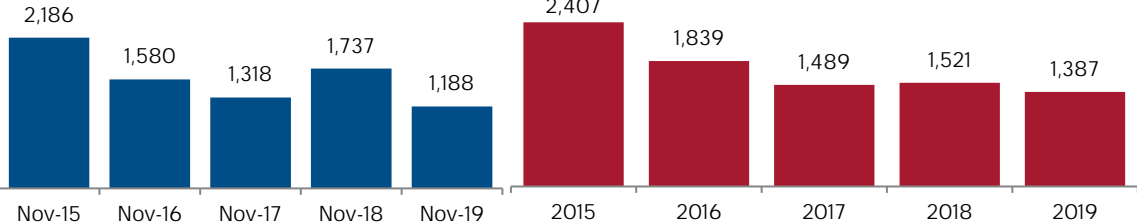
Historical Days on Market Until Sale by Month



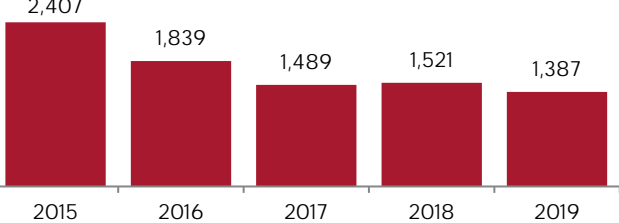
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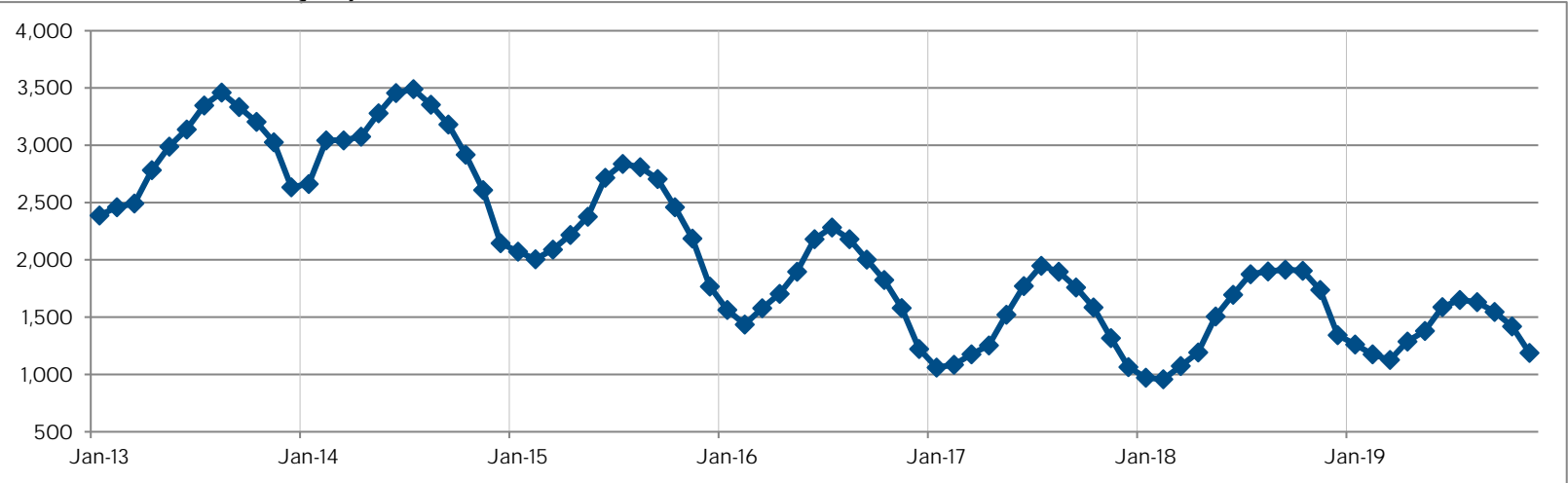


Year to Date - Average



	Active Listings	Percent Change
11/2015	2,186	
11/2016	1,580	-27.72%
11/2017	1,318	-16.58%
11/2018	1,737	31.79%
11/2019	1,188	-31.61%

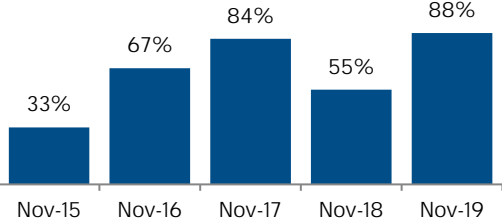
Historical Active Listings by Month



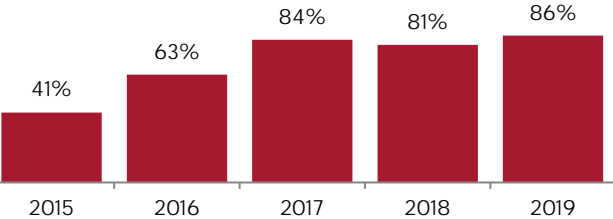
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Year to Date - Average



	Sales as a % of Active Listings	Percent Change
11/2015	33%	
11/2016	67%	104.17%
11/2017	84%	25.40%
11/2018	55%	-35.03%
11/2019	88%	60.02%

Sales as a % of Active Listings

