

# Market Overview

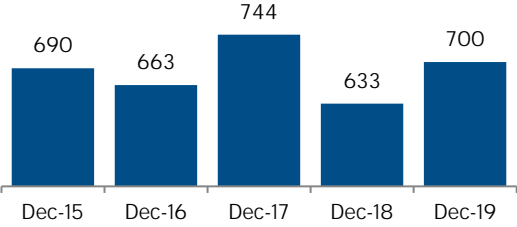


Key Metrics	Historical Sparkbars	Dec 2018	Dec 2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		633	700	10.58%	16,321	16,002	-1.95%
Pending		647	684	5.72%	11,135	11,500	3.28%
Sold Listings		942	1,069	13.48%	13,970	14,239	1.93%
Median Sales Price		300,000	330,000	10.00%	305,000	327,177	7.27%
Average Sales Price		337,240	366,768	8.76%	344,448	363,873	5.64%
Pct. Of List Price Received		99.4	99.5	0.10%	99.9	99.9	-0.08%
Days on Market		37	31	-16.22%	28	29	4.83%
Active Listings		1,344	915	-31.92%	1,506	1,348	-10.52%

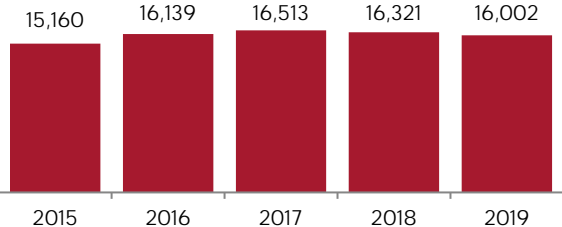
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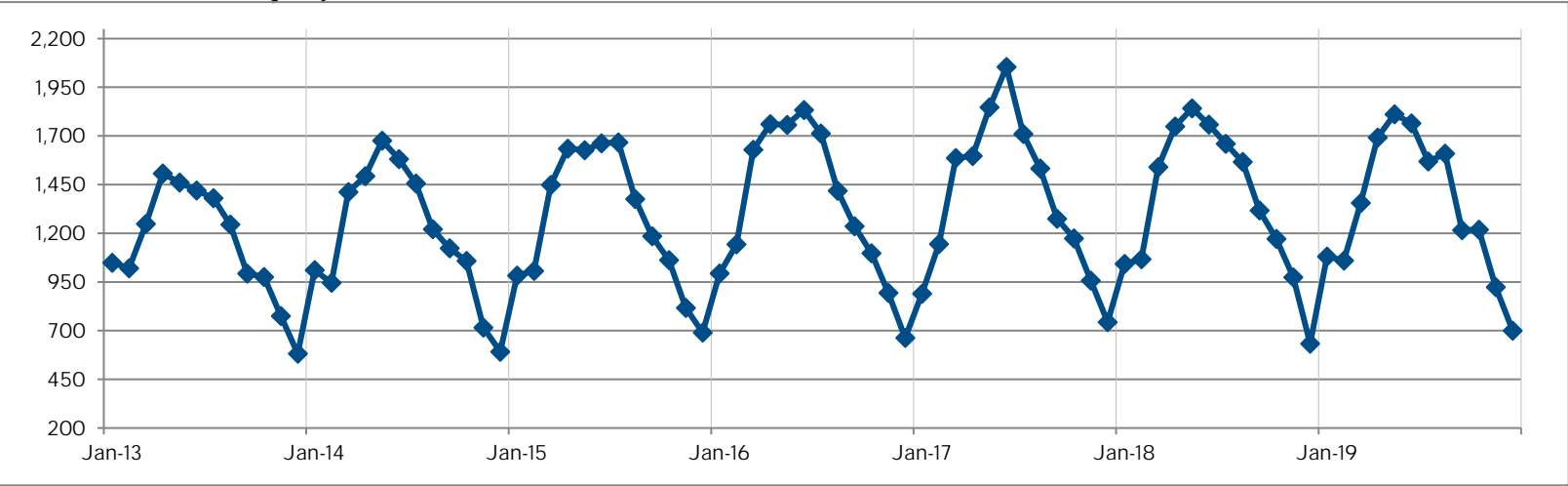


### Year to Date



	New Listings	Percent Change
12/2015	690	
12/2016	663	-3.91%
12/2017	744	12.22%
12/2018	633	-14.92%
12/2019	700	10.58%

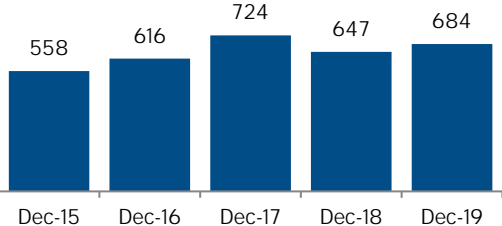
### Historical New Listings by Month



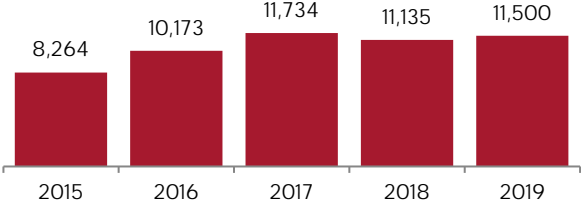
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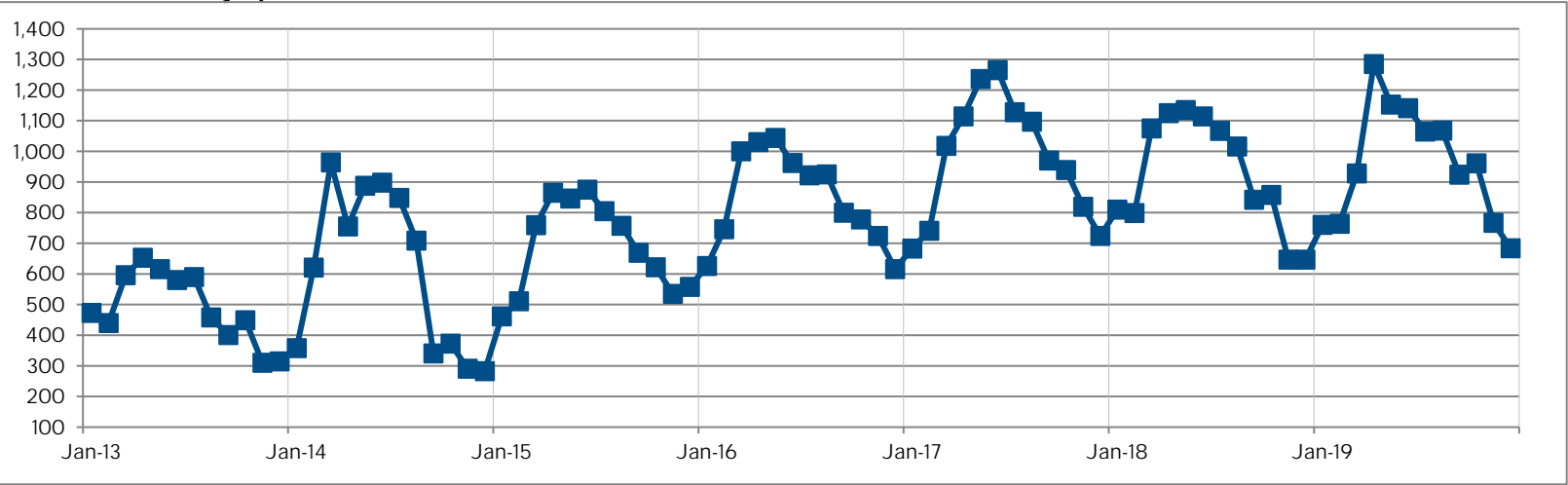


### Year to Date



	Pending	Percent Change
12/2015	558	
12/2016	616	10.39%
12/2017	724	17.53%
12/2018	647	-10.64%
12/2019	684	5.72%

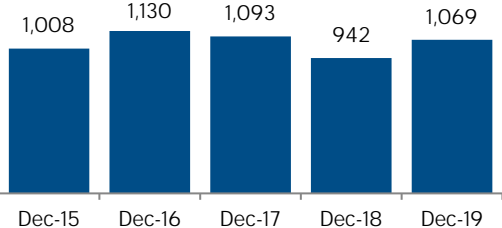
### Historical Pending by Month



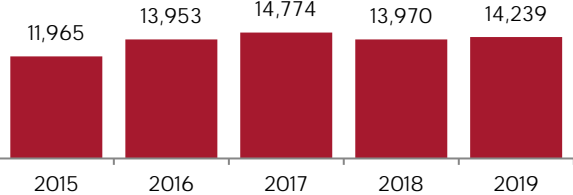
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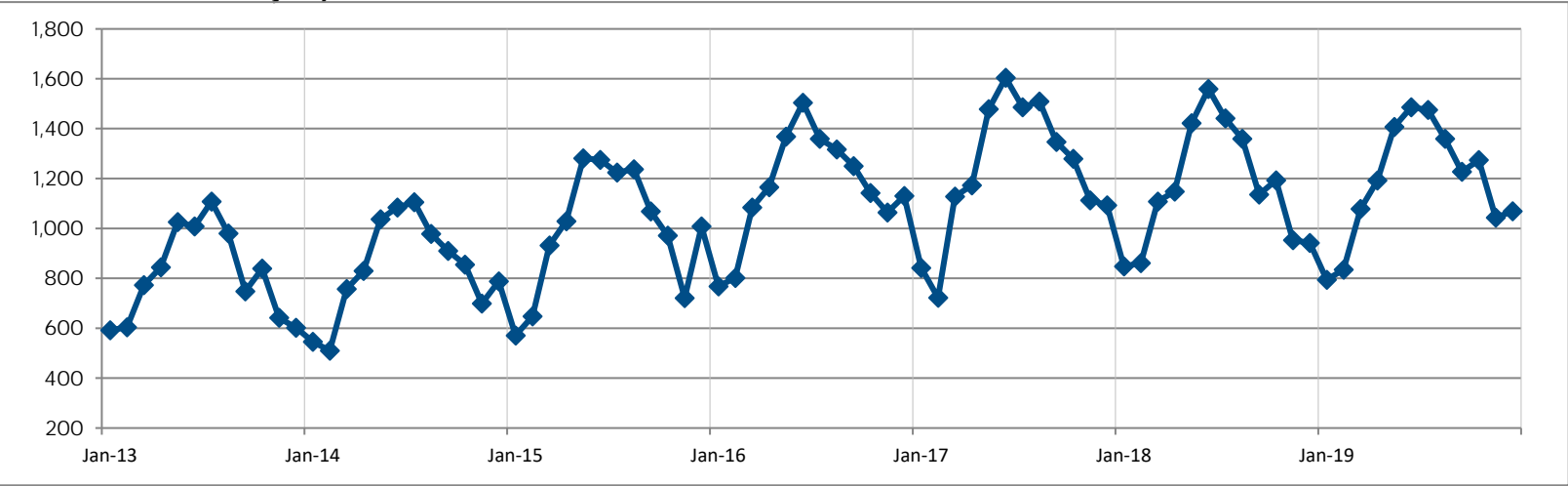


### Year to Date



	Sold Listings	Percent Change
12/2015	1,008	
12/2016	1,130	12.10%
12/2017	1,093	-3.27%
12/2018	942	-13.82%
12/2019	1,069	13.48%

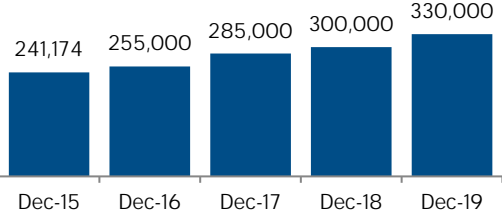
### Historical Sold Listings by Month



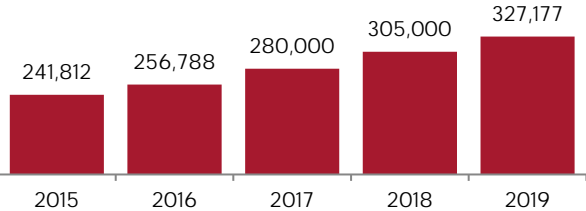
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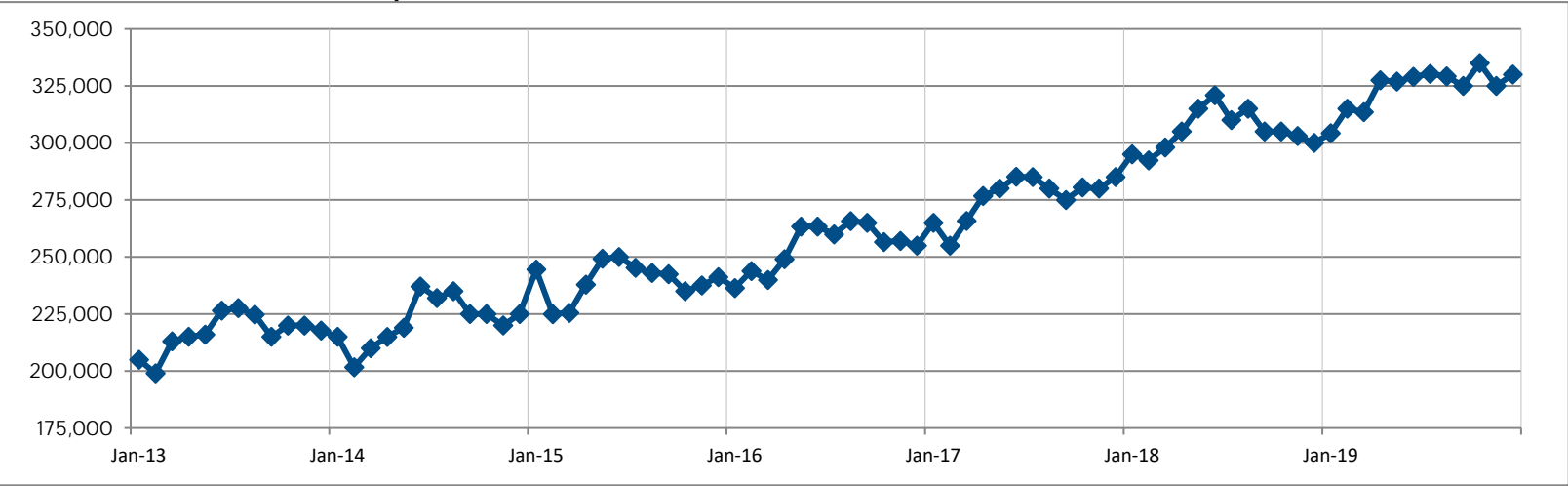


### Year to Date - Median



	Median Sales Price	Percent Change
12/2015	241,174	
12/2016	255,000	5.73%
12/2017	285,000	11.76%
12/2018	300,000	5.26%
12/2019	330,000	10.00%

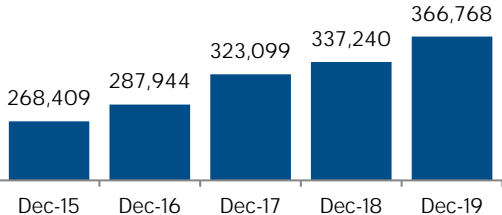
### Historical Median Sales Price by Month



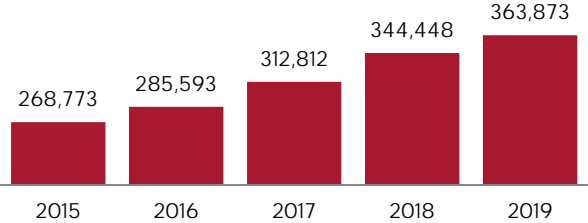
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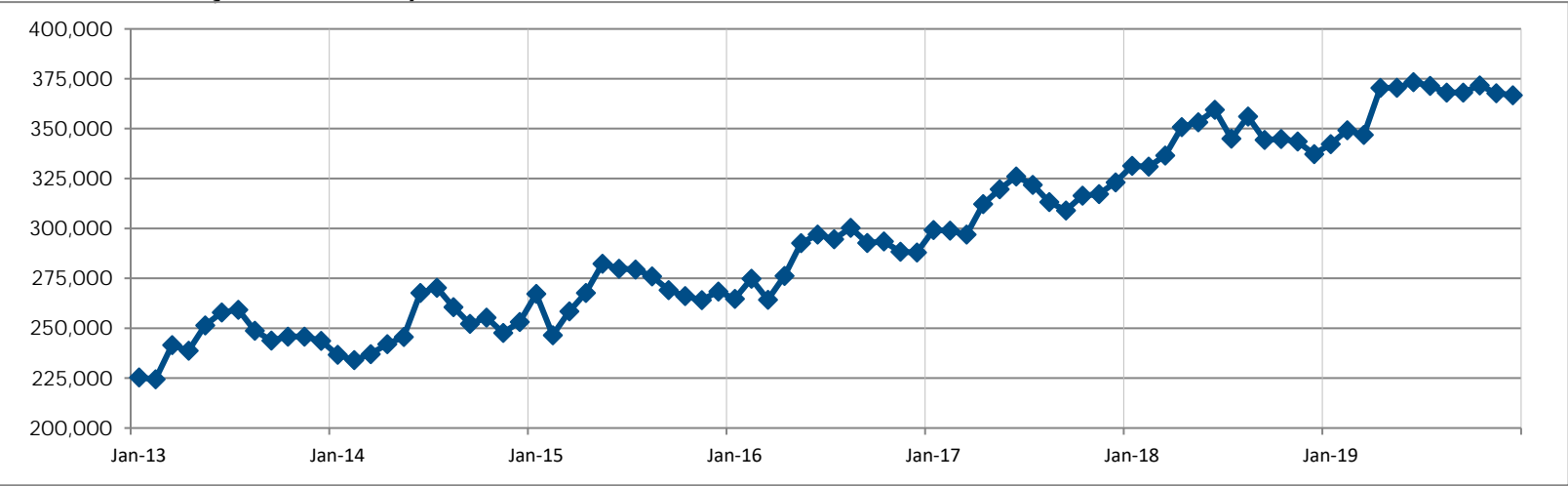


### Year to Date - Average



	Average Sales Price	Percent Change
12/2015	268,409	
12/2016	287,944	7.28%
12/2017	323,099	12.21%
12/2018	337,240	4.38%
12/2019	366,768	8.76%

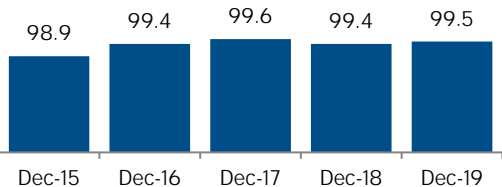
### Historical Average Sales Price by Month



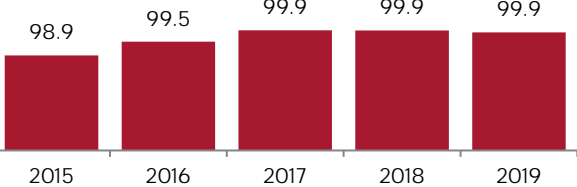
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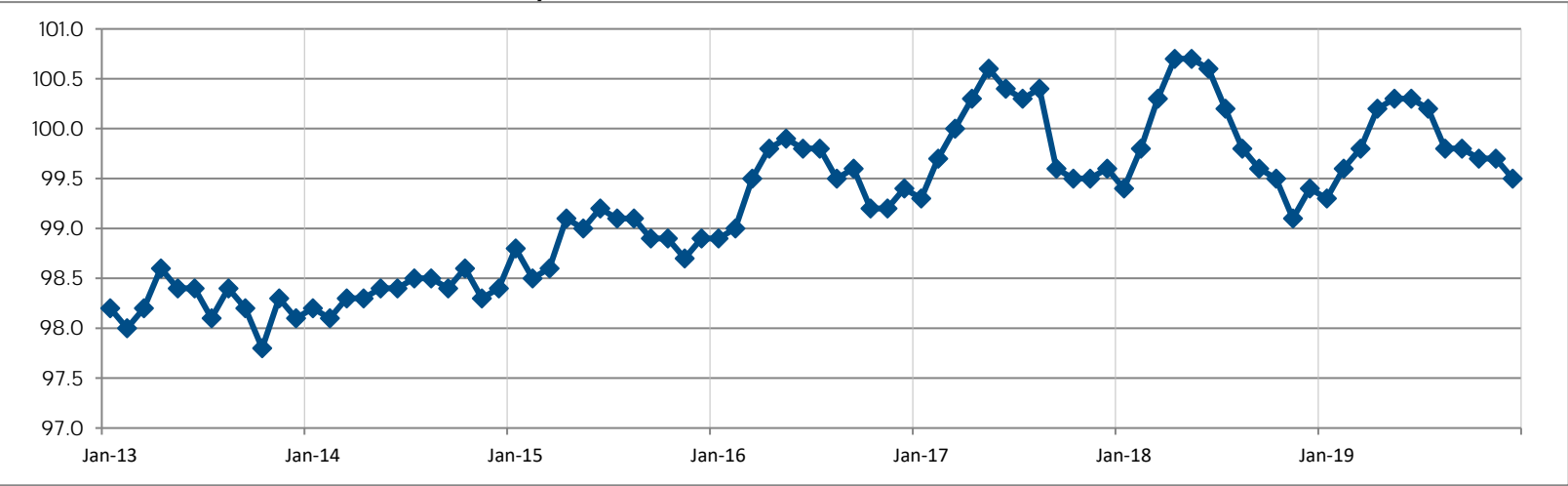


### Year to Date - Average



	Pct of List Recvd	Percent Change
12/2015	98.9	
12/2016	99.4	0.51%
12/2017	99.6	0.20%
12/2018	99.4	-0.20%
12/2019	99.5	0.10%

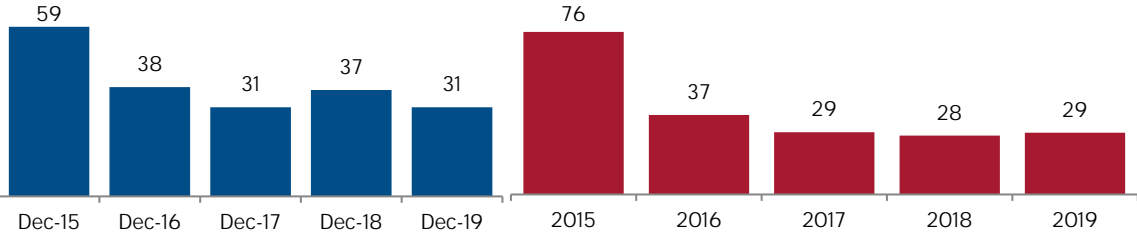
### Historical Percent of List Price Received by Month



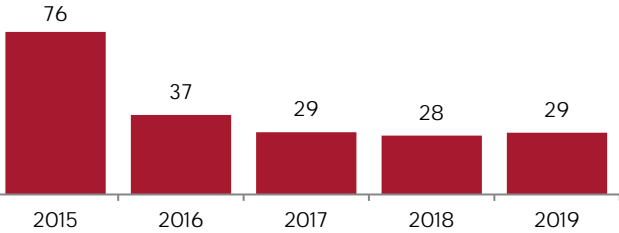
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### Year to Date - Average



	DOM	Percent Change
12/2015	59	
12/2016	38	-35.59%
12/2017	31	-18.42%
12/2018	37	19.35%
12/2019	31	-16.22%

### Historical Days on Market Until Sale by Month

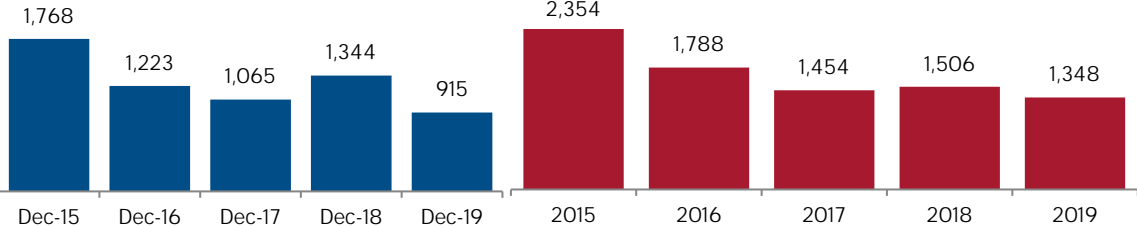




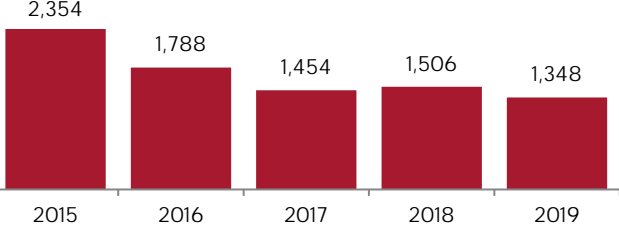
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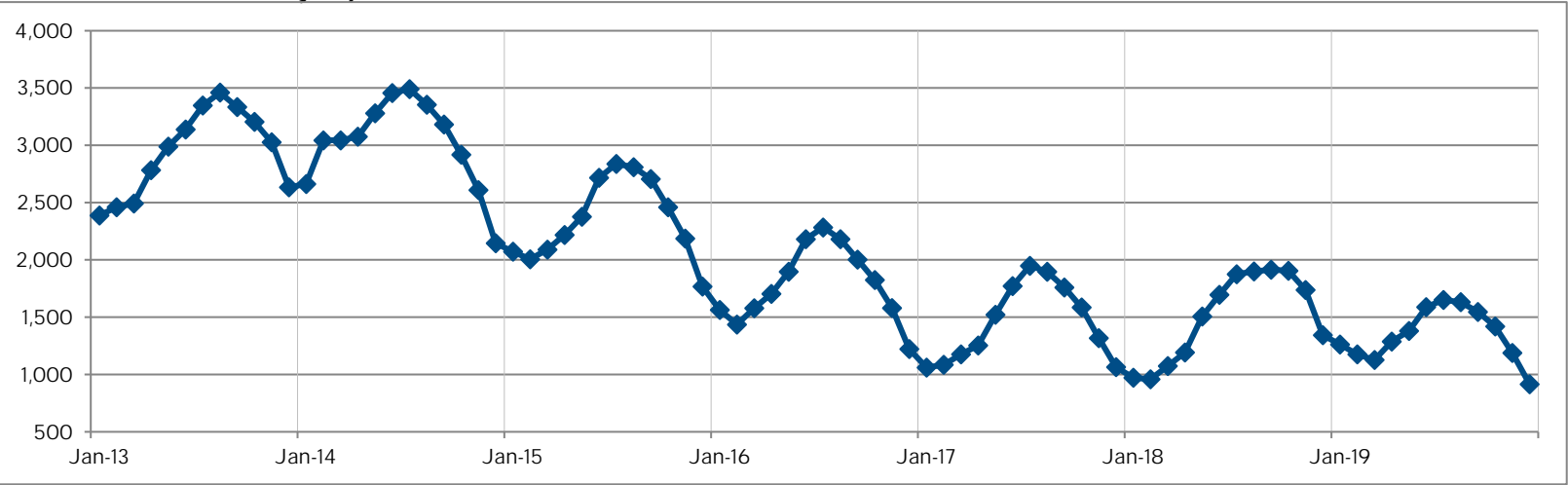


### Year to Date - Average



	Active Listings	Percent Change
12/2015	1,768	
12/2016	1,223	-30.83%
12/2017	1,065	-12.92%
12/2018	1,344	26.20%
12/2019	915	-31.92%

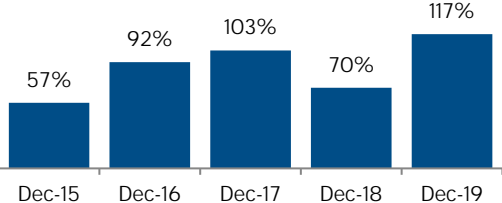
### Historical Active Listings by Month



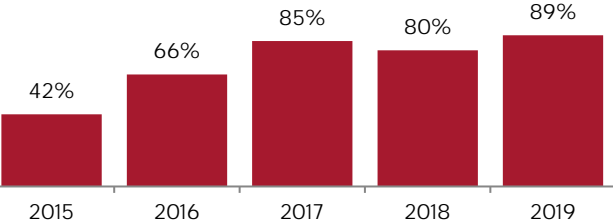
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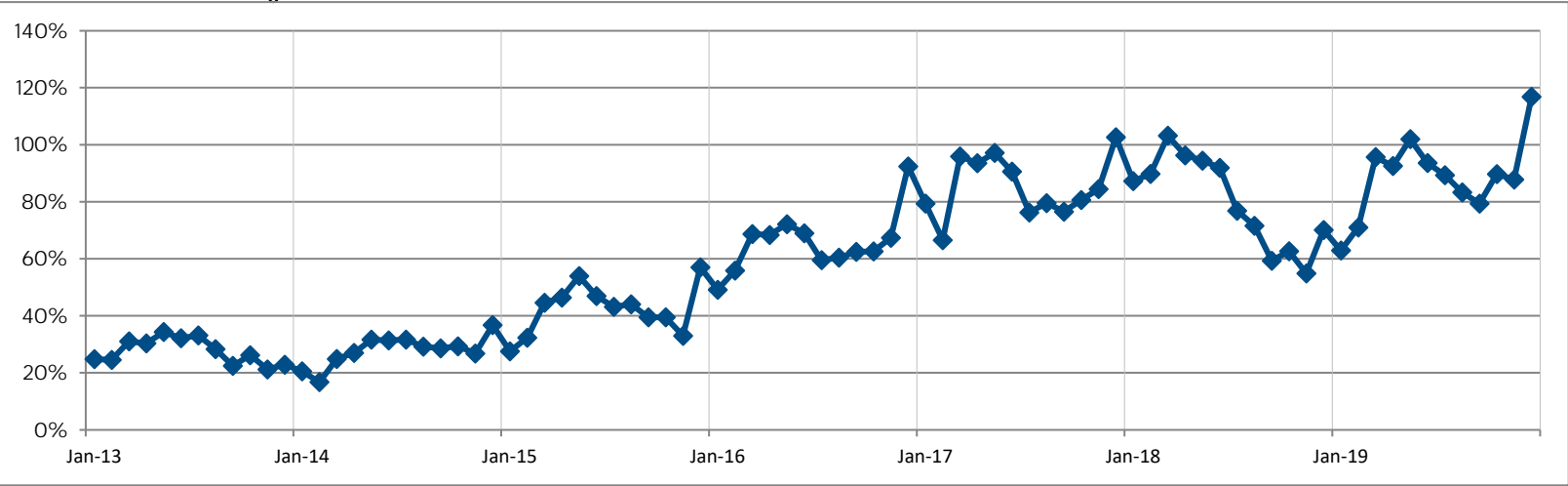


### Year to Date - Average

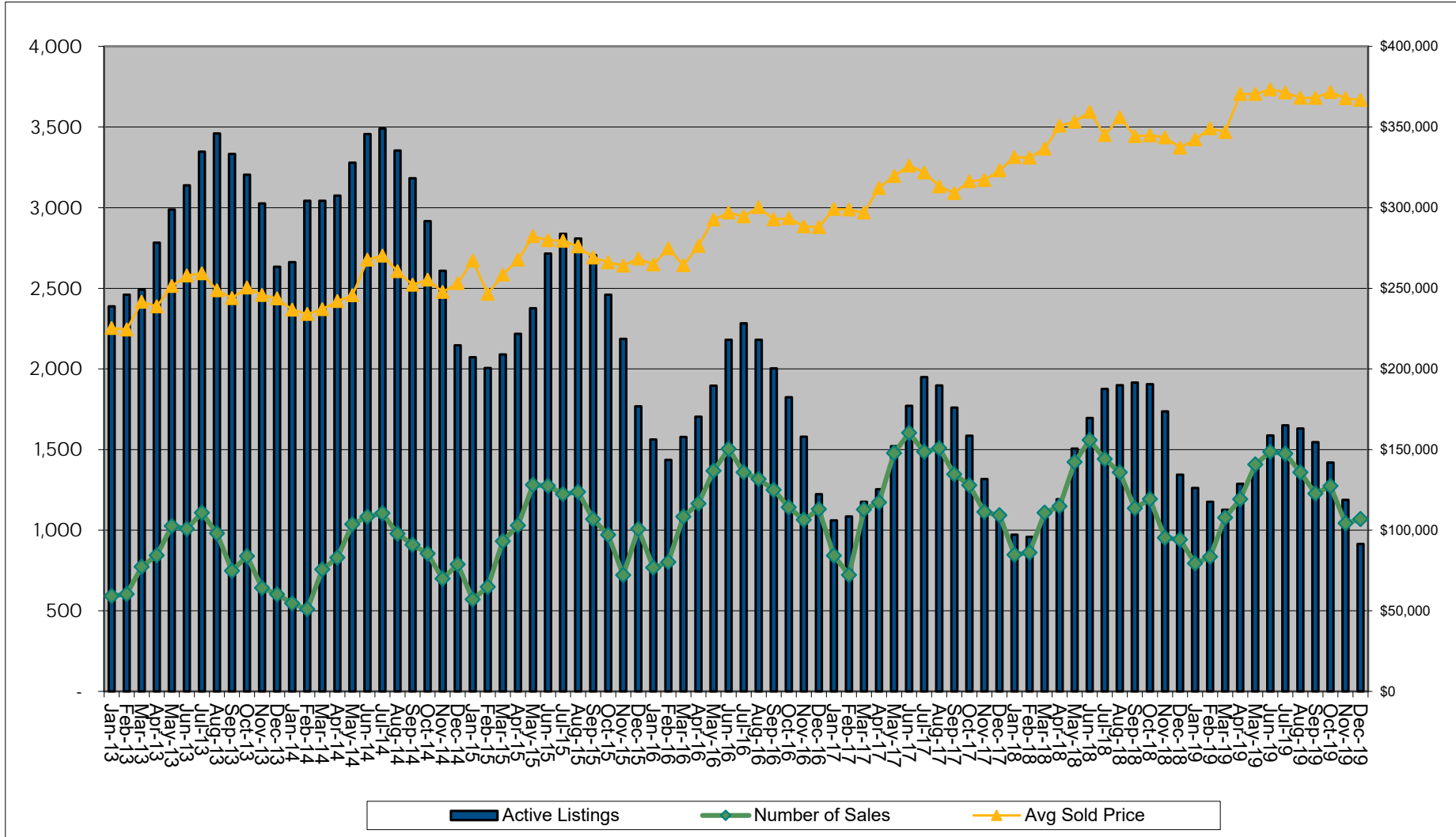


	Sales as a % of Active Listings	Percent Change
12/2015	57%	
12/2016	92%	62.06%
12/2017	103%	11.08%
12/2018	70%	-31.71%
12/2019	117%	66.69%

Sales as a % of Active Listings



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