

Market Overview



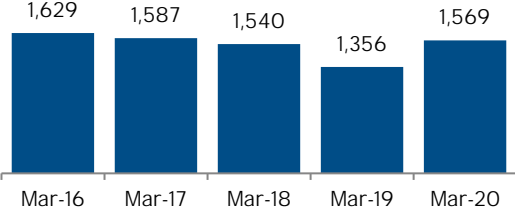
Key Metrics	Historical Sparkbars	Mar 2019	Mar 2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		1,356	1,569	15.71%	3,497	3,783	8.18%
Pending		928	994	7.11%	2,452	2,625	7.06%
Sold Listings		1,078	1,111	3.06%	2,707	2,786	2.92%
Median Sales Price		313,500	355,000	13.24%	313,500	340,000	8.45%
Average Sales Price		346,832	394,963	13.88%	346,122	384,358	11.05%
Pct. Of List Price Received		99.8	100.5	0.70%	99.6	100.1	0.57%
Days on Market		35	25	-28.57%	40	28	-31.40%
Active Listings		1,127	903	-19.88%	1,188	814	-31.47%

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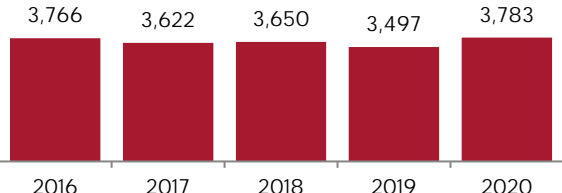
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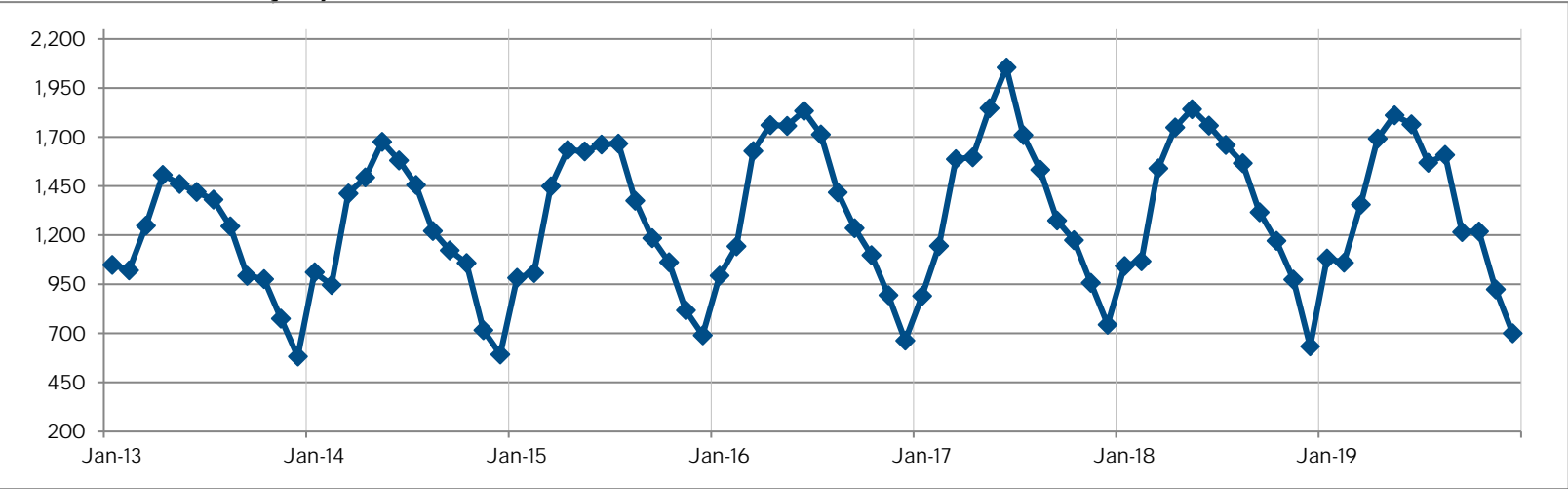


Year to Date

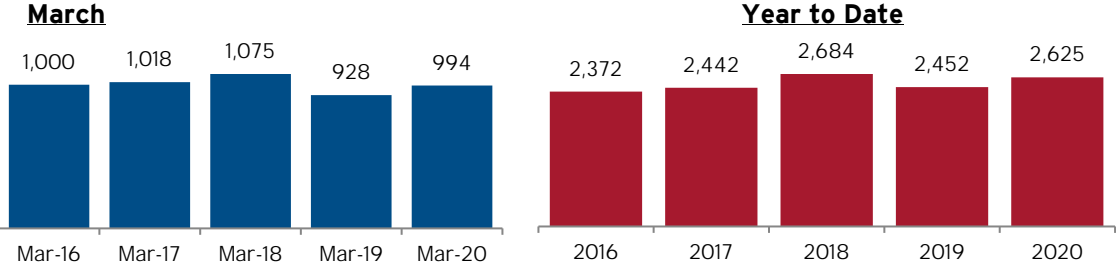


	New Listings	Percent Change
03/2016	1,629	
03/2017	1,587	-2.58%
03/2018	1,540	-2.96%
03/2019	1,356	-11.95%
03/2020	1,569	15.71%

Historical New Listings by Month

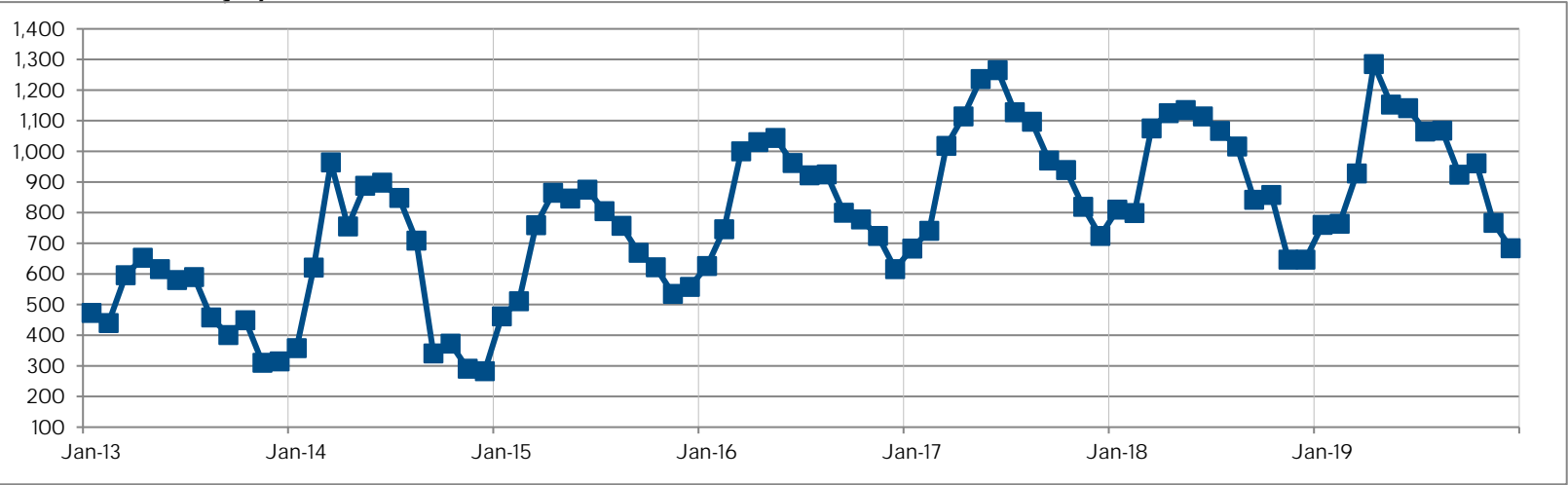


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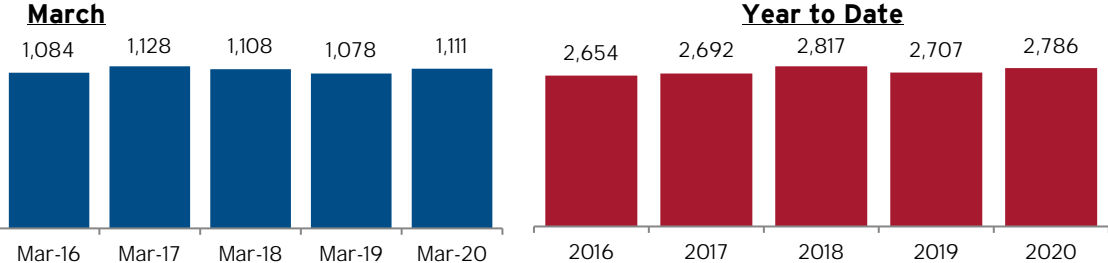


	Pending	Percent Change
03/2016	1,000	
03/2017	1,018	1.80%
03/2018	1,075	5.60%
03/2019	928	-13.67%
03/2020	994	7.11%

Historical Pending by Month

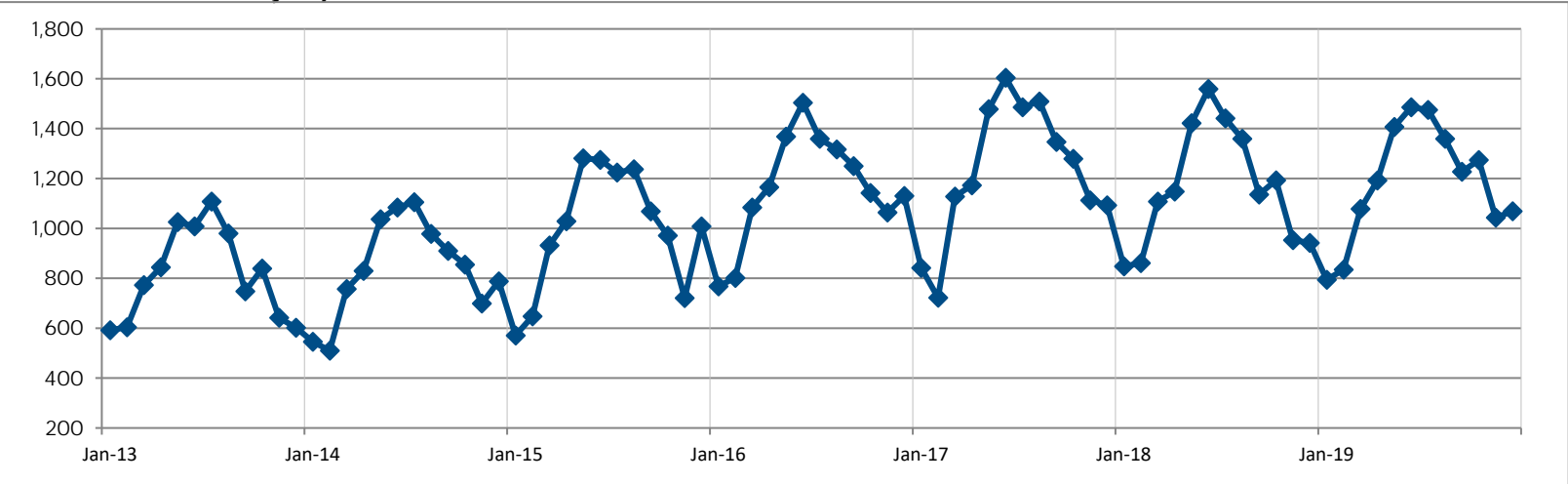


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	Sold Listings	Percent Change
03/2016	1,084	
03/2017	1,128	4.06%
03/2018	1,108	-1.77%
03/2019	1,078	-2.71%
03/2020	1,111	3.06%

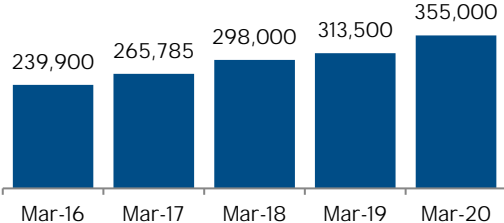
Historical Sold Listings by Month



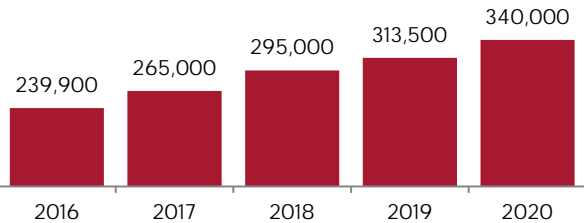
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Year to Date - Median



	Median Sales Price	Percent Change
03/2016	239,900	
03/2017	265,785	10.79%
03/2018	298,000	12.12%
03/2019	313,500	5.20%
03/2020	355,000	13.24%

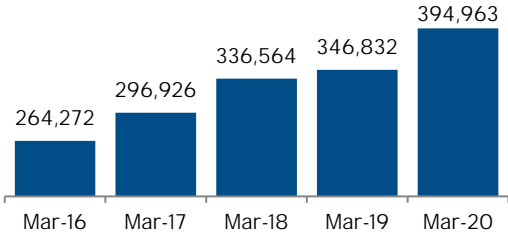
Historical Median Sales Price by Month



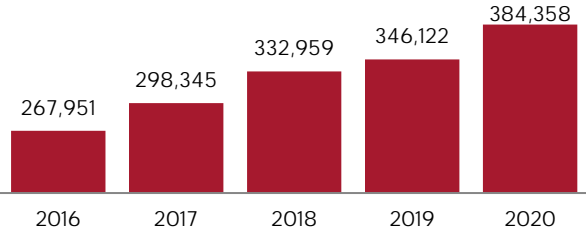
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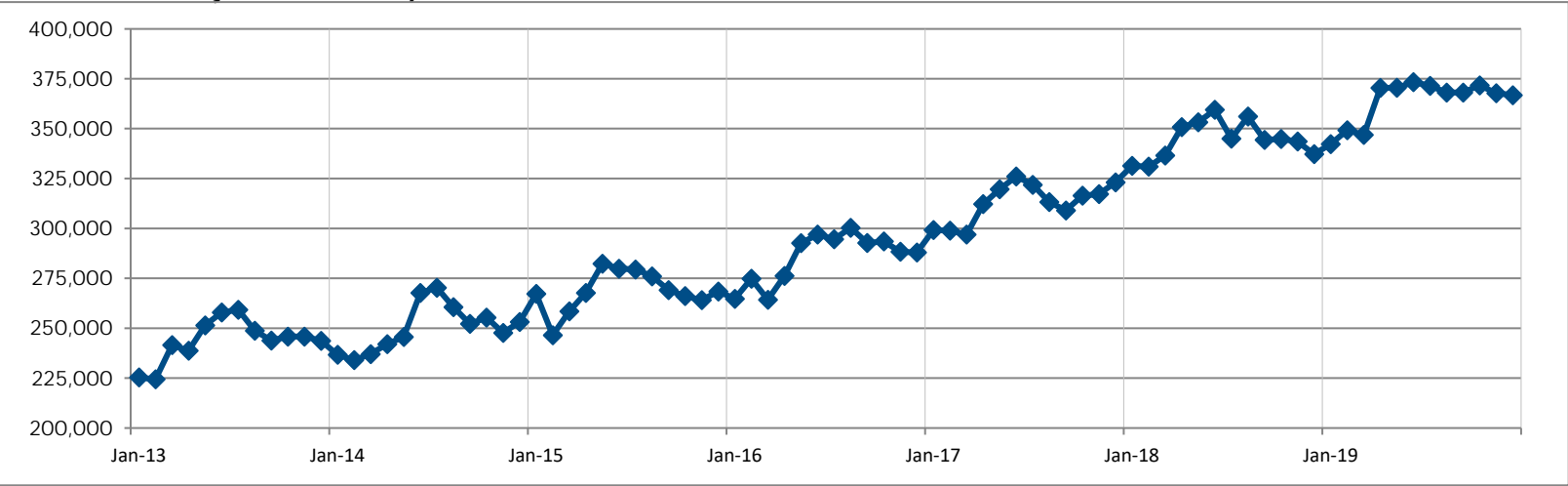


Year to Date - Average



	Average Sales Price	Percent Change
03/2016	264,272	
03/2017	296,926	12.36%
03/2018	336,564	13.35%
03/2019	346,832	3.05%
03/2020	394,963	13.88%

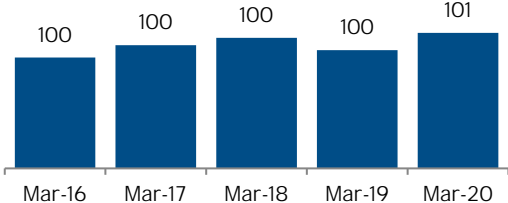
Historical Average Sales Price by Month



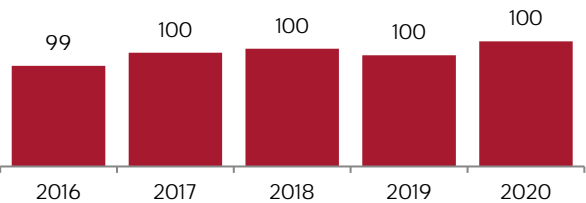
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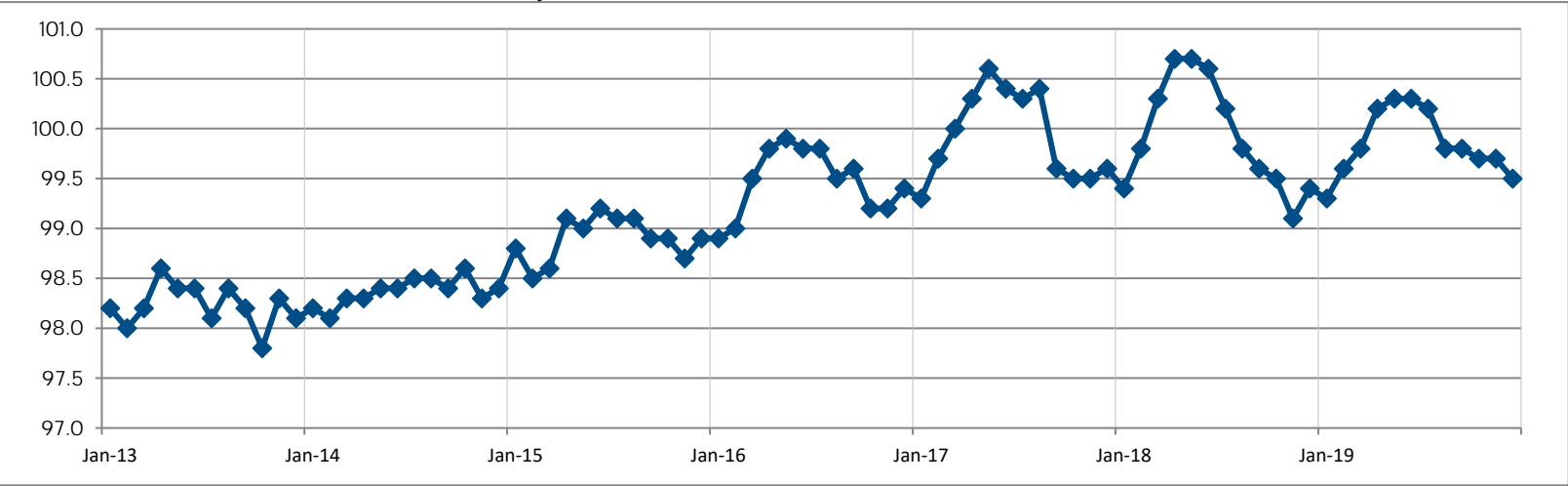


Year to Date - Average



	Pct of List Recvd	Percent Change
03/2016	99.5	
03/2017	100.0	0.50%
03/2018	100.3	0.30%
03/2019	99.8	-0.50%
03/2020	100.5	0.70%

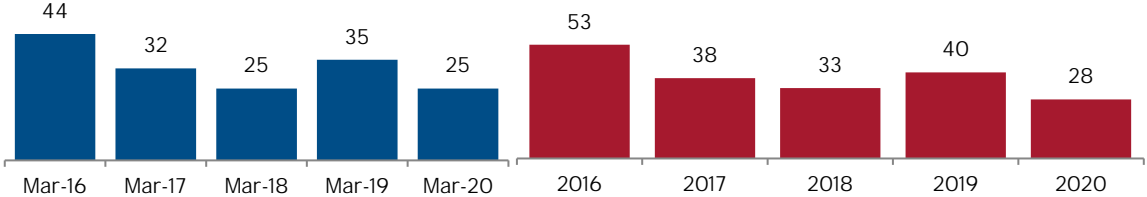
Historical Percent of List Price Received by Month



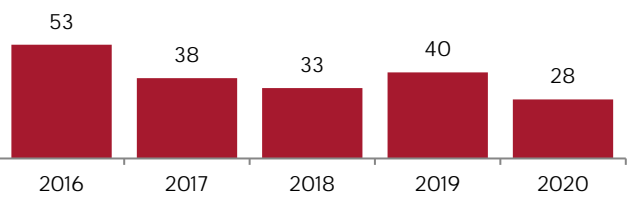
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Year to Date - Average



	DOM	Percent Change
03/2016	44	
03/2017	32	-27.27%
03/2018	25	-21.88%
03/2019	35	40.00%
03/2020	25	-28.57%

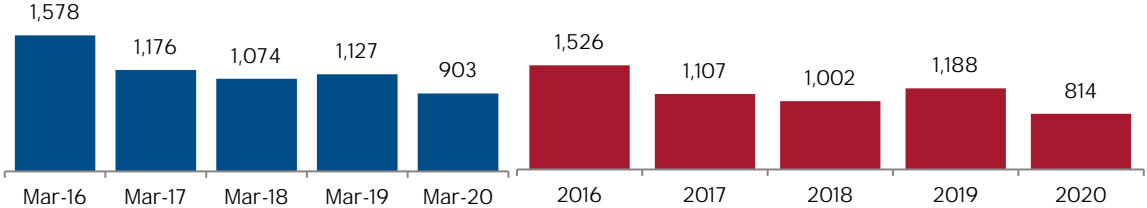
Historical Days on Market Until Sale by Month



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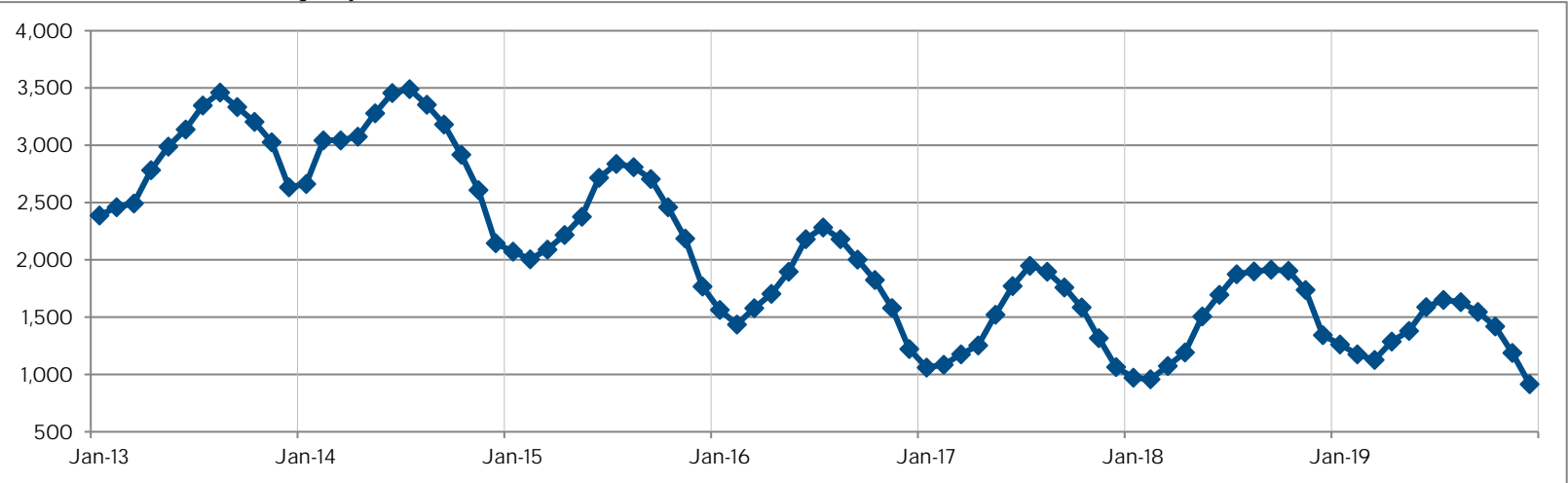
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Year to Date - Average

	Active Listings	Percent Change
03/2016	1,578	
03/2017	1,176	-25.48%
03/2018	1,074	-8.67%
03/2019	1,127	4.93%
03/2020	903	-19.88%

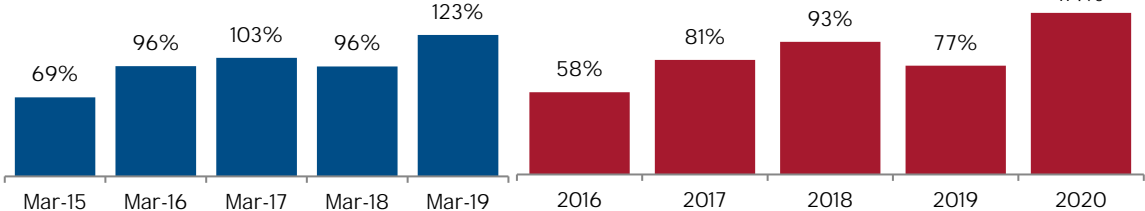
Historical Active Listings by Month



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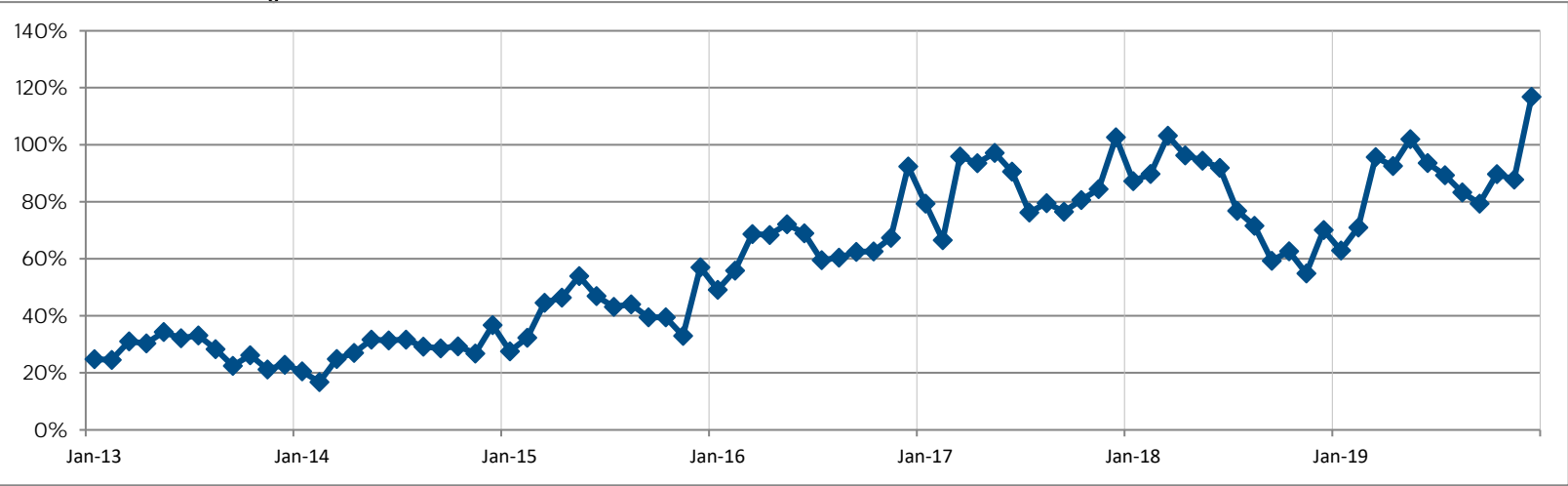
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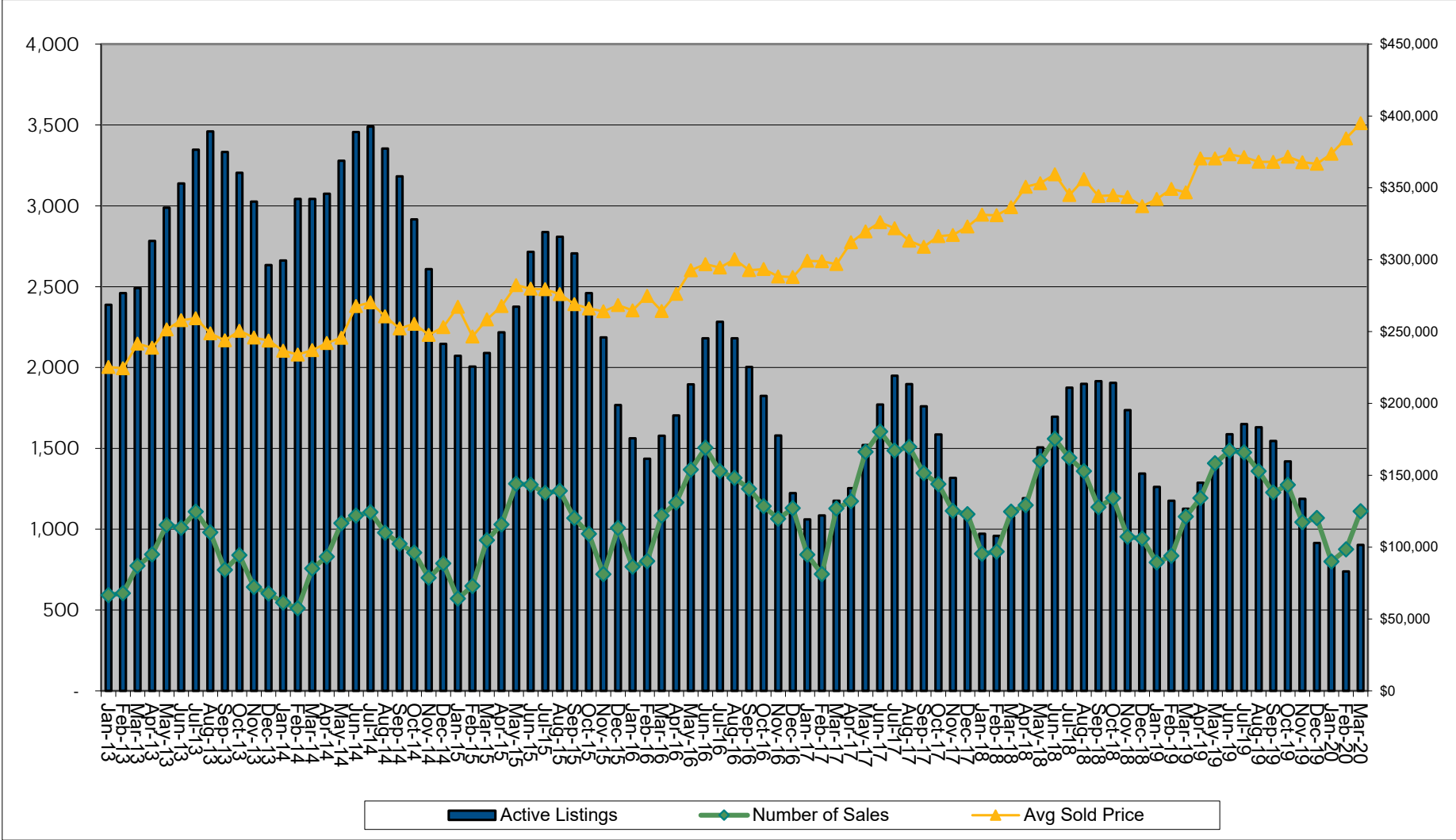
Year to Date - Average

	Sales as a % of Active Listings	Percent Change
03/2016	69%	
03/2017	96%	39.63%
03/2018	103%	7.56%
03/2019	96%	-7.28%
03/2020	123%	28.63%

Sales as a % of Active Listings



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Freddie Mac Interest Rates

