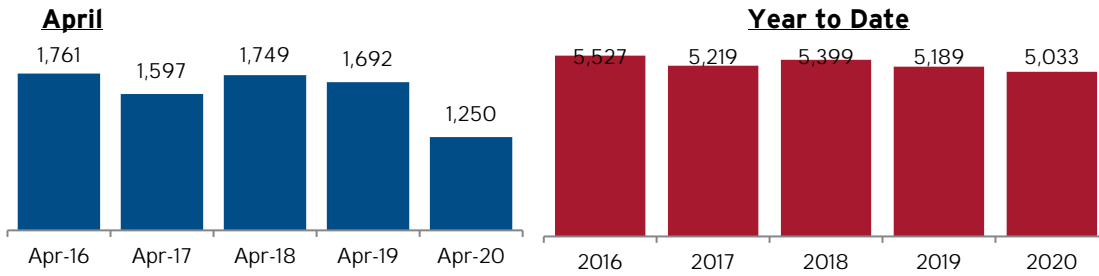


# Market Overview



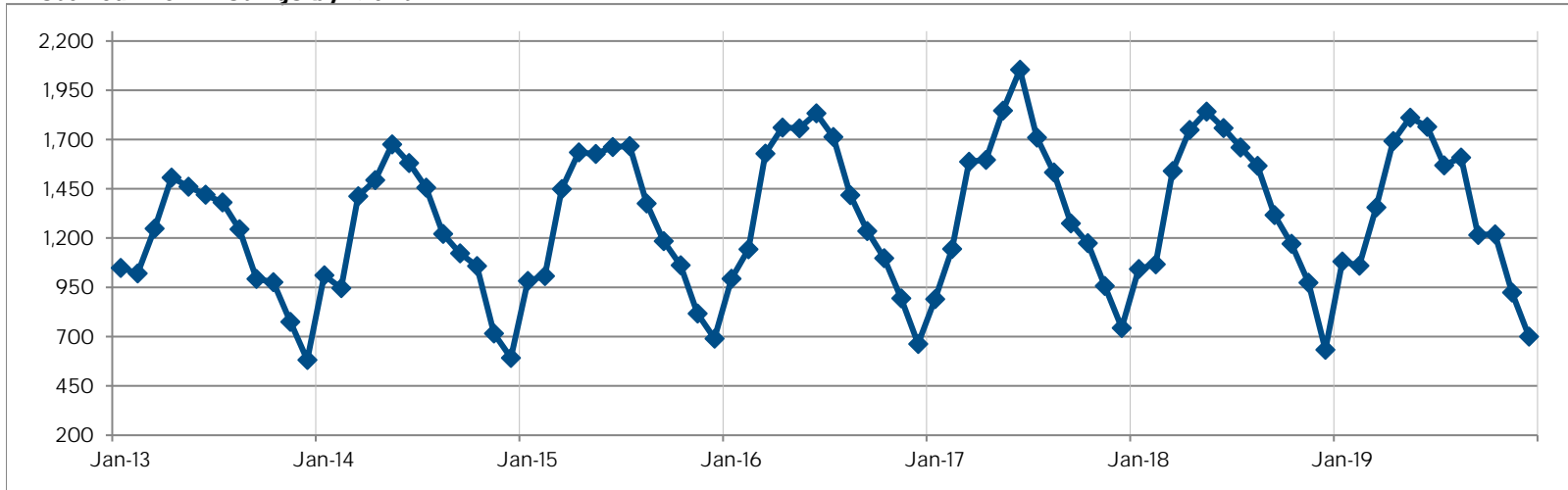
Key Metrics	Historical Sparkbars	Apr 2019	Apr 2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		1,692	1,250	-26.12%	5,189	5,033	-3.01%
Pending		1,285	739	-42.49%	3,737	3,364	-9.98%
Sold Listings		1,192	1,080	-9.40%	3,899	3,866	-0.85%
Median Sales Price		327,453	360,000	9.94%	314,248	347,500	10.58%
Average Sales Price		370,451	395,554	6.78%	352,204	387,157	9.92%
Pct. Of List Price Received		100.2	101.9	1.70%	99.7	100.6	0.85%
Days on Market		30	17	-43.33%	38	25	-33.77%
Active Listings		1,288	1,140	-11.49%	1,213	896	-26.17%

# Market Overview

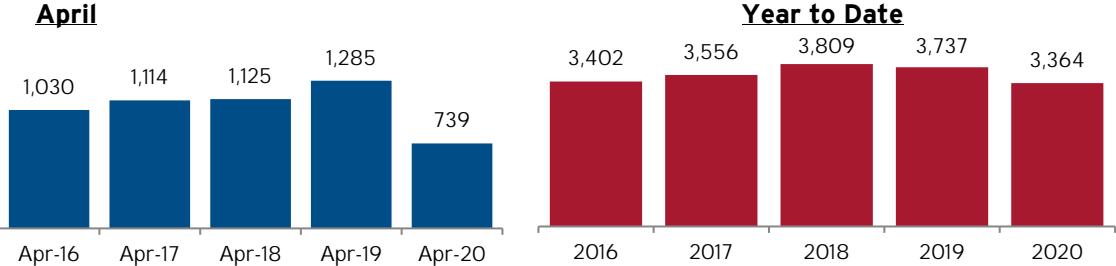


	New Listings	Percent Change
04/2016	1,761	
04/2017	1,597	-9.31%
04/2018	1,749	9.52%
04/2019	1,692	-3.26%
04/2020	1,250	-26.12%

## Historical New Listings by Month

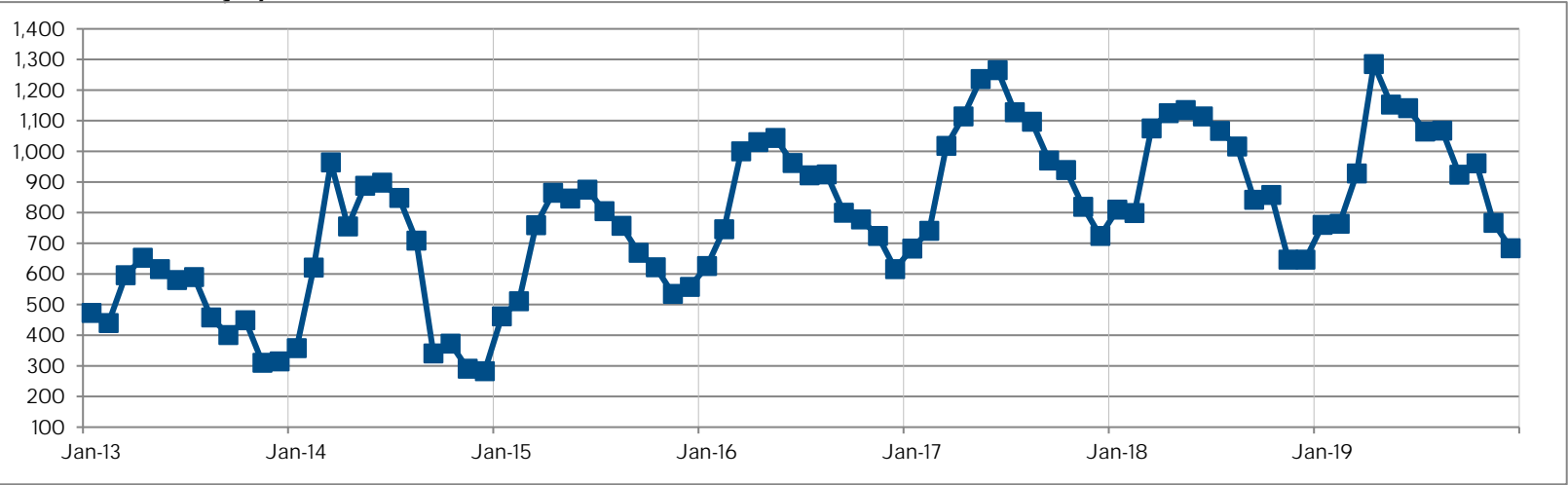


# Market Overview

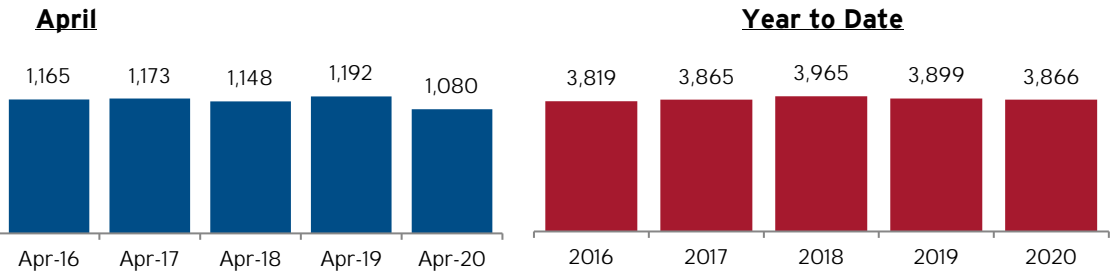


	Pending	Percent Change
04/2016	1,030	
04/2017	1,114	8.16%
04/2018	1,125	0.99%
04/2019	1,285	14.22%
04/2020	739	-42.49%

## Historical Pending by Month

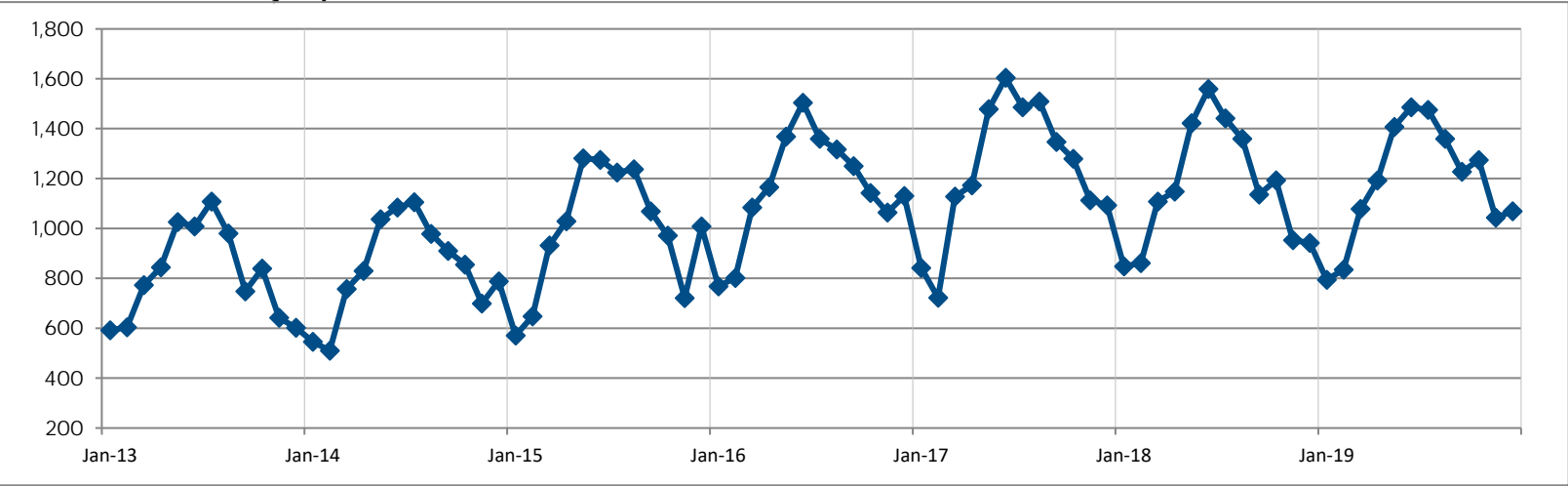


# Market Overview

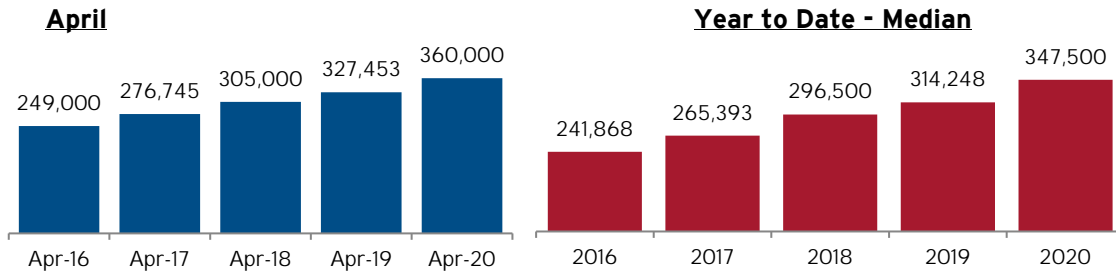


	Sold Listings	Percent Change
04/2016	1,165	
04/2017	1,173	0.69%
04/2018	1,148	-2.13%
04/2019	1,192	3.83%
04/2020	1,080	-9.40%

## Historical Sold Listings by Month

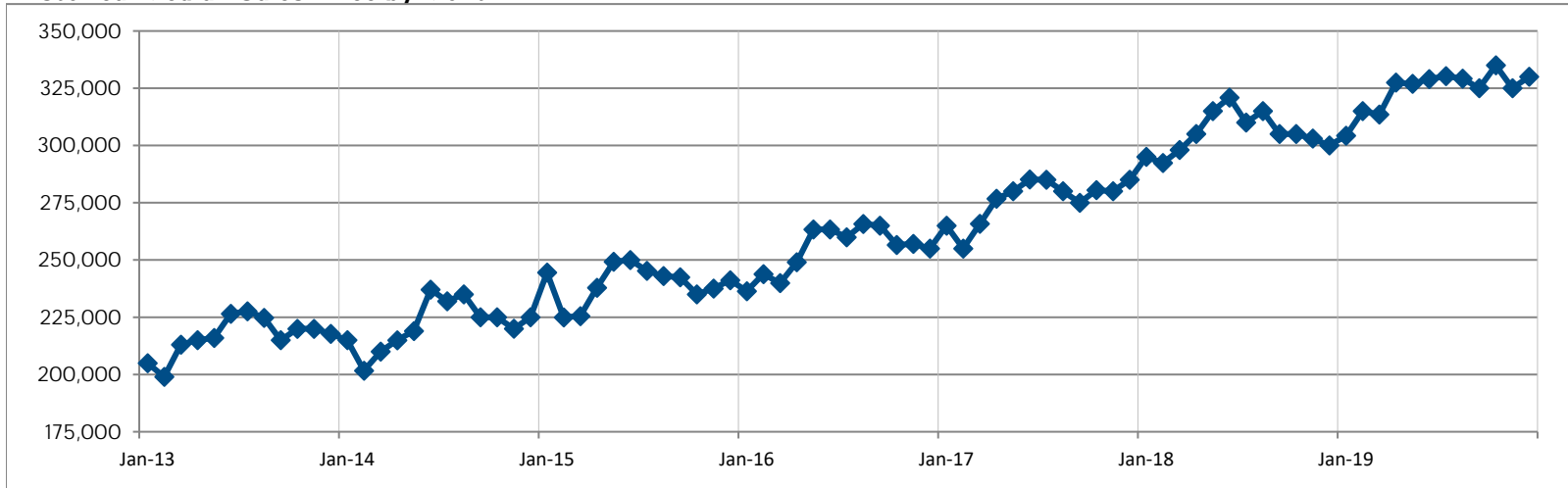


# Market Overview

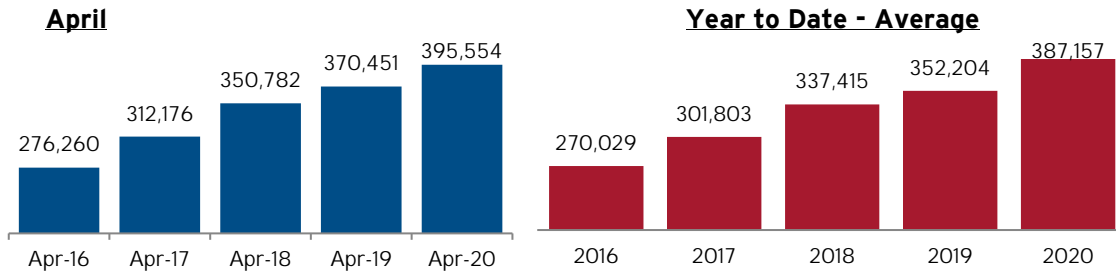


	Median Sales Price	Percent Change
04/2016	249,000	
04/2017	276,745	11.14%
04/2018	305,000	10.21%
04/2019	327,453	7.36%
04/2020	360,000	9.94%

## Historical Median Sales Price by Month

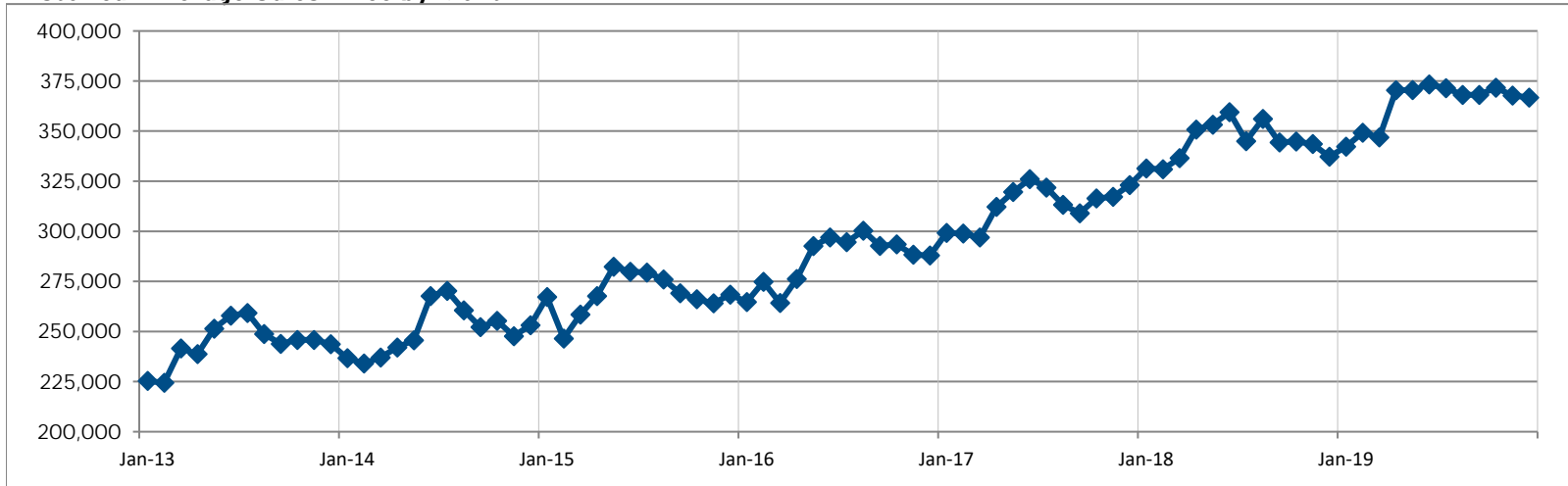


# Market Overview

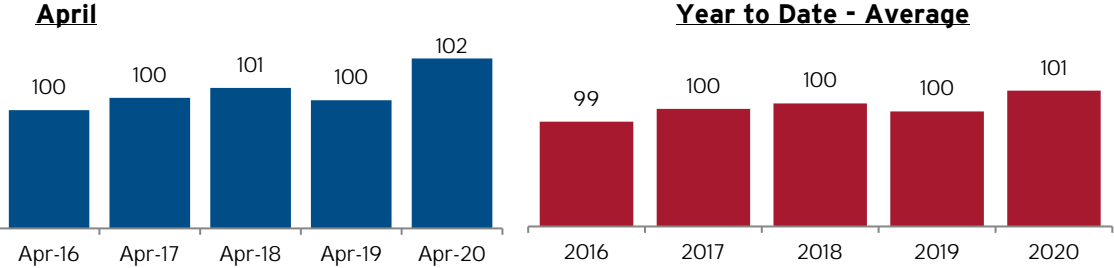


	Average Sales Price	Percent Change
04/2016	276,260	
04/2017	312,176	13.00%
04/2018	350,782	12.37%
04/2019	370,451	5.61%
04/2020	395,554	6.78%

## Historical Average Sales Price by Month

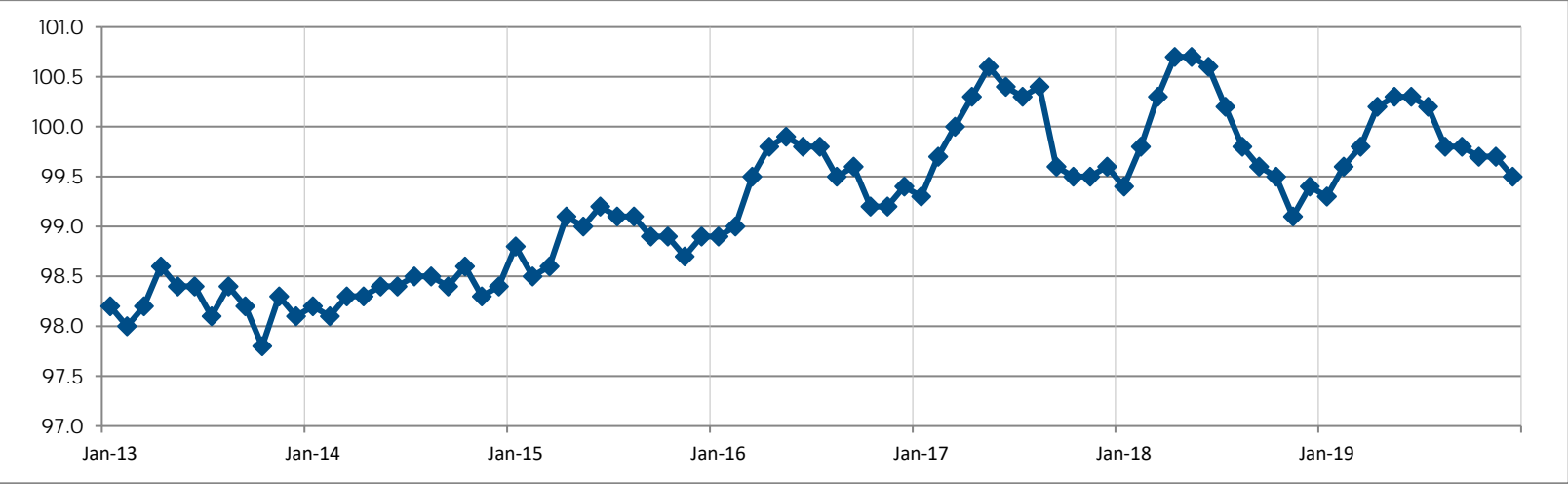


# Market Overview



	Pct of List Recvd	Percent Change
04/2016	99.8	
04/2017	100.3	0.50%
04/2018	100.7	0.40%
04/2019	100.2	-0.50%
04/2020	101.9	1.70%

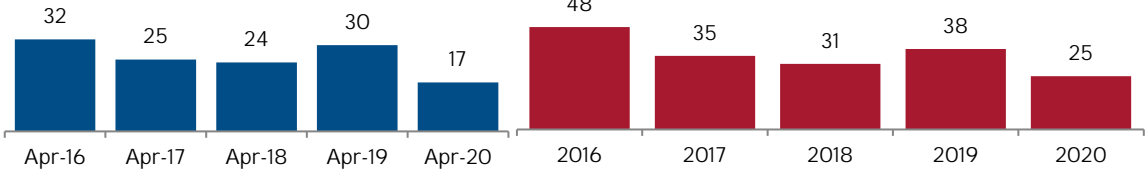
## Historical Percent of List Price Received by Month



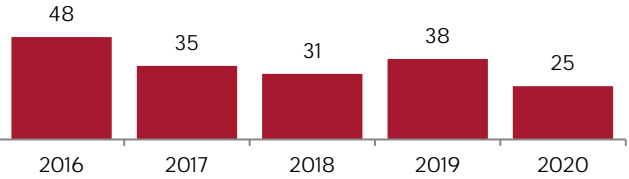
# Market Overview



## April



## Year to Date - Average



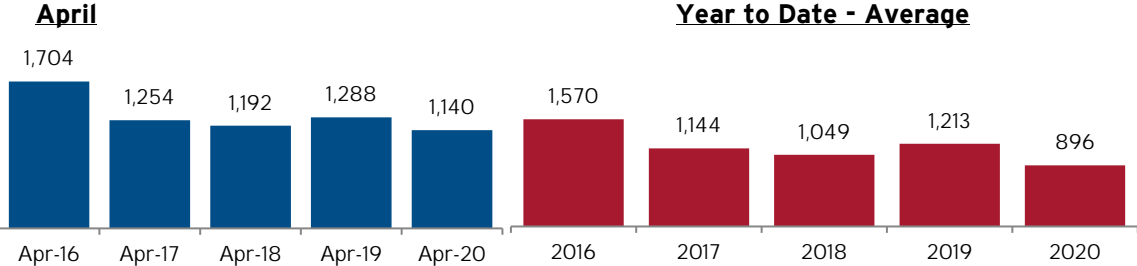
	DOM	Percent Change
04/2016	32	
04/2017	25	-21.88%
04/2018	24	-4.00%
04/2019	30	25.00%
04/2020	17	-43.33%

## Historical Days on Market Until Sale by Month





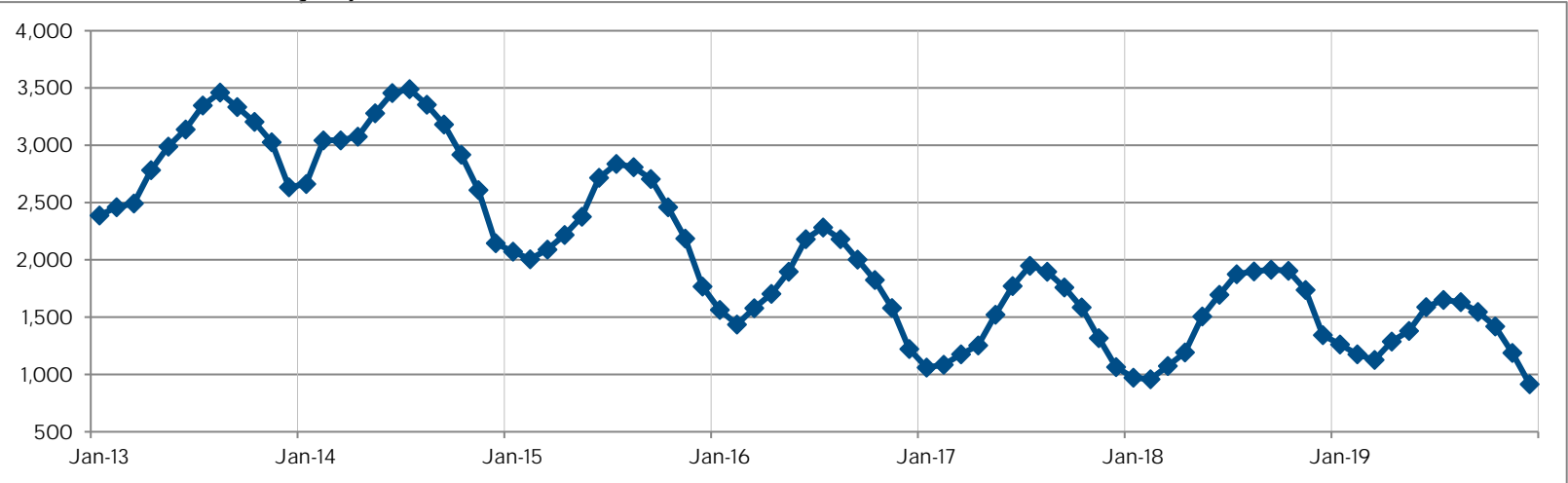
# Market Overview



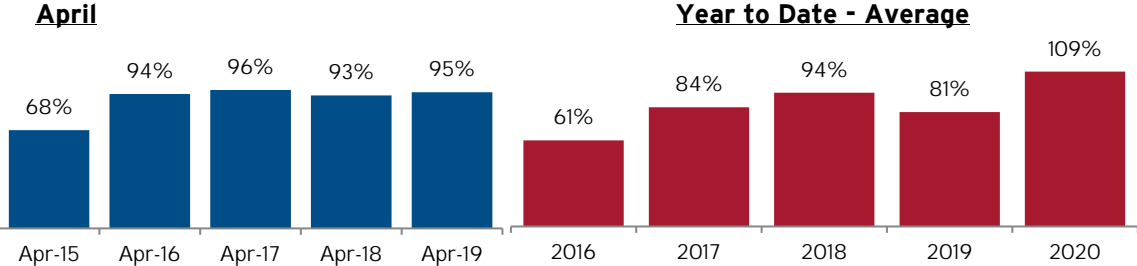
**Year to Date - Average**

	Active Listings	Percent Change
04/2016	1,704	
04/2017	1,254	-26.41%
04/2018	1,192	-4.94%
04/2019	1,288	8.05%
04/2020	1,140	-11.49%

**Historical Active Listings by Month**

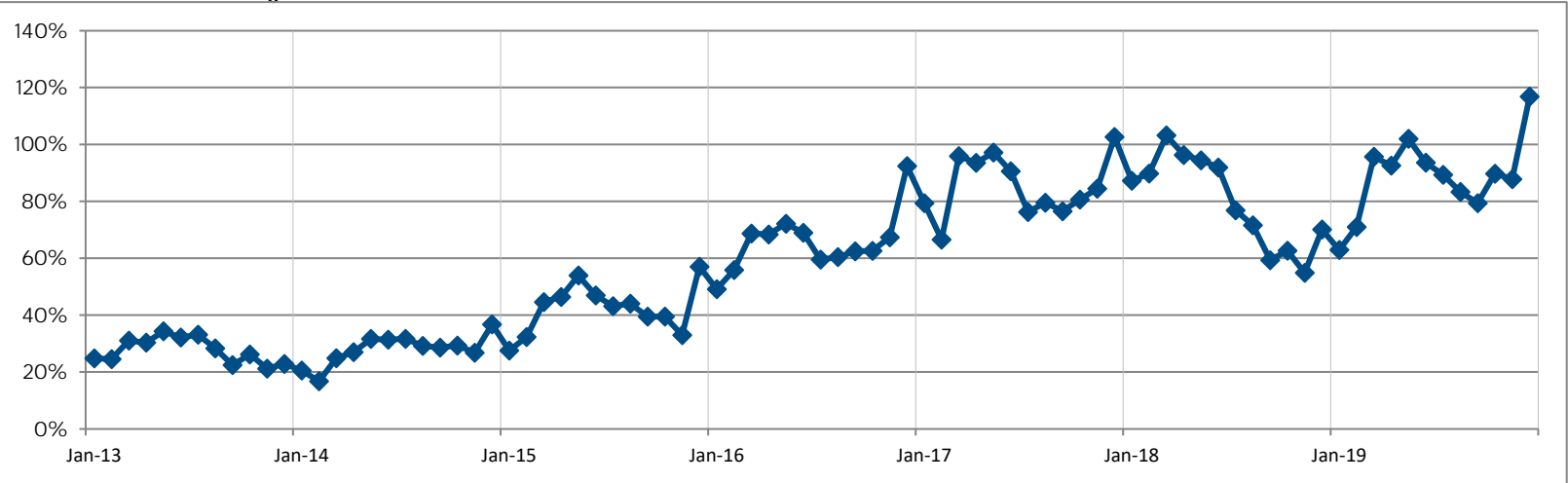


# Market Overview

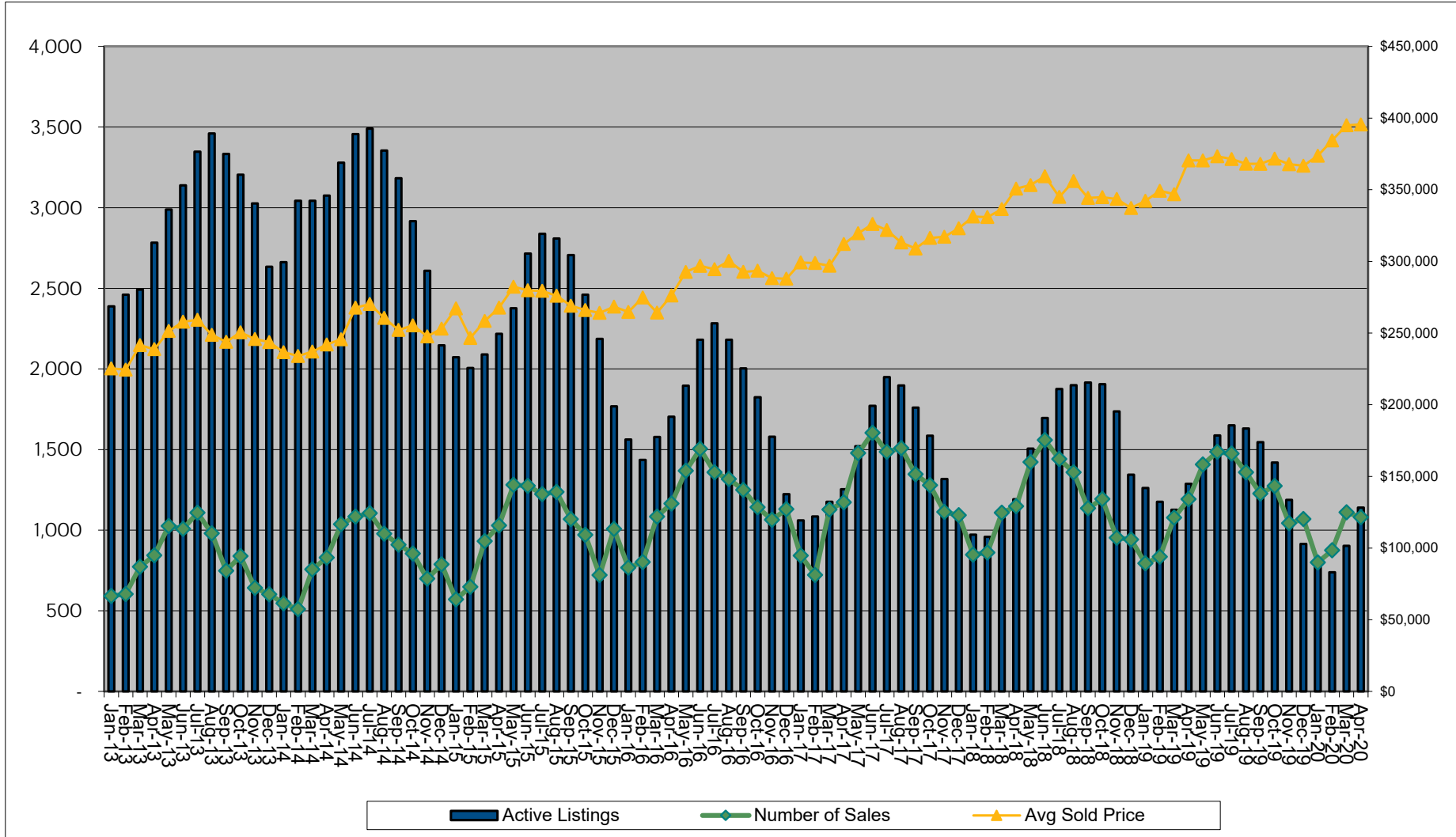


	Sales as a % of Active Listings	Percent Change
04/2016	68%	
04/2017	94%	36.82%
04/2018	96%	2.96%
04/2019	93%	-3.91%
04/2020	95%	2.37%

Sales as a % of Active Listings



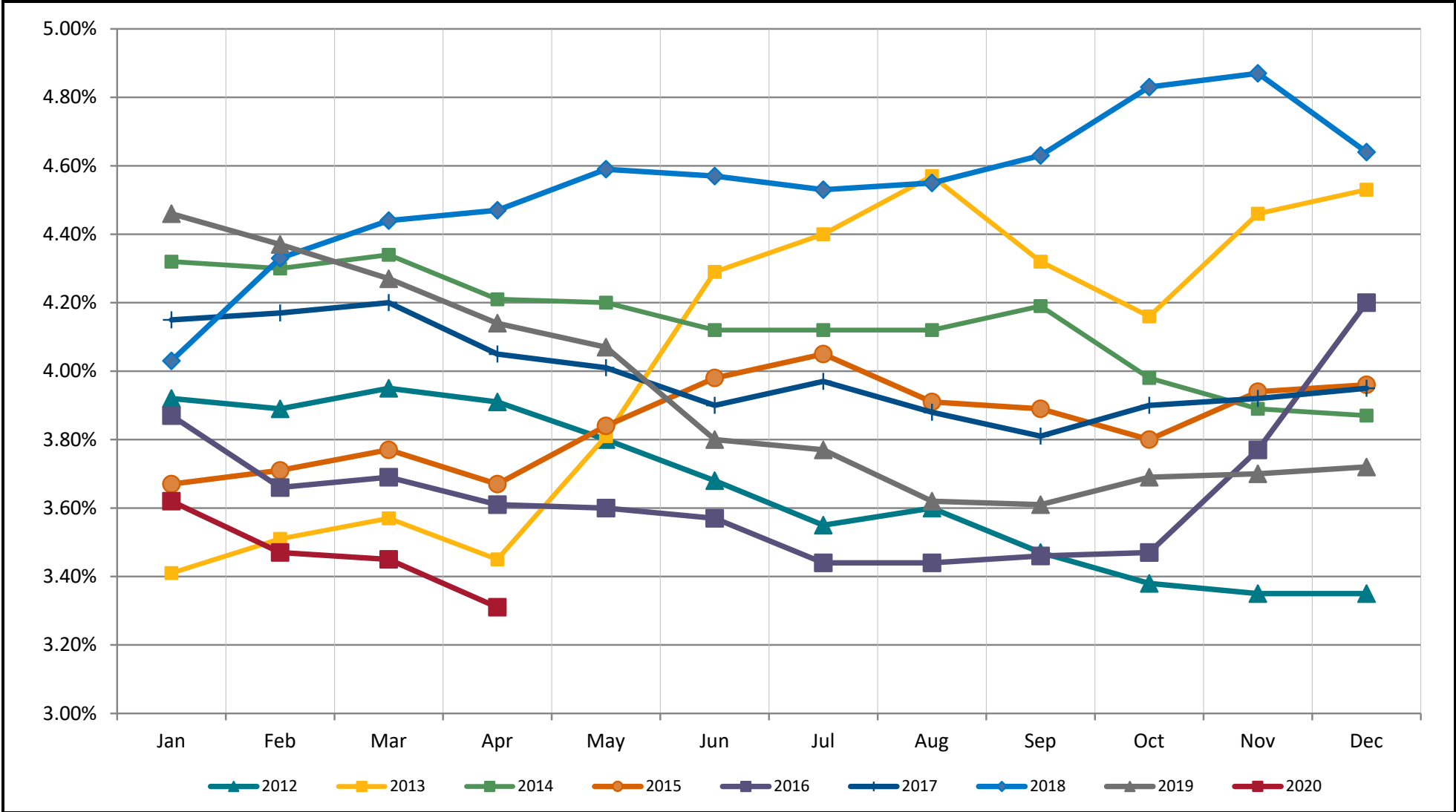
# Market Overview



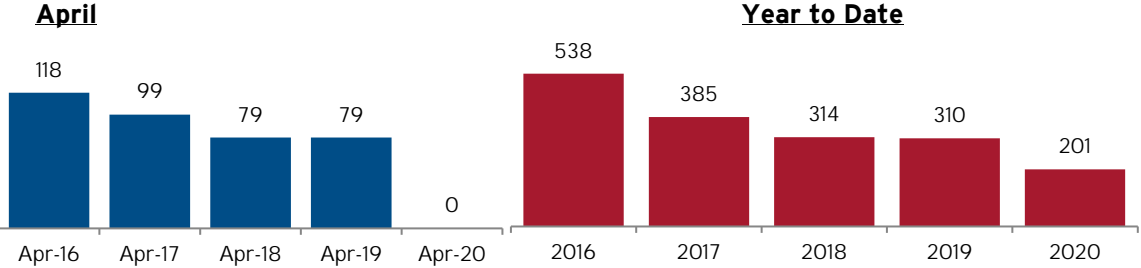
# Market Overview



## Freddie Mac Interest Rates

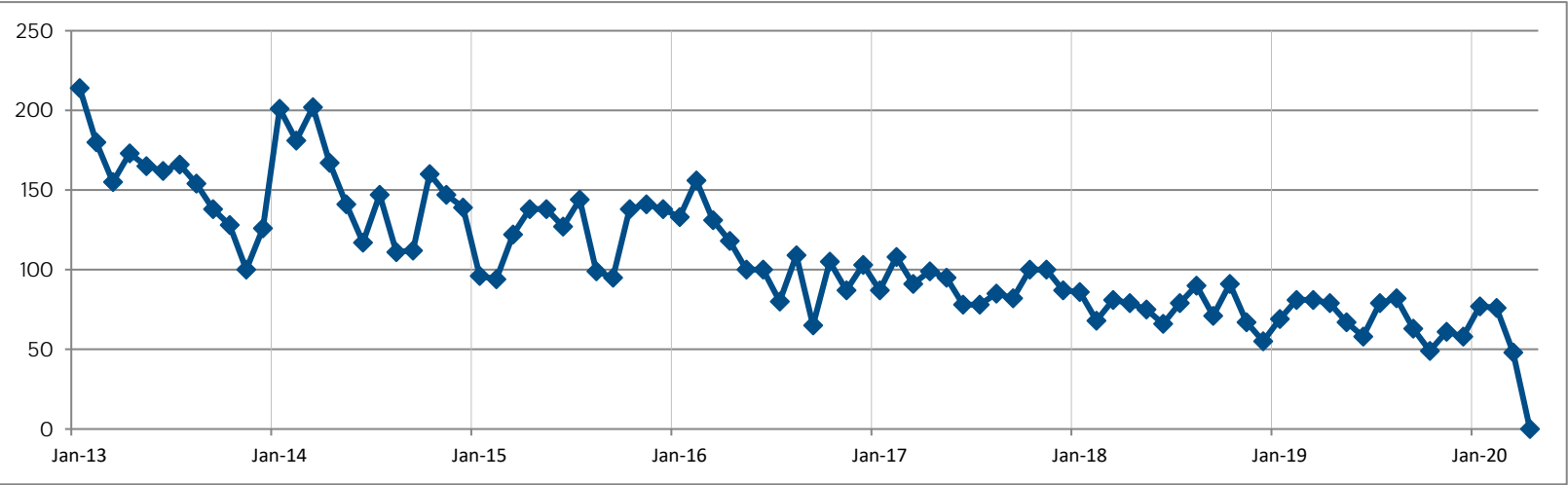


# Market Overview

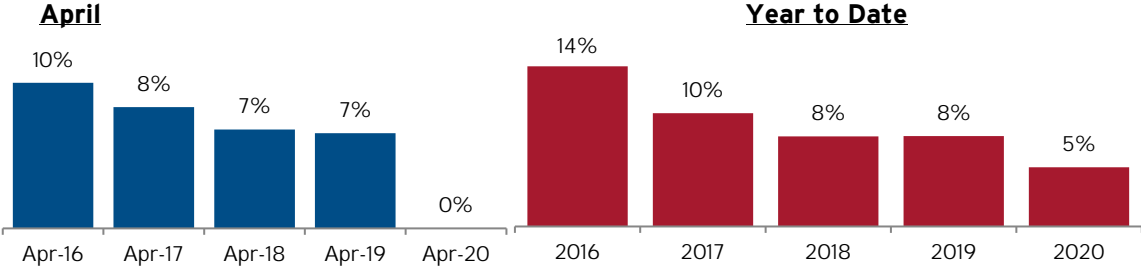


	Foreclosures	Percent Change
04/2016	118	
04/2017	99	-16.10%
04/2018	79	-20.20%
04/2019	79	0.00%
04/2020	0	-100.00%

Foreclosures

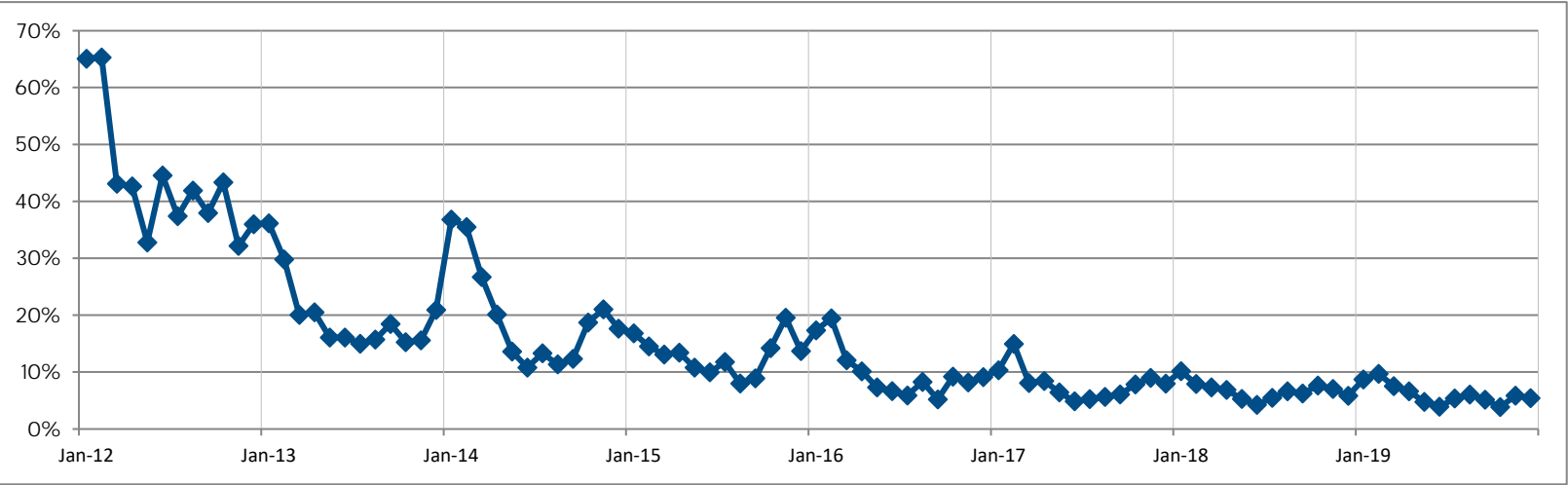


# Market Overview

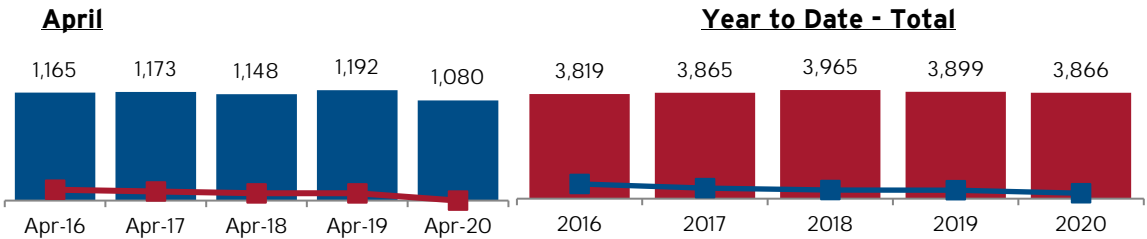


	Foreclosure as % of Sales	Percent Change
04/2016	10%	
04/2017	8%	-16.67%
04/2018	7%	-18.46%
04/2019	7%	-3.69%
04/2020	0%	-100.00%

Foreclosures as a % of Sales



# Market Overview



Number of Sales v Number of Foreclosures

