

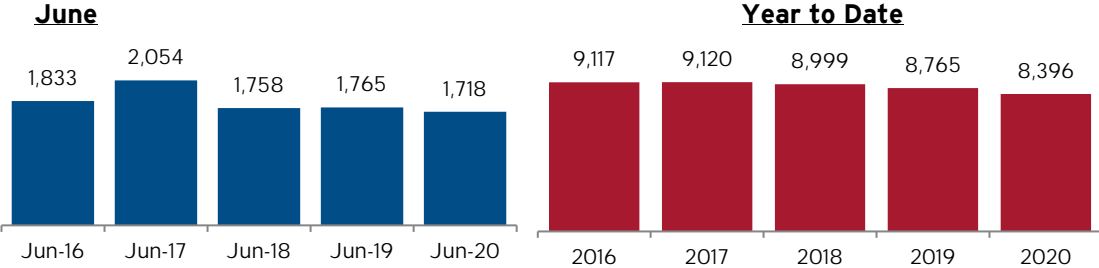
Market Overview



Key Metrics	Historical Sparkbars	June 2019	June 2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		1,765	1,718	-2.66%	8,765	8,396	-4.21%
Pending		1141	1,280	12.18%	6031	5,803	-3.78%
Sold Listings		1,486	1,451	-2.36%	6,792	6,320	-6.95%
Median Sales Price		329,000	360,260	9.50%	320,948	352,500	9.83%
Average Sales Price		373,319	403,632	8.12%	358,766	391,125	9.02%
Pct. Of List Price Received		100.3	100.8	0.50%	99.9	100.6	0.68%
Days on Market		22	15	-31.82%	33	22	-32.99%
Active Listings		1,588	1,029	-35.20%	1,304	949	-27.17%

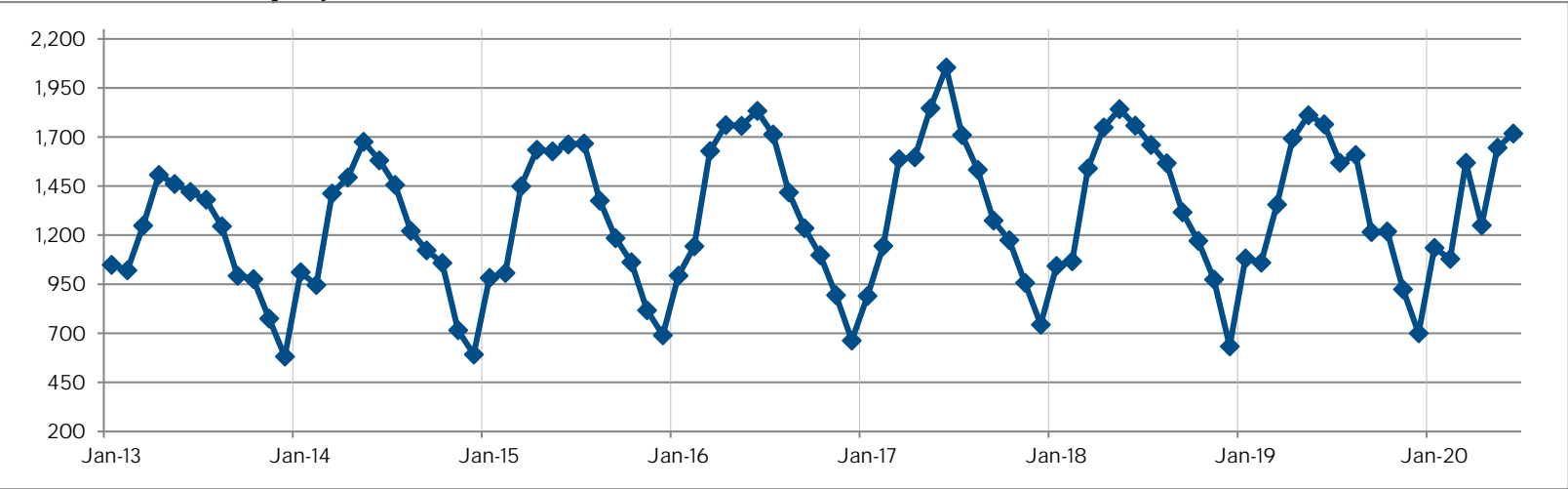
- Sales down 2.4% YoY but up 44.7% MoM
- New listings down 2.7% YoY and up 4.4% MoM
- Avg sales price up 8.1% YoY, the highest average on record
- DOM shortest ever at 15 days

Market Overview

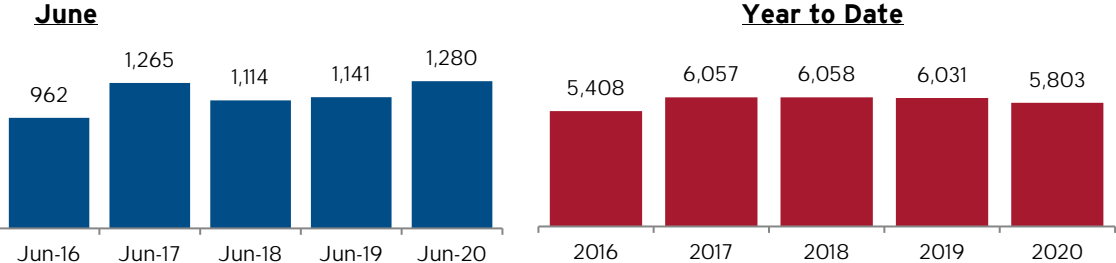


	New Listings	Percent Change
06/2016	1,833	
06/2017	2,054	12.06%
06/2018	1,758	-14.41%
06/2019	1,765	0.40%
06/2020	1,718	-2.66%

Historical New Listings by Month

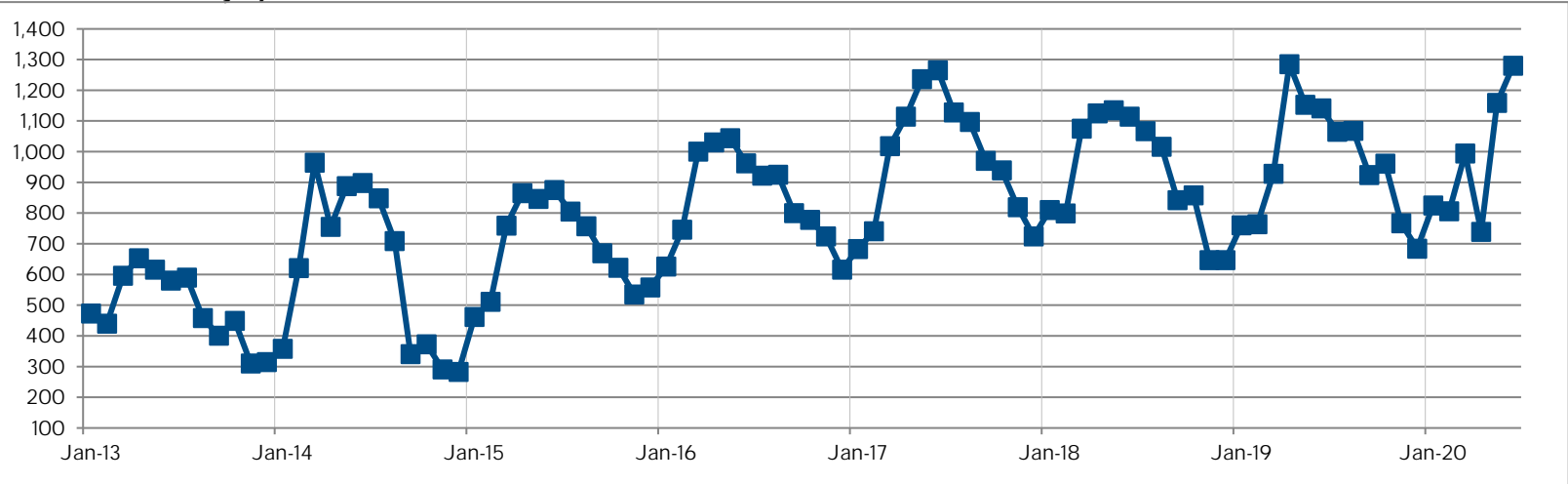


Market Overview

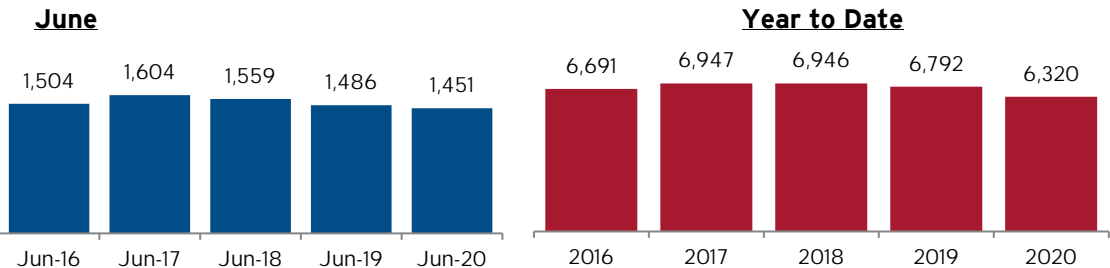


	Pending	Percent Change
06/2016	962	
06/2017	1,265	31.50%
06/2018	1,114	-11.94%
06/2019	1,141	2.42%
06/2020	1,280	12.18%

Historical Pending by Month

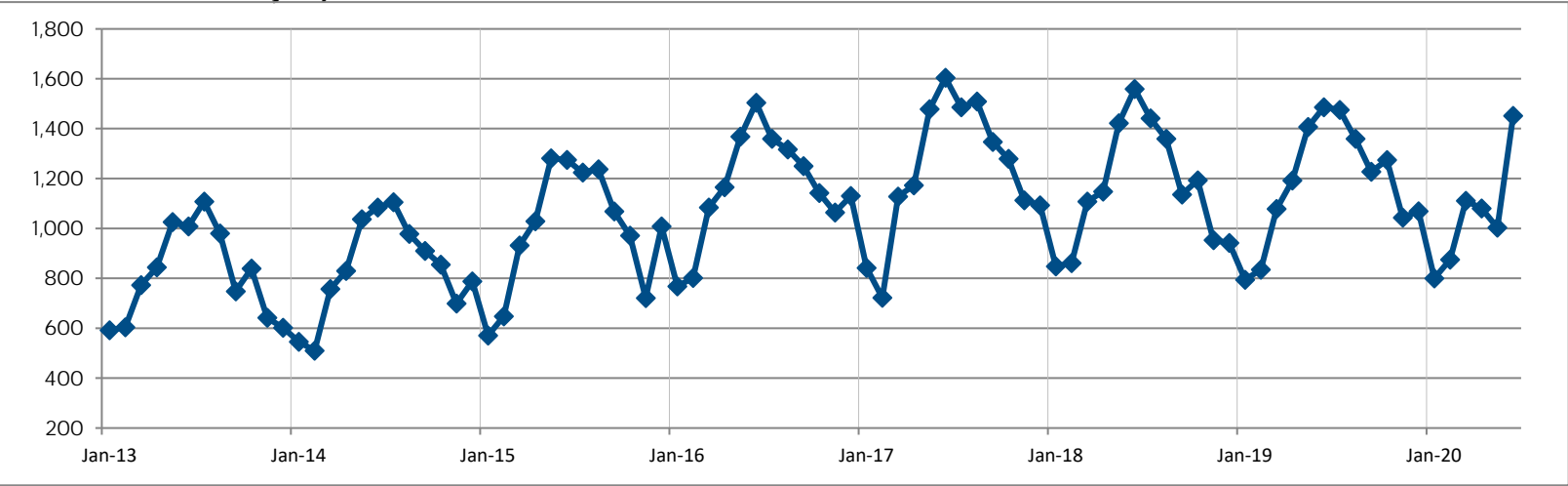


Market Overview

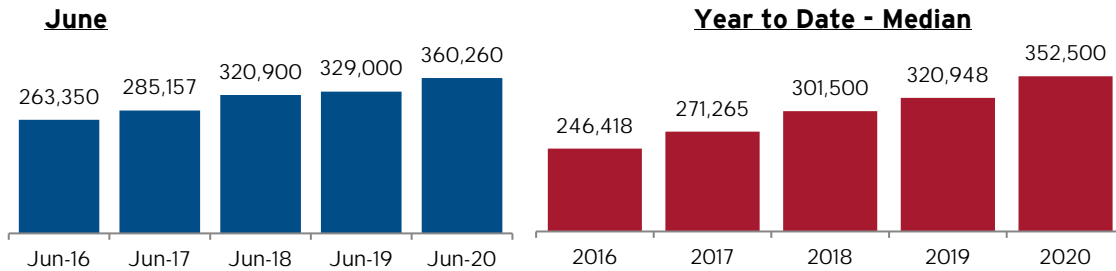


	Sold Listings	Percent Change
06/2016	1,504	
06/2017	1,604	6.65%
06/2018	1,559	-2.81%
06/2019	1,486	-4.68%
06/2020	1,451	-2.36%

Historical Sold Listings by Month

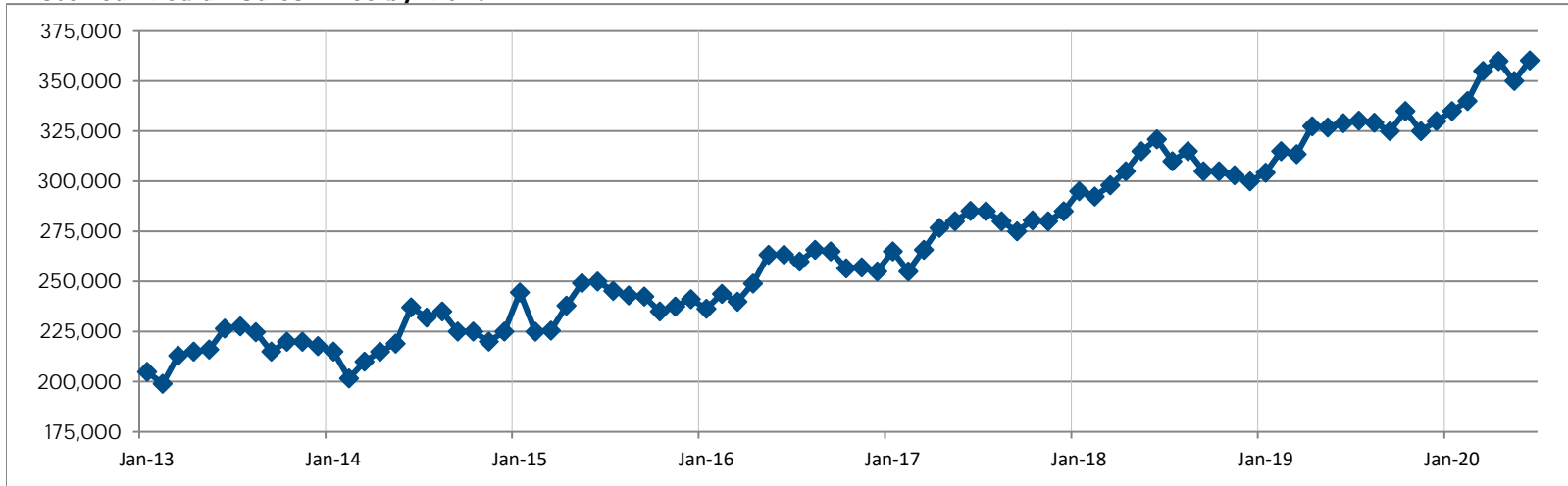


Market Overview

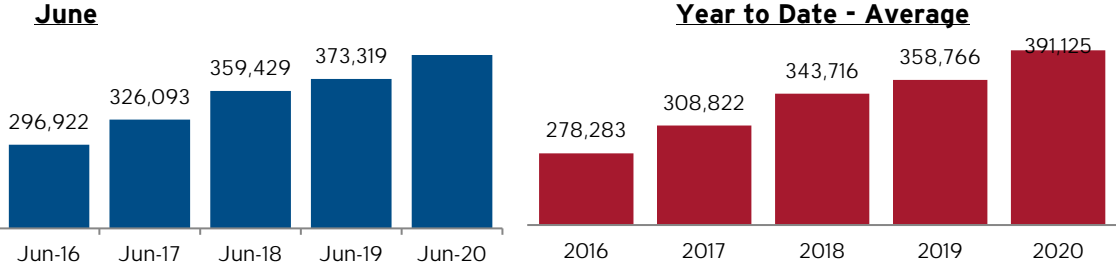


	Median Sales Price	Percent Change
06/2016	263,350	
06/2017	285,157	8.28%
06/2018	320,900	12.53%
06/2019	329,000	2.52%
06/2020	360,260	9.50%

Historical Median Sales Price by Month

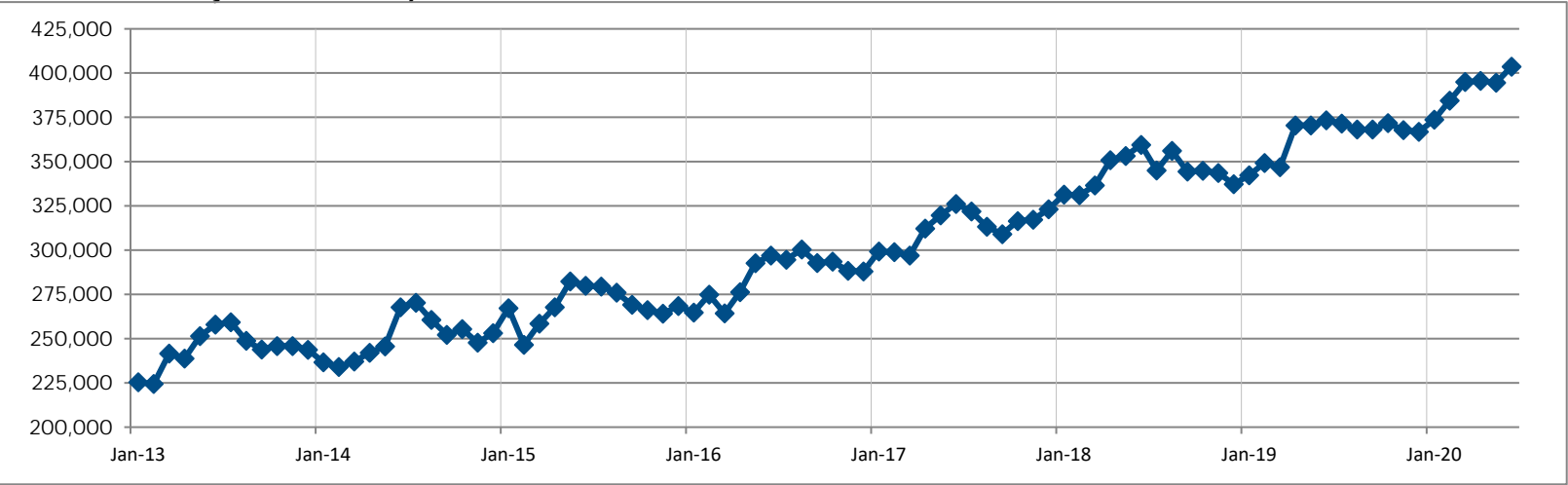


Market Overview

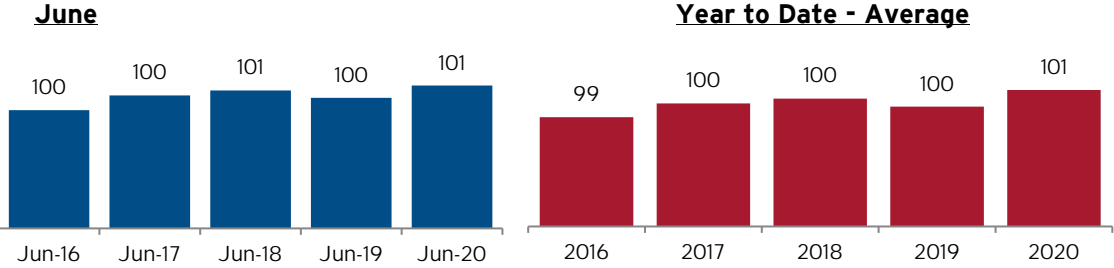


	Average Sales Price	Percent Change
06/2016	296,922	
06/2017	326,093	9.82%
06/2018	359,429	10.22%
06/2019	373,319	3.86%
06/2020	403,632	8.12%

Historical Average Sales Price by Month

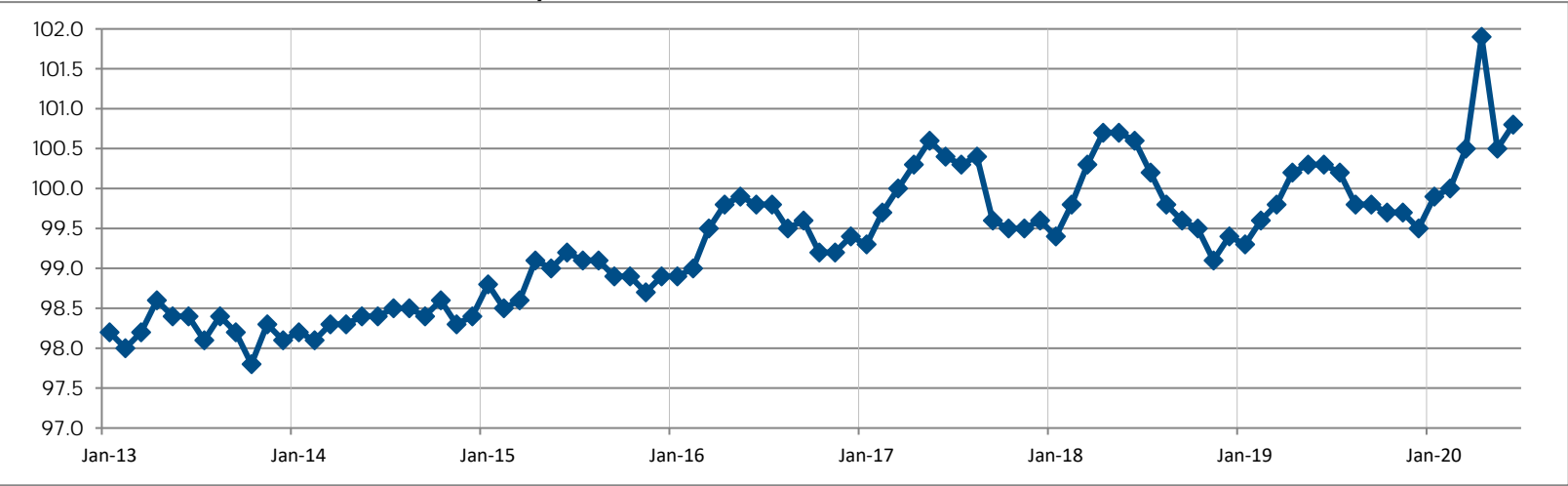


Market Overview

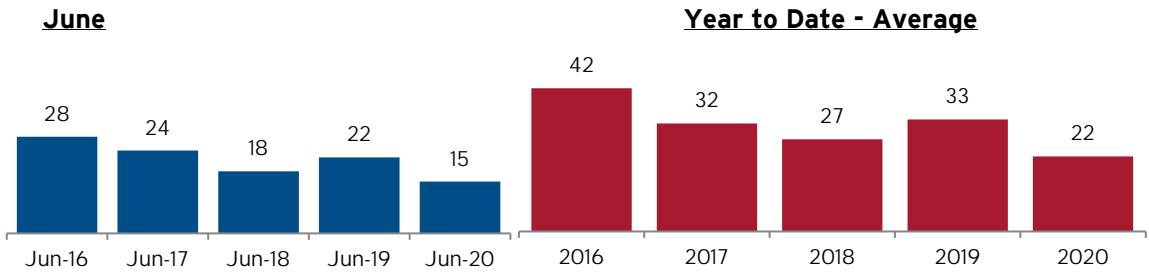


	Pct of List Recvd	Percent Change
06/2016	99.8	
06/2017	100.4	0.60%
06/2018	100.6	0.20%
06/2019	100.3	-0.30%
06/2020	100.8	0.50%

Historical Percent of List Price Received by Month

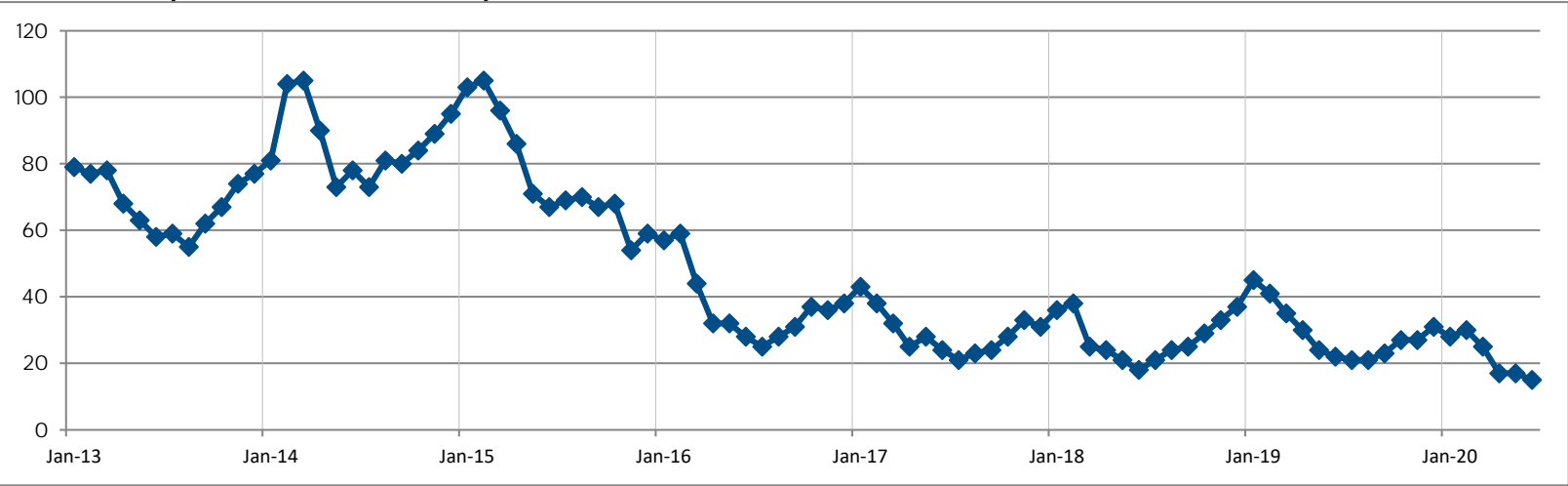


Market Overview

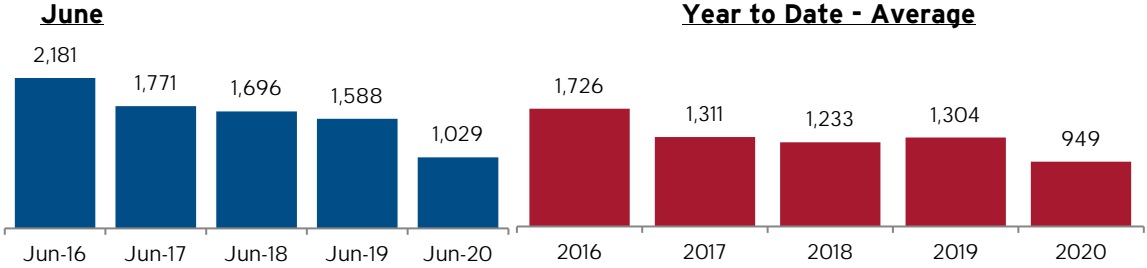


	DOM	Percent Change
06/2016	28	
06/2017	24	-14.29%
06/2018	18	-25.00%
06/2019	22	22.22%
06/2020	15	-31.82%

Historical Days on Market Until Sale by Month

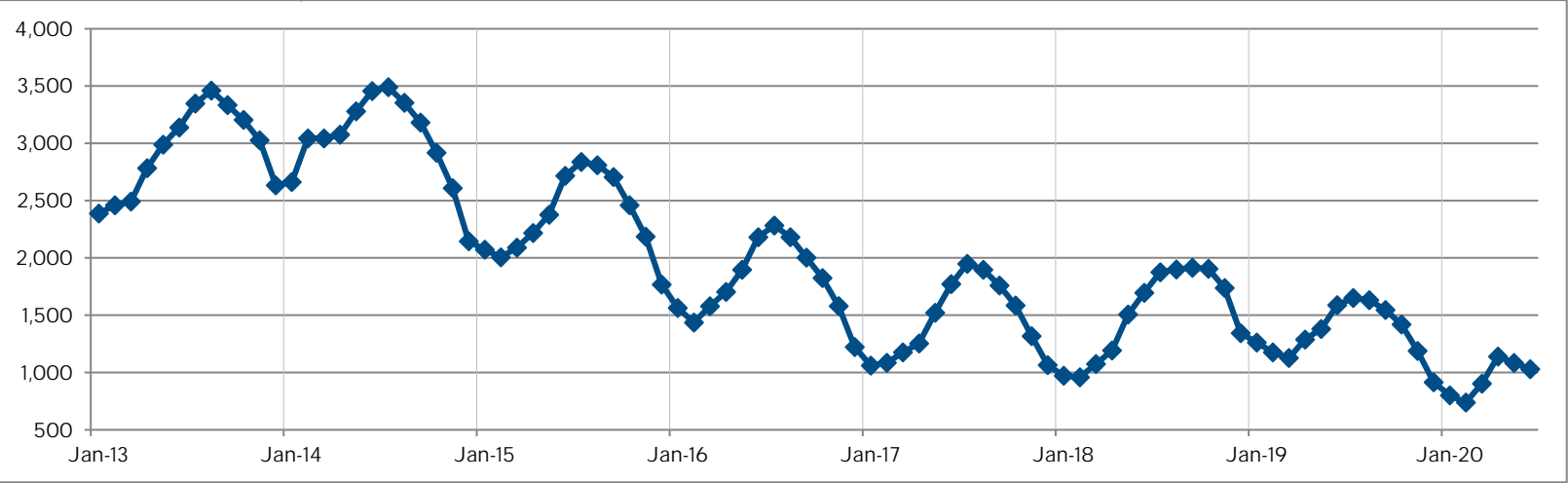


Market Overview

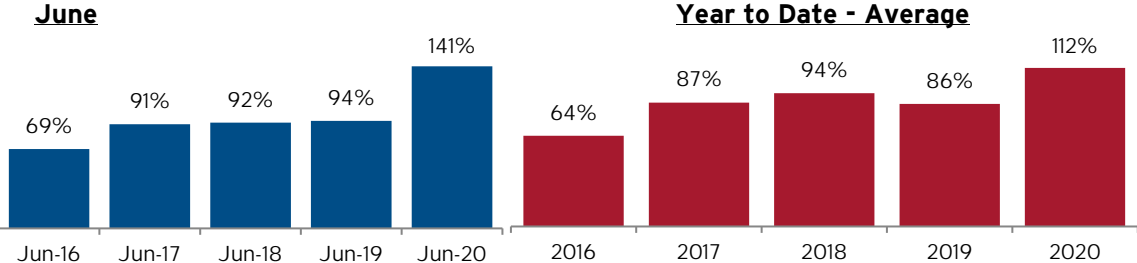


	Active Listings	Percent Change
06/2016	2,181	
06/2017	1,771	-18.80%
06/2018	1,696	-4.23%
06/2019	1,588	-6.37%
06/2020	1,029	-35.20%

Historical Active Listings by Month

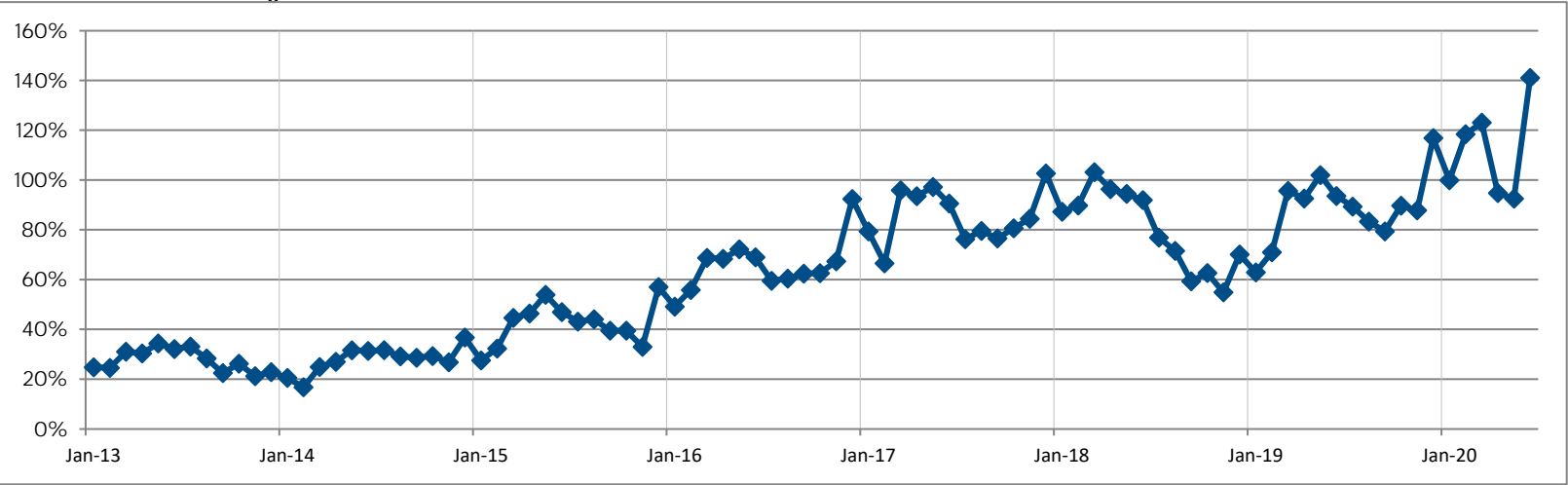


Market Overview

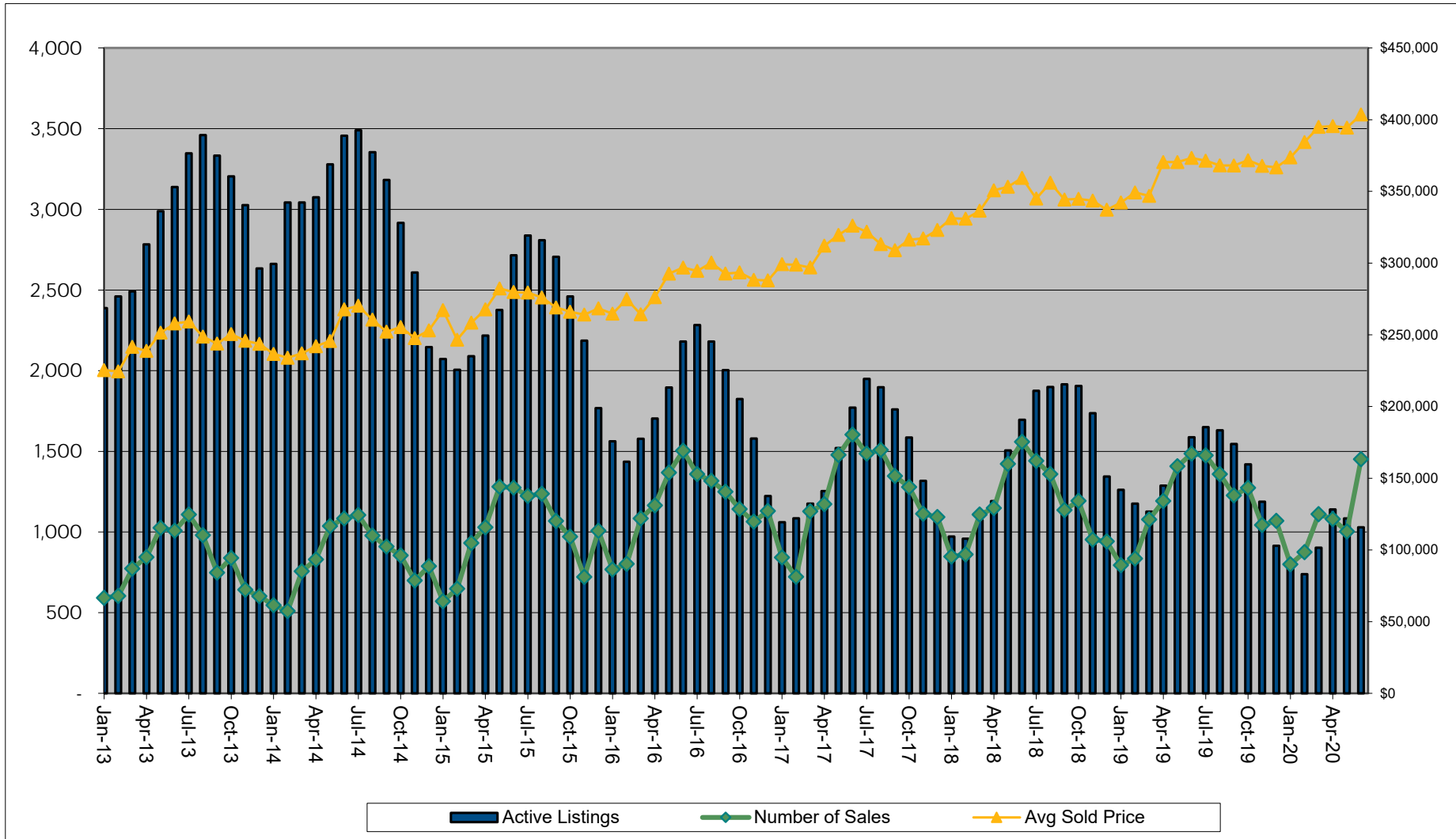


	Sales as a % of Active Listings	Percent Change
06/2016	69%	
06/2017	91%	31.34%
06/2018	92%	1.49%
06/2019	94%	1.80%
06/2020	141%	50.69%

Sales as a % of Active Listings



Market Overview



Market Overview



Freddie Mac Interest Rates

