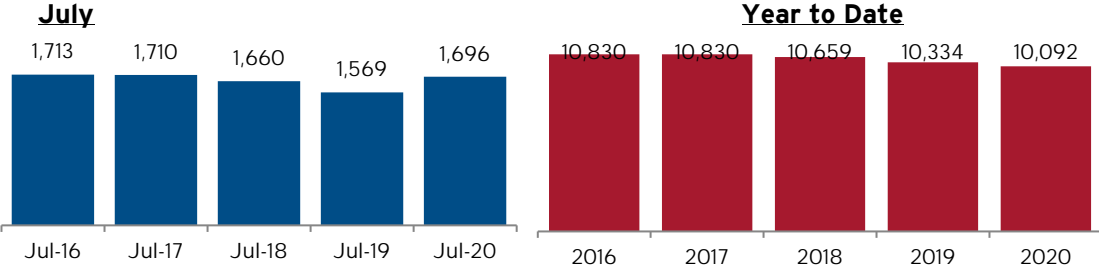


# Market Overview



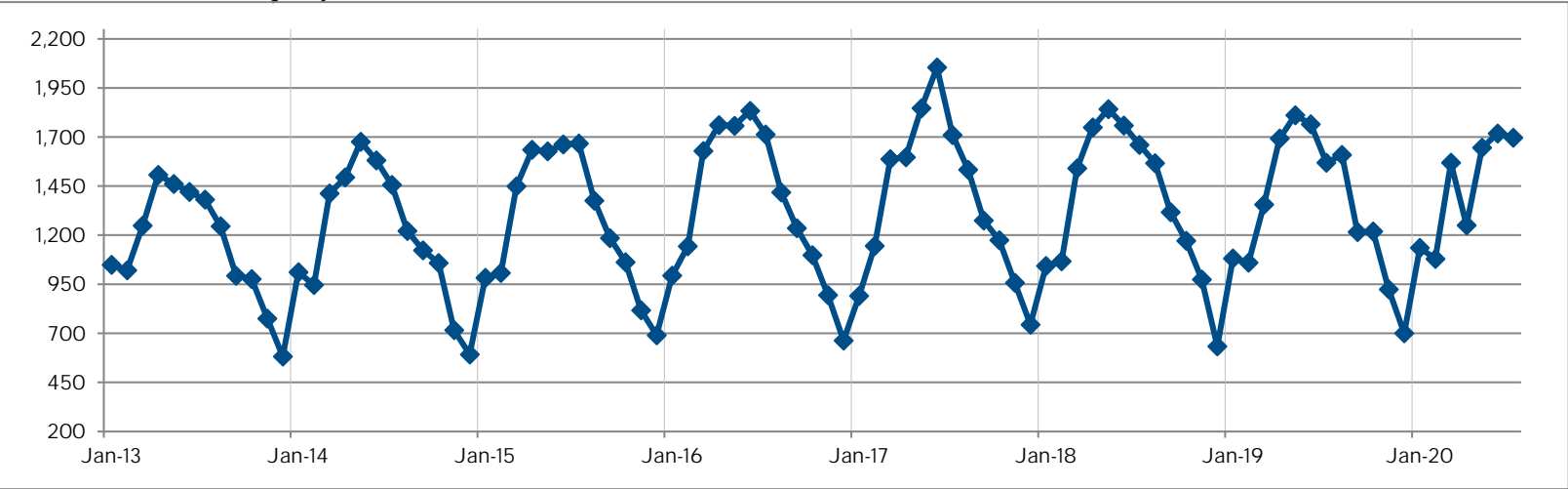
Key Metrics	Historical Sparkbars	July 2019	July 2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		1,569	1,696	8.09%	10,334	10,092	-2.34%
Pending		1,065	1,261	18.40%	7,096	7,064	-0.45%
Sold Listings		1,475	1,707	15.73%	8,267	8,027	-2.90%
Median Sales Price		330,250	378,000	14.46%	326,900	355,000	8.60%
Average Sales Price		371,440	425,588	14.58%	360,577	396,048	9.84%
Pct. Of List Price Received		100.2	100.7	0.50%	100.0	100.6	0.66%
Days on Market		21	17	-19.05%	31	21	-31.65%
Active Listings		1,651	981	-40.58%	1,353	954	-29.51%

# Market Overview

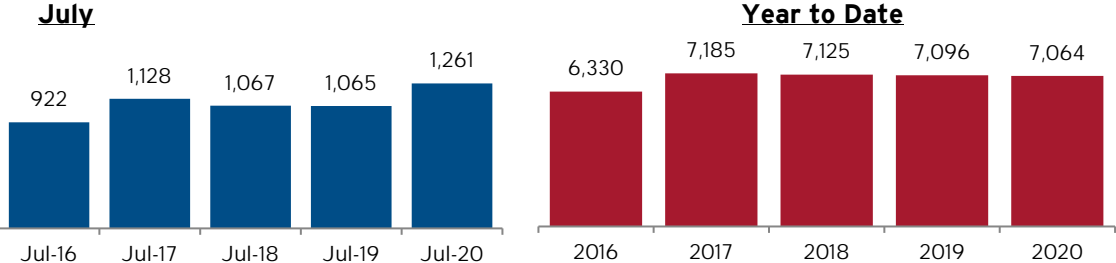


	New Listings	Percent Change
07/2016	1,713	
07/2017	1,710	-0.18%
07/2018	1,660	-2.92%
07/2019	1,569	-5.48%
07/2020	1,696	8.09%

## Historical New Listings by Month

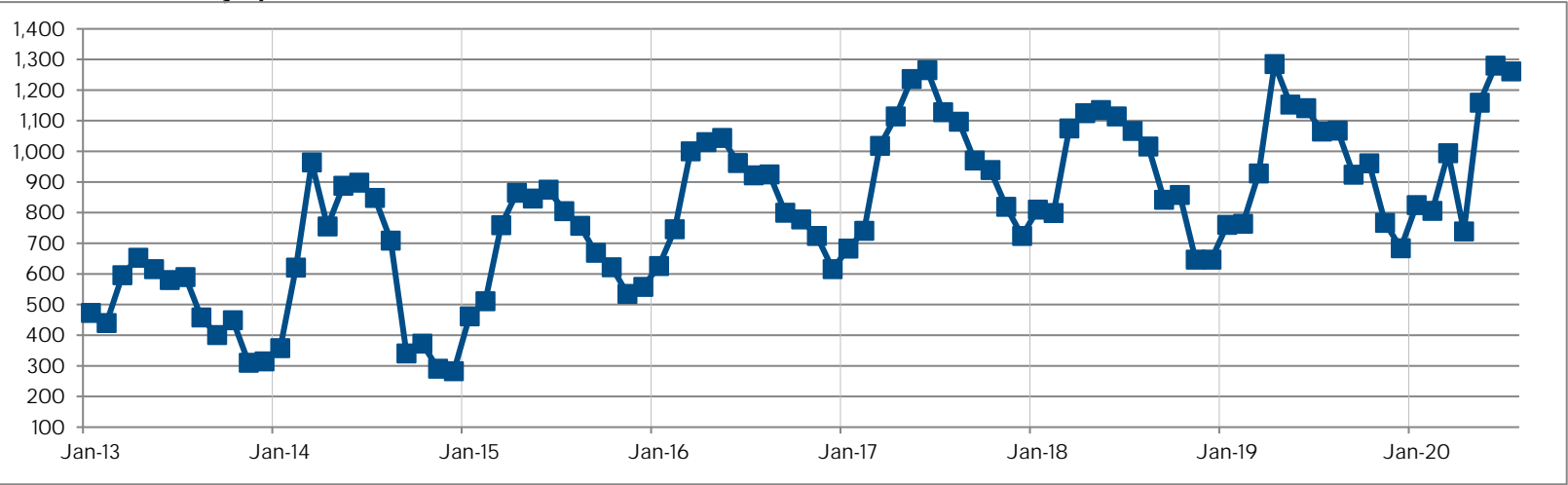


# Market Overview

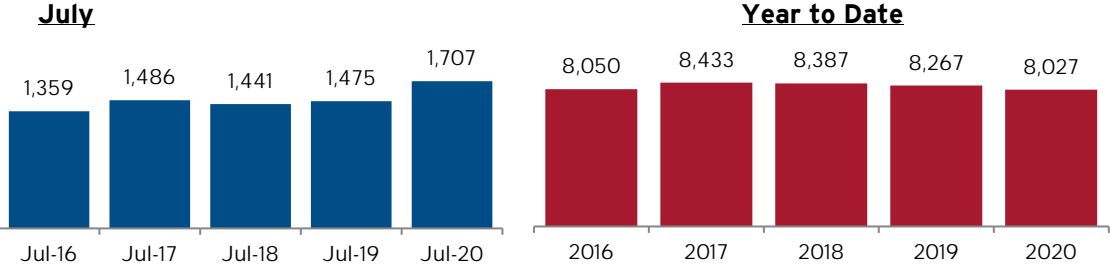


	Pending	Percent Change
07/2016	922	
07/2017	1,128	22.34%
07/2018	1,067	-5.41%
07/2019	1,065	-0.19%
07/2020	1,261	18.40%

## Historical Pending by Month

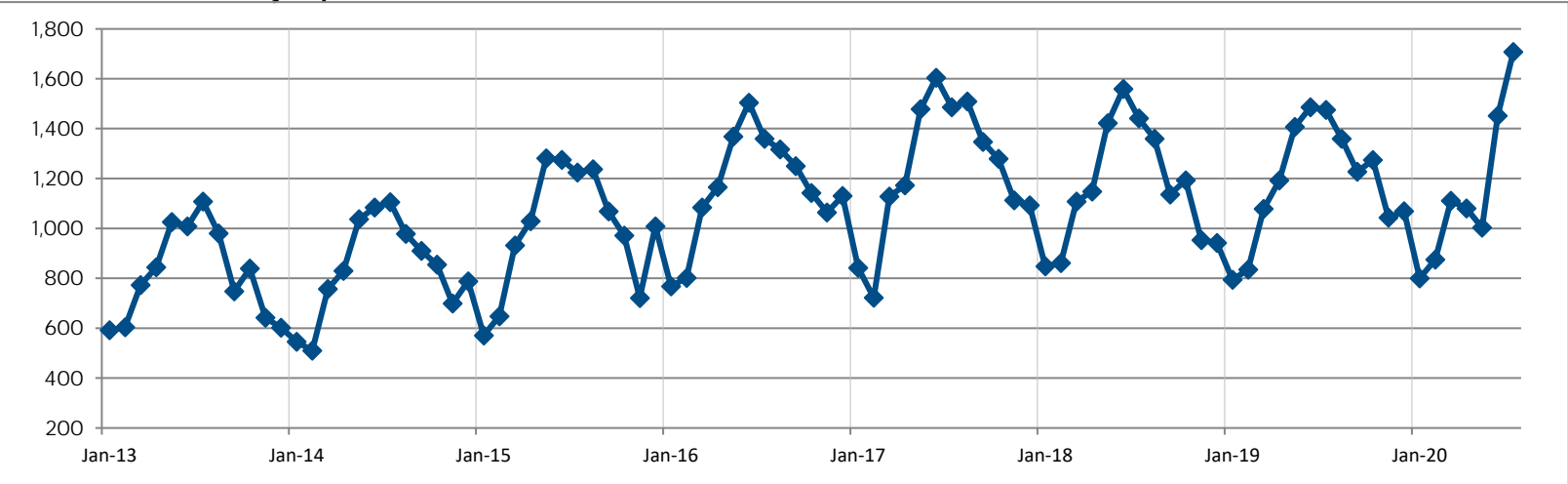


# Market Overview

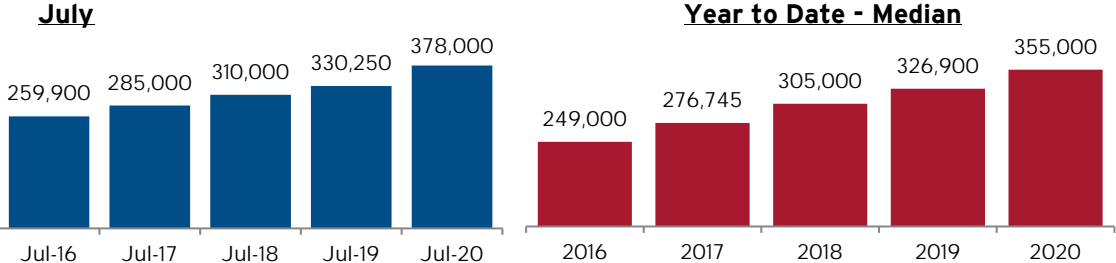


	Sold Listings	Percent Change
07/2016	1,359	
07/2017	1,486	9.35%
07/2018	1,441	-3.03%
07/2019	1,475	2.36%
07/2020	1,707	15.73%

## Historical Sold Listings by Month

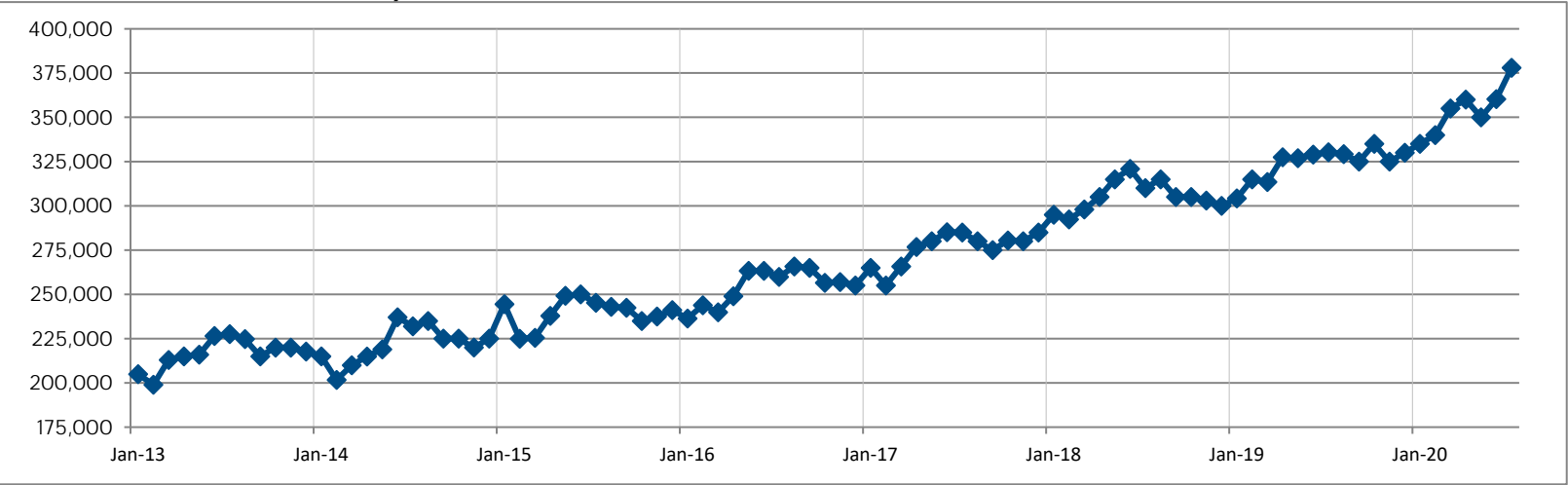


# Market Overview

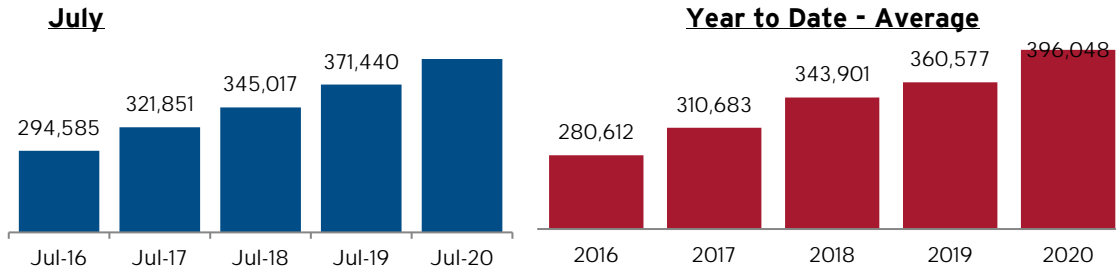


	Median Sales Price	Percent Change
07/2016	259,900	
07/2017	285,000	9.66%
07/2018	310,000	8.77%
07/2019	330,250	6.53%
07/2020	378,000	14.46%

## Historical Median Sales Price by Month

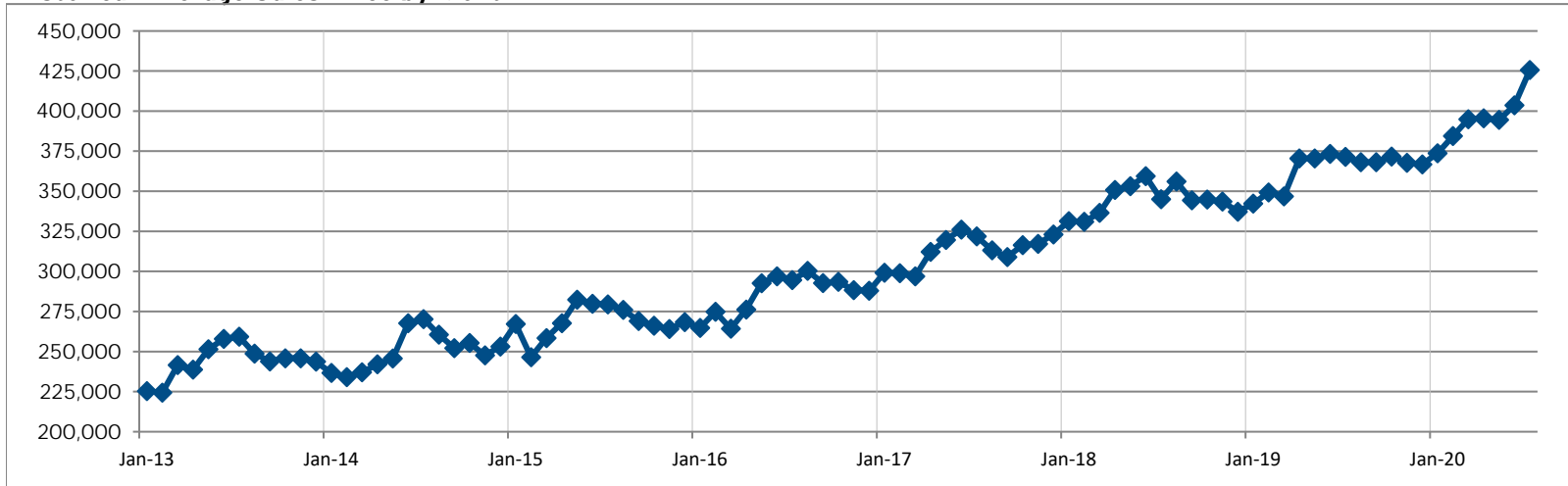


# Market Overview

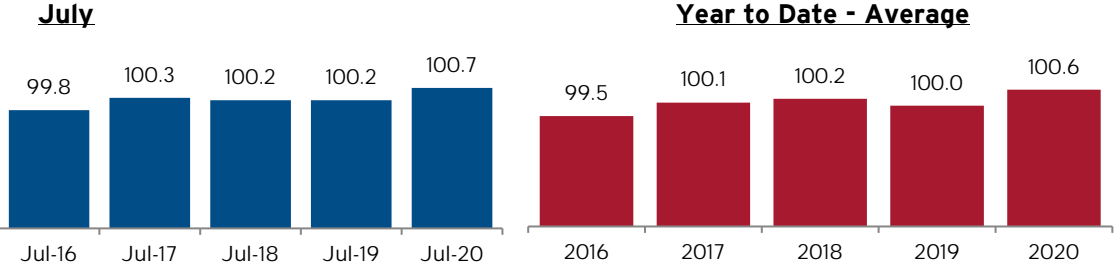


	Average Sales Price	Percent Change
07/2016	294,585	
07/2017	321,851	9.26%
07/2018	345,017	7.20%
07/2019	371,440	7.66%
07/2020	425,588	14.58%

## Historical Average Sales Price by Month

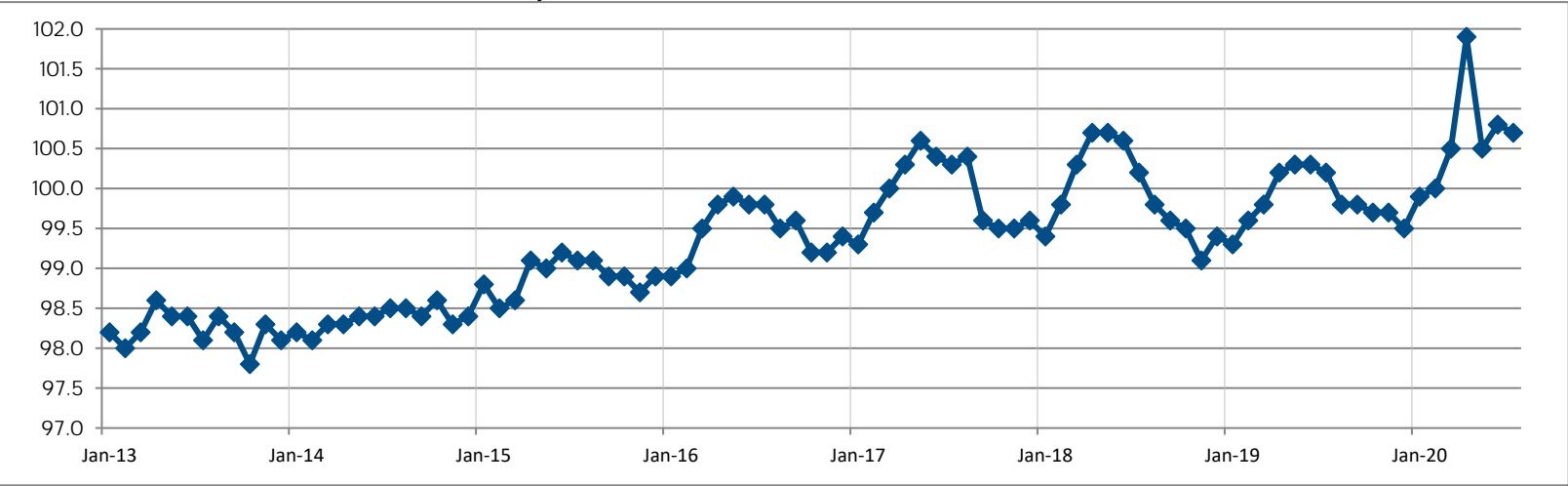


# Market Overview



	Pct of List Recvd	Percent Change
07/2016	99.8	
07/2017	100.3	0.50%
07/2018	100.2	-0.10%
07/2019	100.2	0.00%
07/2020	100.7	0.50%

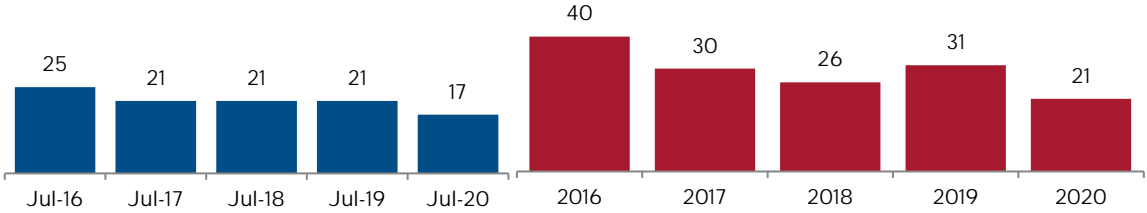
## Historical Percent of List Price Received by Month



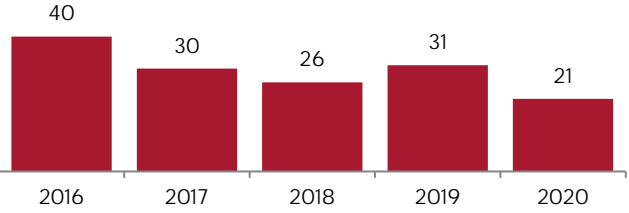
# Market Overview



## July

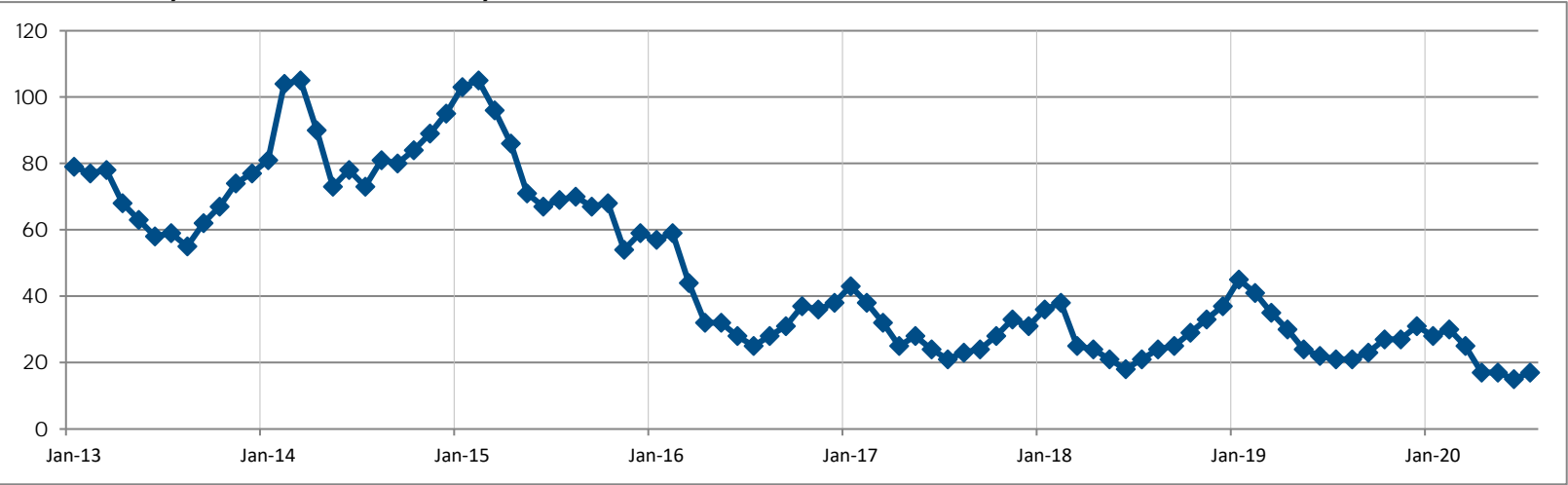


## Year to Date - Average



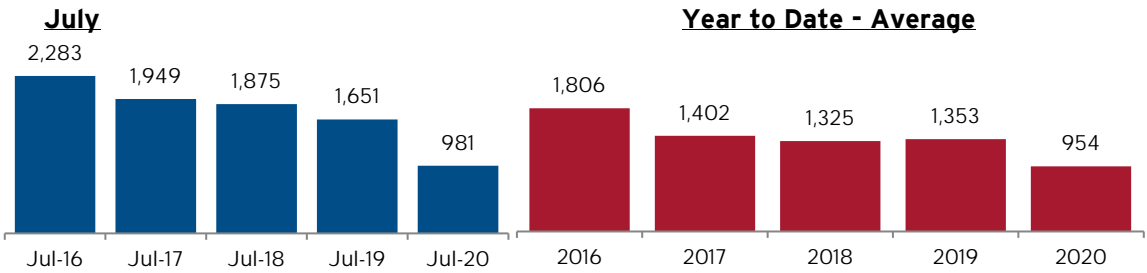
	DOM	Percent Change
07/2016	25	
07/2017	21	-16.00%
07/2018	21	0.00%
07/2019	21	0.00%
07/2020	17	-19.05%

## Historical Days on Market Until Sale by Month





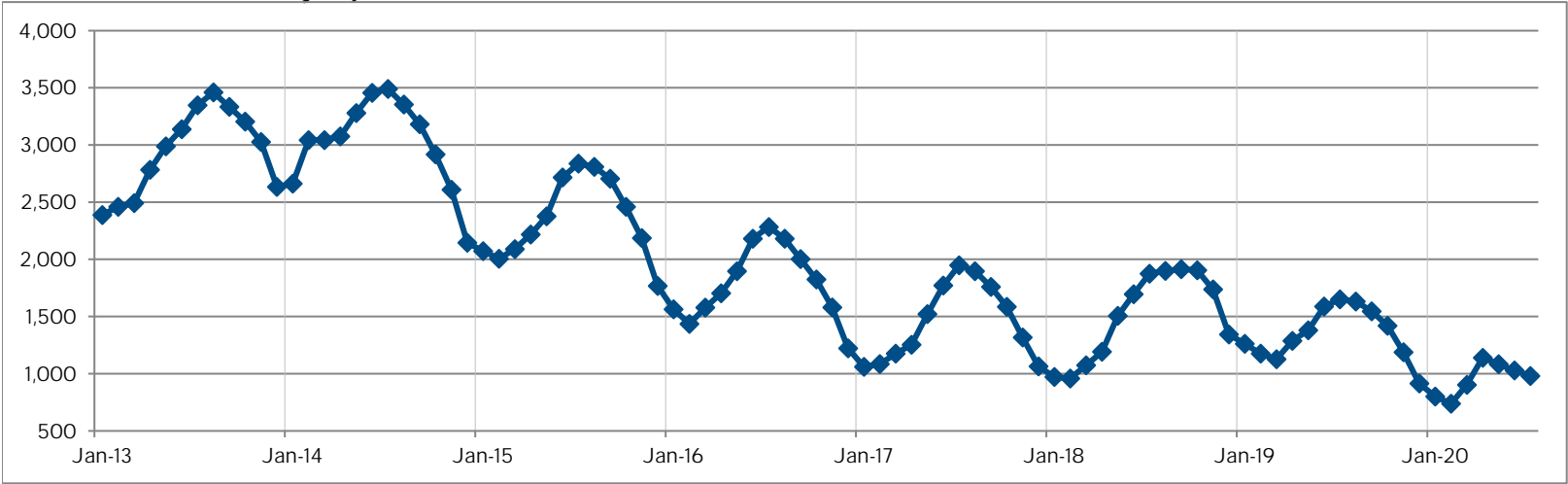
# Market Overview



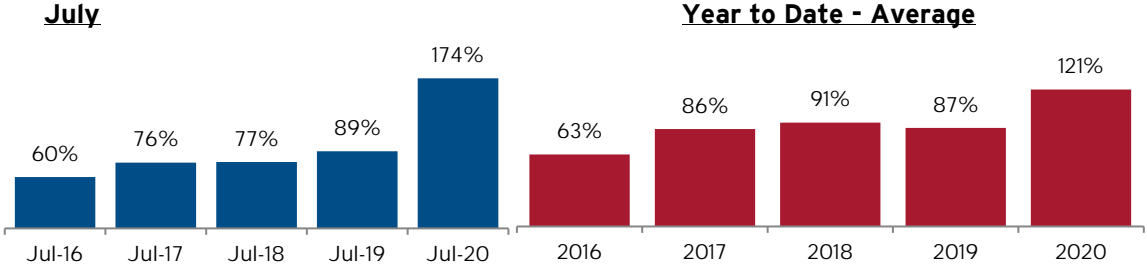
**Year to Date - Average**

	Active Listings	Percent Change
07/2016	2,283	
07/2017	1,949	-14.63%
07/2018	1,875	-3.80%
07/2019	1,651	-11.95%
07/2020	981	-40.58%

**Historical Active Listings by Month**



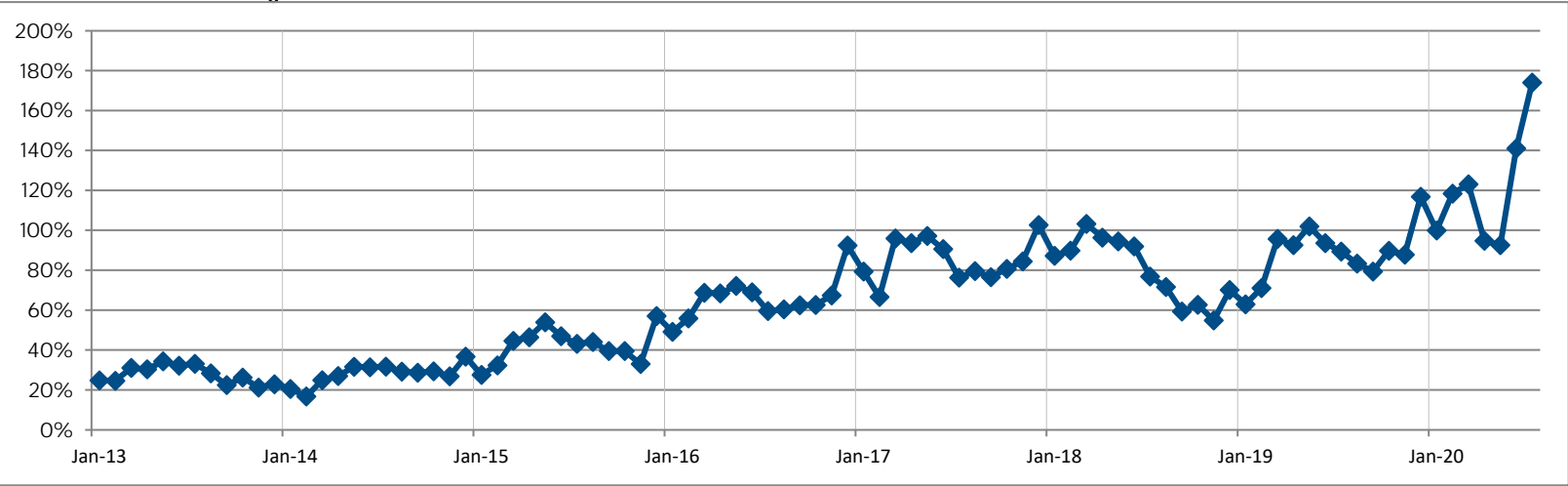
# Market Overview



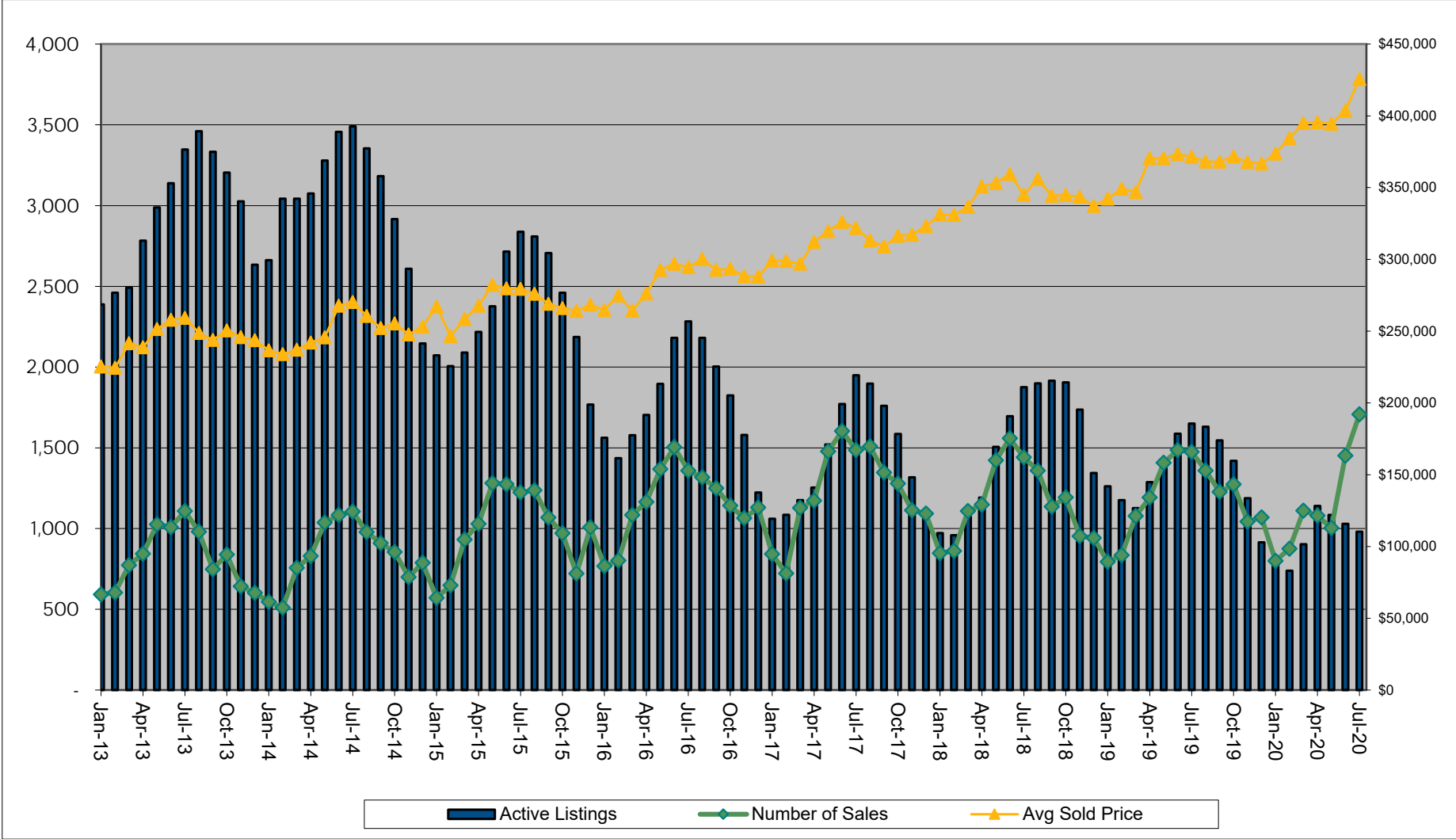
### Year to Date - Average

	Sales as a % of Active Listings	Percent Change
07/2016	60%	
07/2017	76%	28.08%
07/2018	77%	0.80%
07/2019	89%	16.25%
07/2020	174%	94.77%

Sales as a % of Active Listings



# Market Overview



# Market Overview



## Freddie Mac Interest Rates

