

# Market Overview

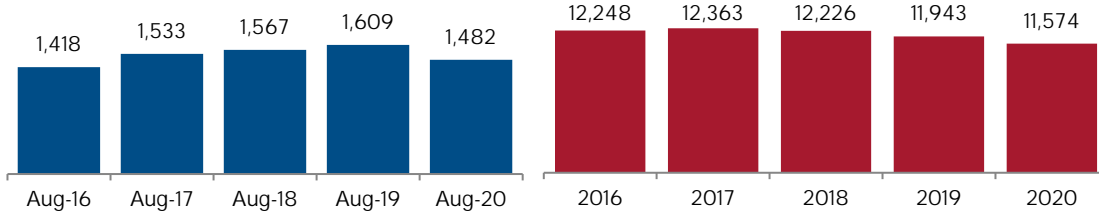


Key Metrics	Historical Sparkbars	August 2019	August 2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		1,609	1,482	-7.89%	11,943	11,574	-3.09%
Pending		1,068	1,307	22.38%	8164	8,371	2.54%
Sold Listings		1,359	1,544	13.61%	9,626	9,171	-4.73%
Median Sales Price		329,200	379,500	15.28%	327,177	357,500	9.27%
Average Sales Price		368,101	433,942	17.89%	361,517	400,785	10.86%
Pct. Of List Price Received		99.8	100.7	0.90%	99.9	100.6	0.69%
Days on Market		21	16	-23.81%	30	21	-30.96%
Active Listings		1,631	767	-52.97%	1,388	931	-32.96%

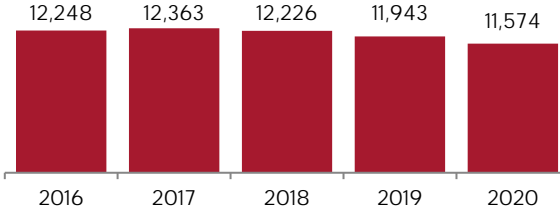
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## August - DSF

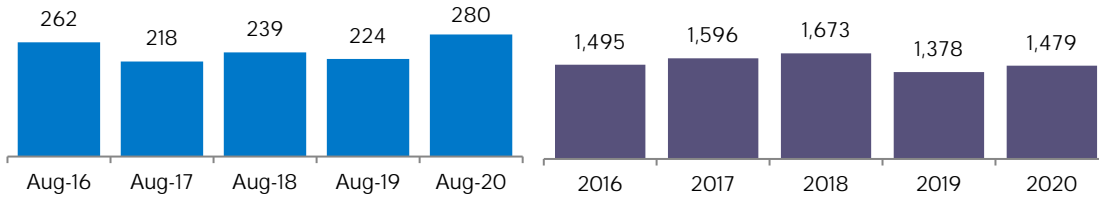


## Year to Date

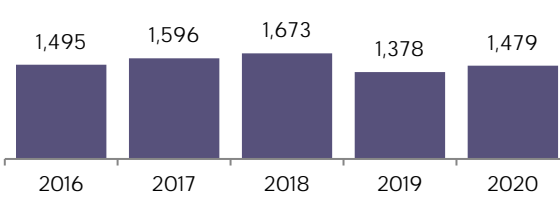


	New Listings	Percent Change
08/2016	1,418	
08/2017	1,533	8.11%
08/2018	1,567	2.22%
08/2019	1,609	2.68%
08/2020	1,482	-7.89%

## August - ASF

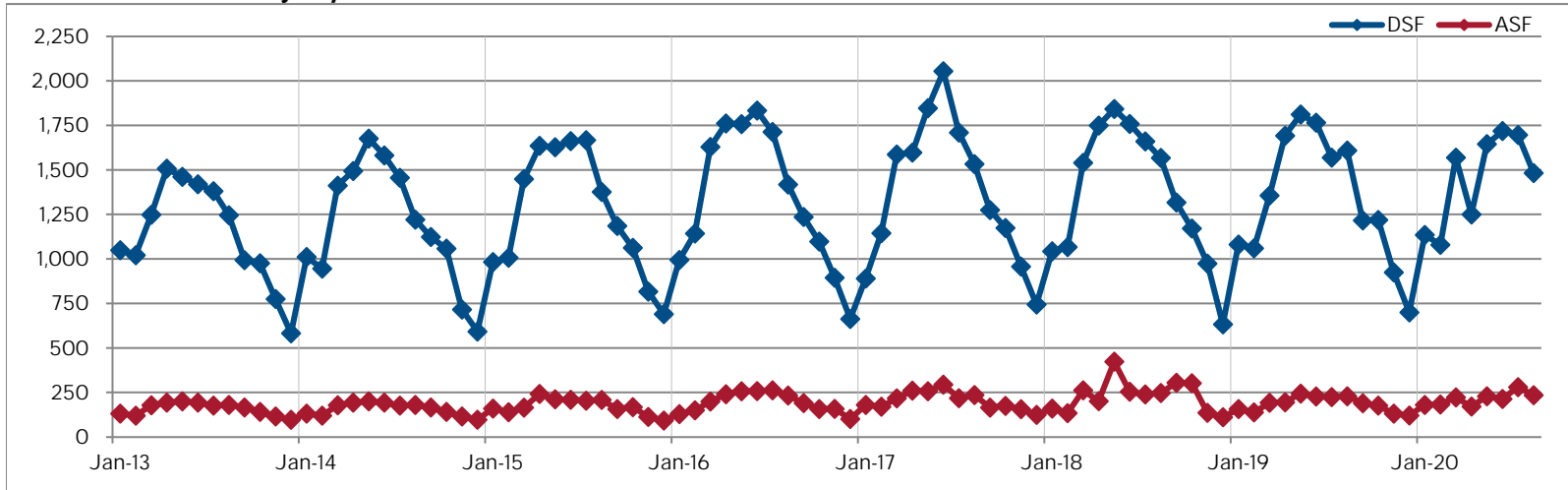


## Year to Date



	New Listings	Percent Change
08/2016	262	
08/2017	218	-16.79%
08/2018	239	9.63%
08/2019	224	-6.28%
08/2020	280	25.00%

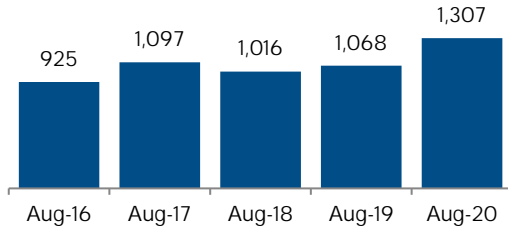
## Historical New Listings by Month



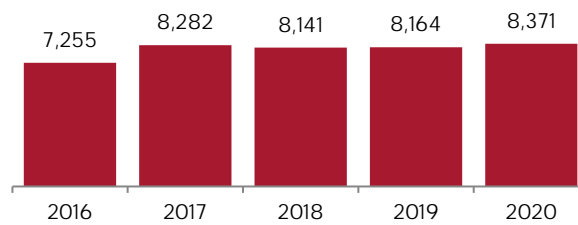
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## August - DSF

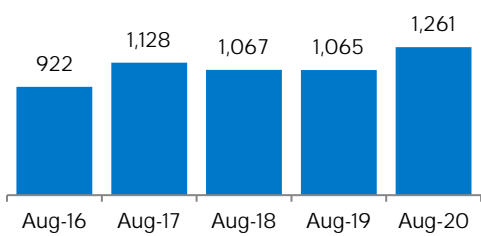


## Year to Date

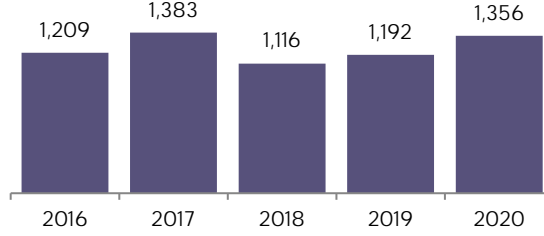


	Pending	Percent Change
08/2016	925	
08/2017	1,097	18.59%
08/2018	1,016	-7.38%
08/2019	1,068	5.12%
08/2020	1,307	22.38%

## August - ASF

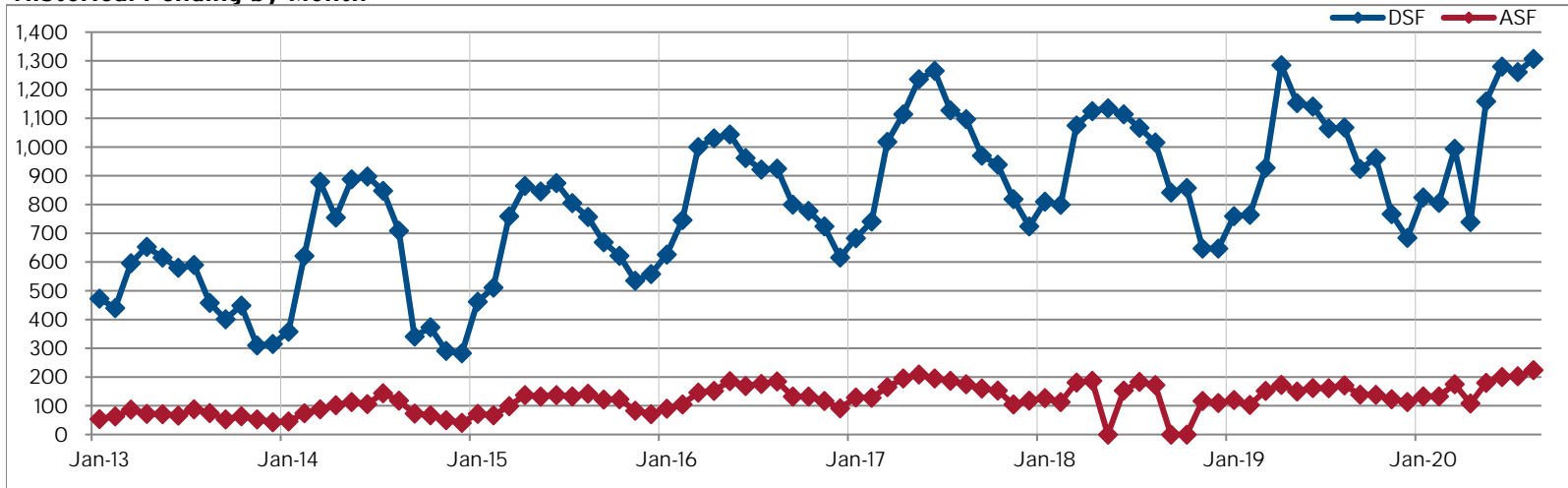


## Year to Date



	Pending	Percent Change
08/2016	922	
08/2017	1,128	22.34%
08/2018	1,067	-5.41%
08/2019	1,065	-0.19%
08/2020	1,261	18.40%

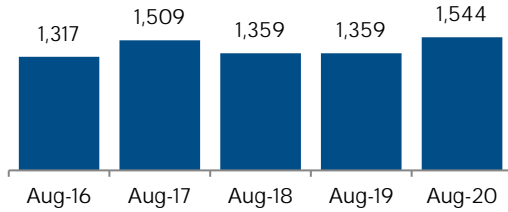
## Historical Pending by Month



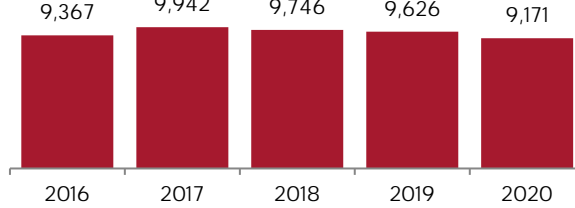
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## August - DSF

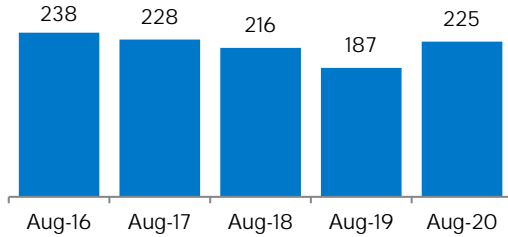


## Year to Date

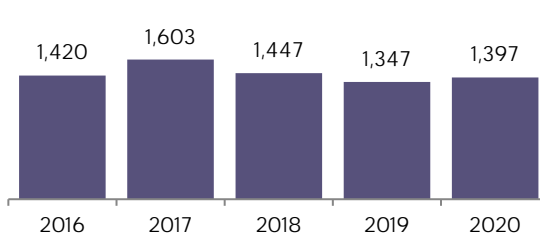


	Sold Listings	Percent Change
08/2016	1,317	
08/2017	1,509	14.58%
08/2018	1,359	-9.94%
08/2019	1,359	0.00%
08/2020	1,544	13.61%

## August - ASF

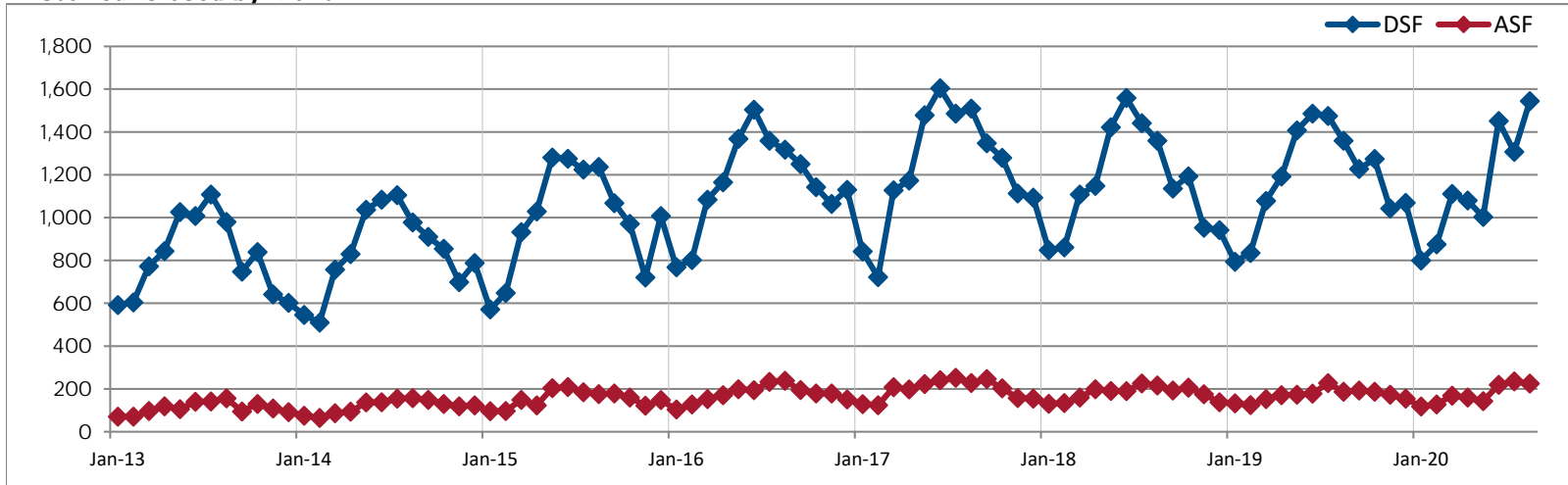


## Year to Date



	Sold Listings	Percent Change
08/2016	238	
08/2017	228	-4.20%
08/2018	216	-5.26%
08/2019	187	-13.43%
08/2020	225	20.32%

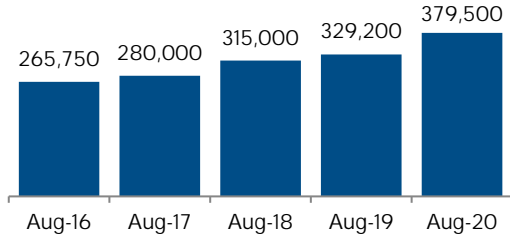
## Historical Closed by Month



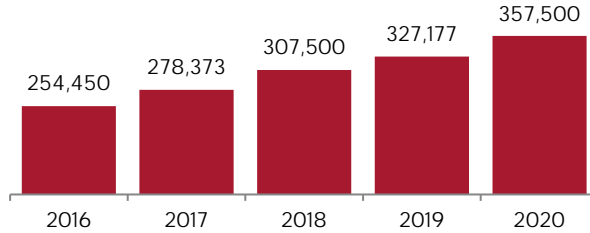
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## August - DSF

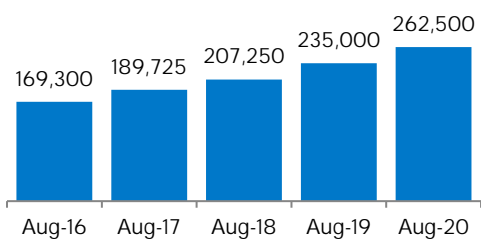


## Year to Date - Median

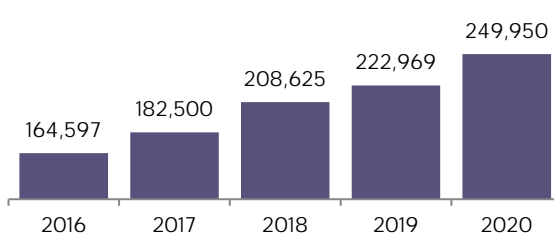


	Median Sales Price	Percent Change
08/2016	265,750	
08/2017	280,000	5.36%
08/2018	315,000	12.50%
08/2019	329,200	4.51%
08/2020	379,500	15.28%

## August - ASF

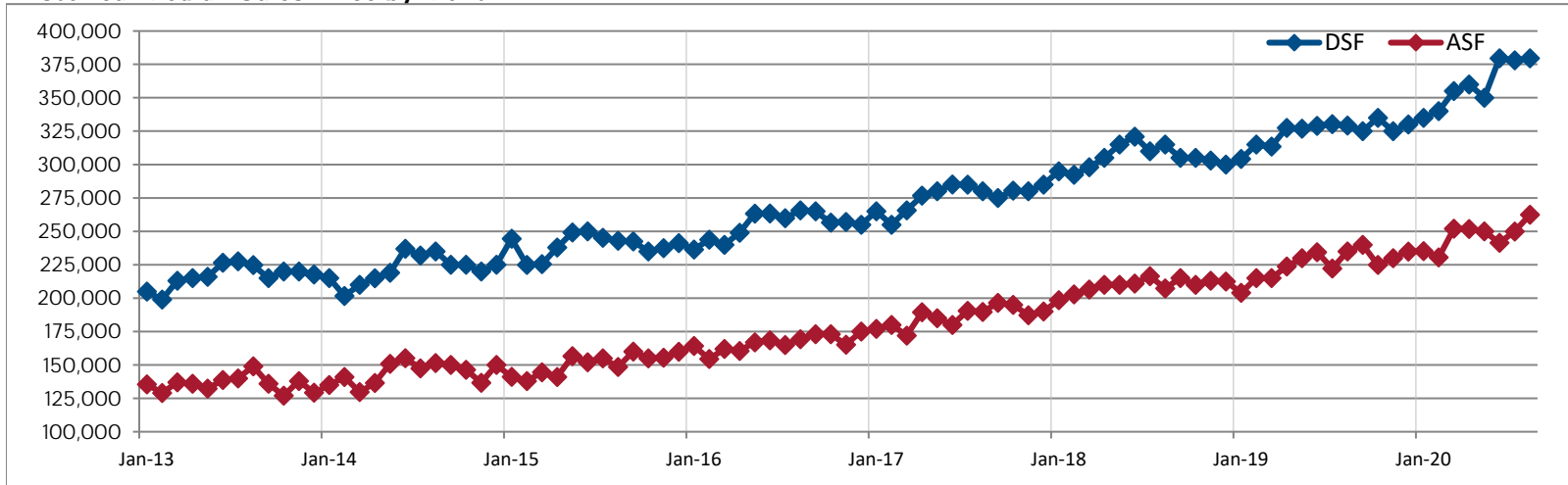


## Year to Date - Median



	Median Sales Price	Percent Change
08/2016	169,300	
08/2017	189,725	12.06%
08/2018	207,250	9.24%
08/2019	235,000	13.39%
08/2020	262,500	11.70%

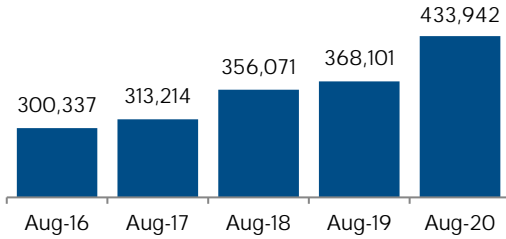
## Historical Median Sales Price by Month



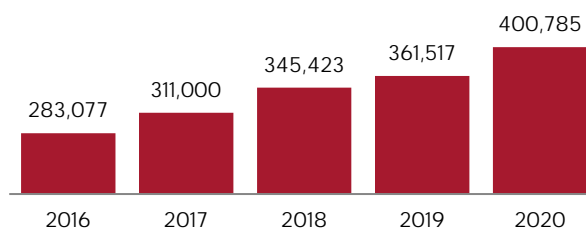
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## August - DSF

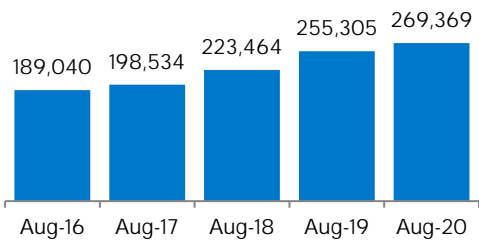


## Year to Date - Average

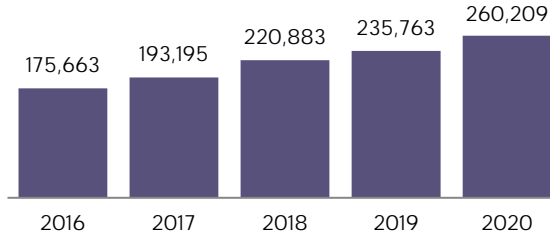


	Average Sales Price	Percent Change
08/2016	300,337	
08/2017	313,214	4.29%
08/2018	356,071	13.68%
08/2019	368,101	3.38%
08/2020	433,942	17.89%

## August - ASF

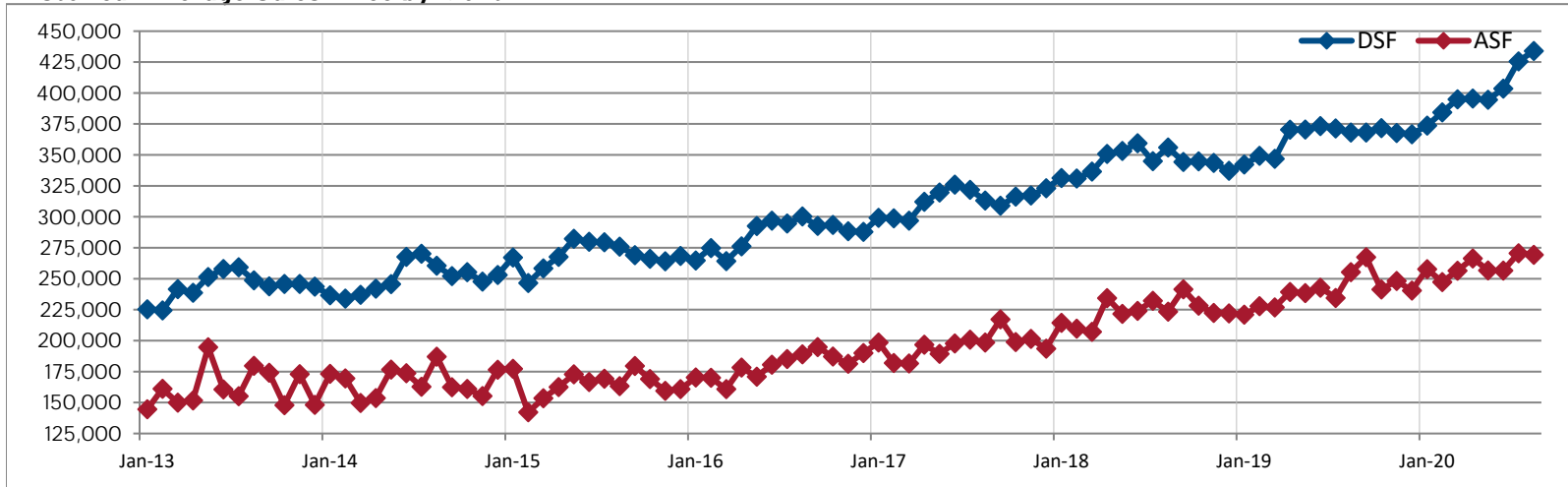


## Year to Date - Average



	Average Sales Price	Percent Change
08/2016	189,040	
08/2017	198,534	5.02%
08/2018	223,464	12.56%
08/2019	255,305	14.25%
08/2020	269,369	5.51%

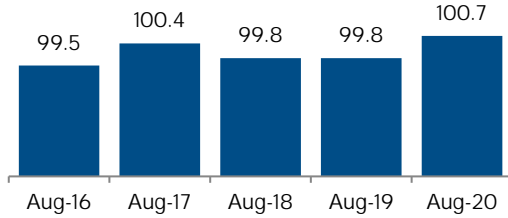
## Historical Average Sales Price by Month



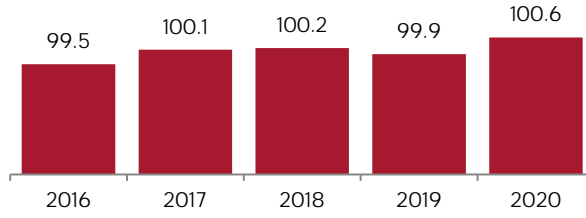
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## August - DSF

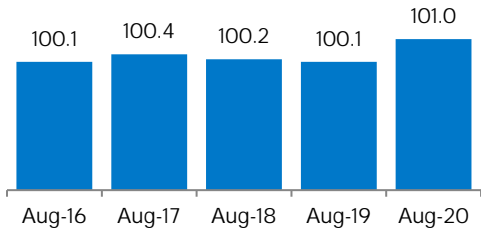


## Year to Date - Average

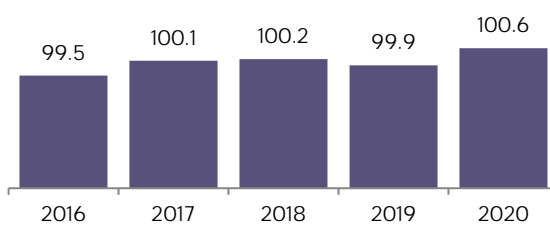


	Pct of List Recvd	Percent Change
08/2016	99.5	
08/2017	100.4	0.90%
08/2018	99.8	-0.60%
08/2019	99.8	0.00%
08/2020	100.7	0.90%

## August - ASF

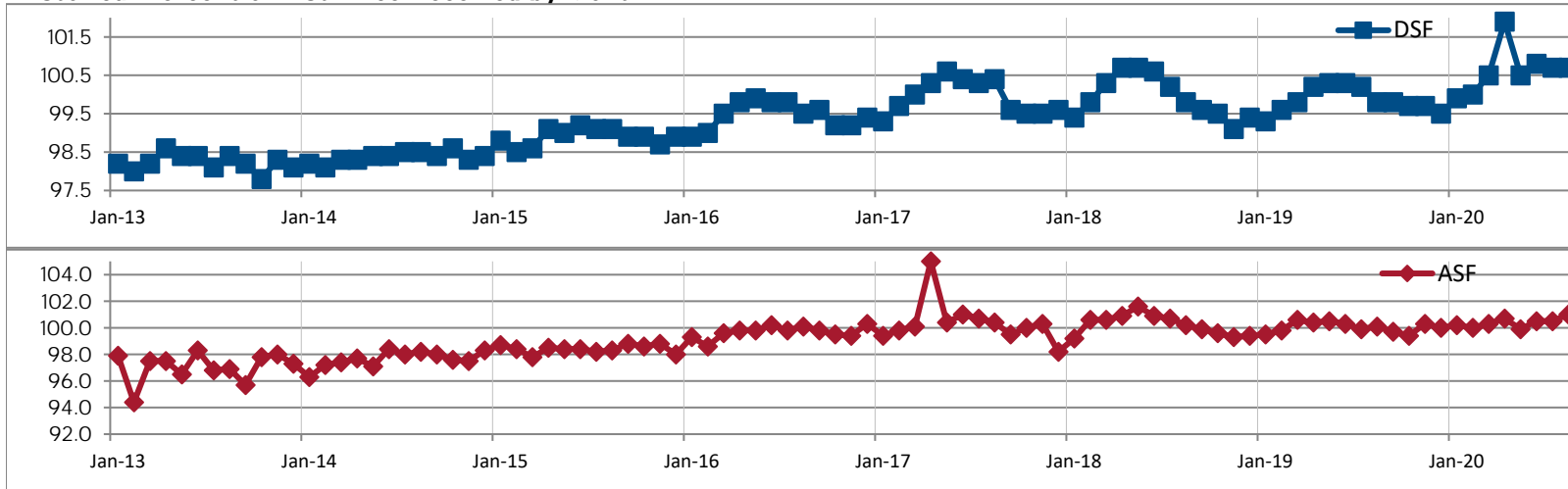


## Year to Date - Average



	Pct of List Recvd	Percent Change
08/2016	100.1	
08/2017	100.4	0.30%
08/2018	100.2	-0.20%
08/2019	100.1	-0.10%
08/2020	101.0	0.90%

## Historical Percent of List Price Received by Month

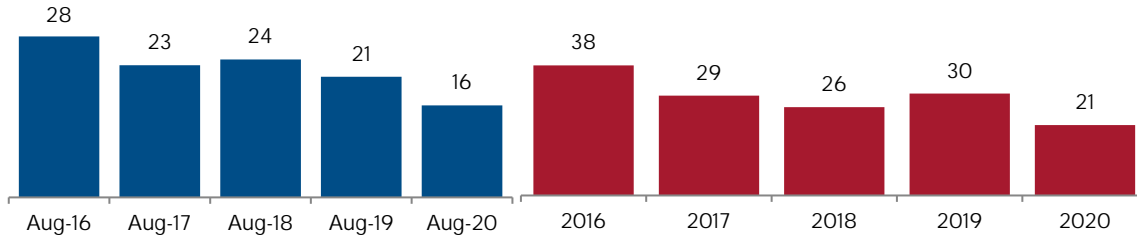


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## August - DSF

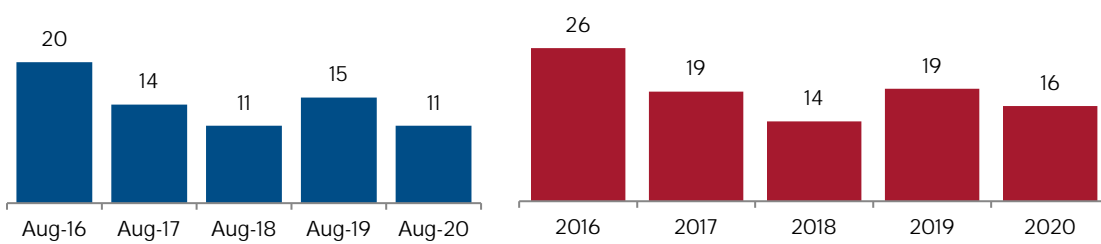
## Year to Date - Average



	DOM	Percent Change
08/2016	28	
08/2017	23	-17.86%
08/2018	24	4.35%
08/2019	21	-12.50%
08/2020	16	-23.81%

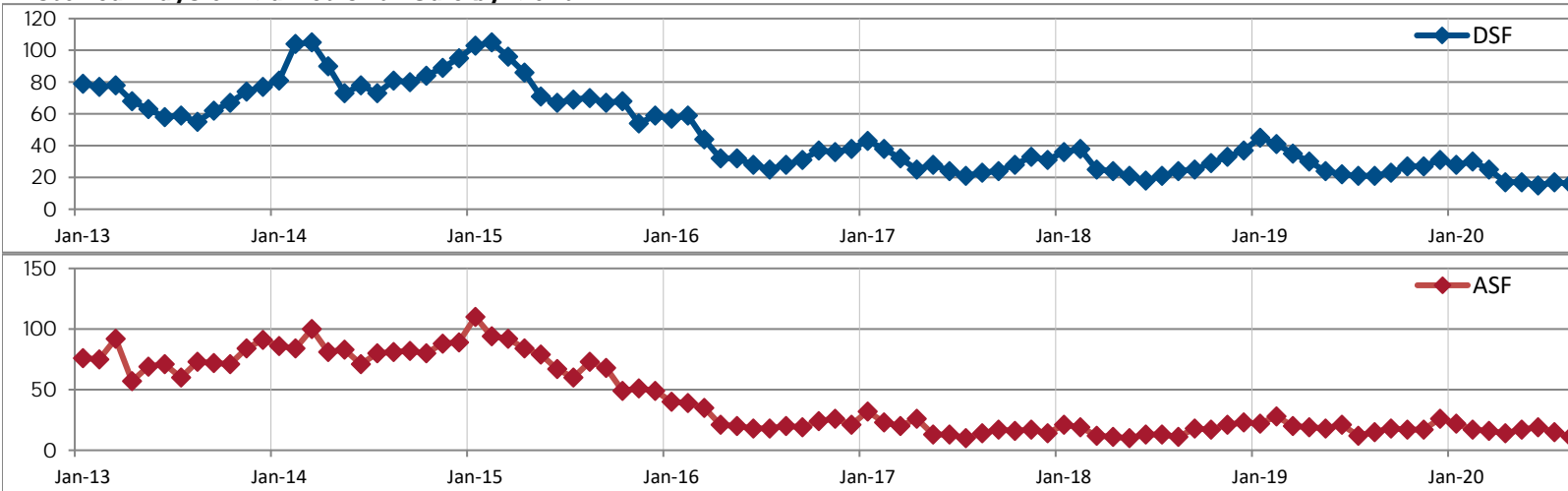
## August - ASF

## Year to Date - Average



	DOM	Percent Change
08/2016	20	
08/2017	14	-30.00%
08/2018	11	-21.43%
08/2019	15	36.36%
08/2020	11	-26.67%

## Historical Days on Market Until Sale by Month



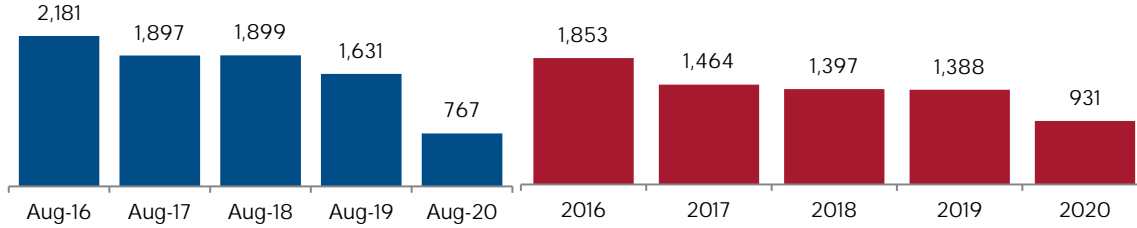


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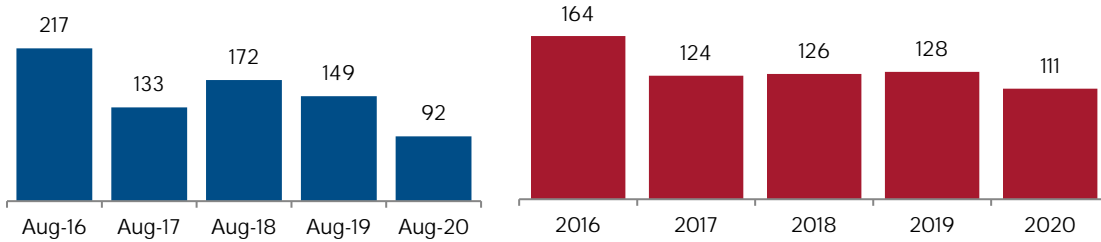
## Year to Date - Average



	Active Listings	Percent Change
08/2016	2,181	
08/2017	1,897	-13.02%
08/2018	1,899	0.11%
08/2019	1,631	-14.11%
08/2020	767	-52.97%

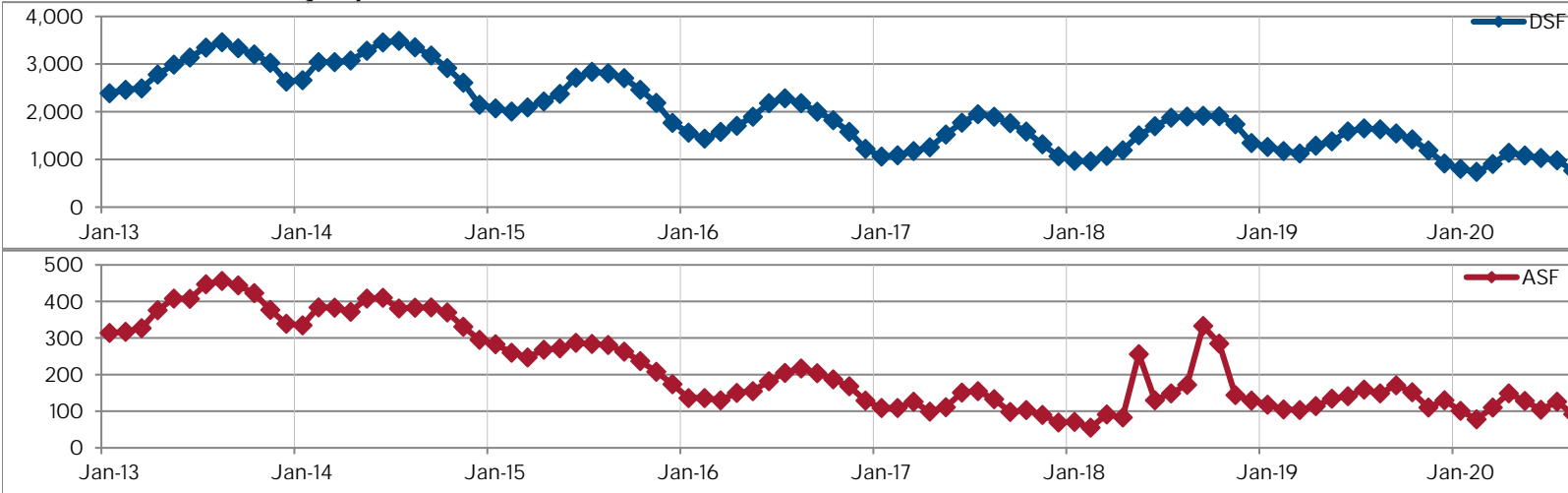
## August - ASF

## Year to Date - Average



	Active Listings	Percent Change
08/2016	217	
08/2017	133	-38.71%
08/2018	172	29.32%
08/2019	149	-13.37%
08/2020	92	-38.26%

## Historical Active Listings by Month

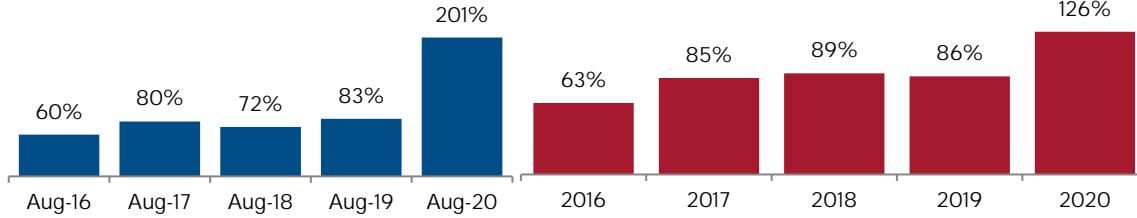


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## August - DSF

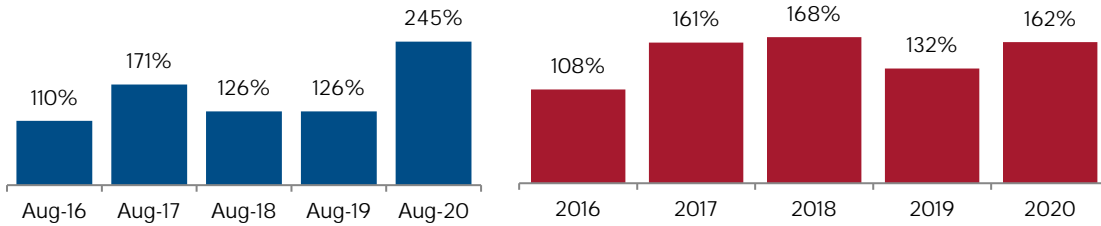
## Year to Date - Average



	Sales as a % of Active Listings	Percent Change
08/2016	60%	
08/2017	80%	31.73%
08/2018	72%	-10.04%
08/2019	83%	16.43%
08/2020	201%	141.59%

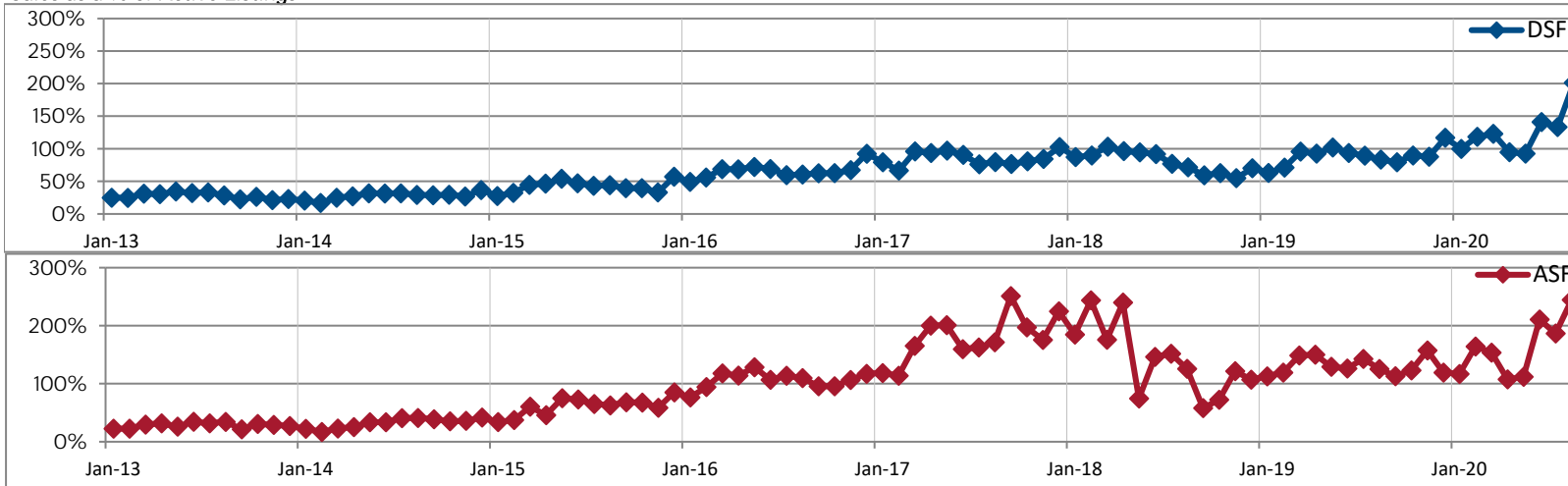
## August - ASF

## Year to Date - Average

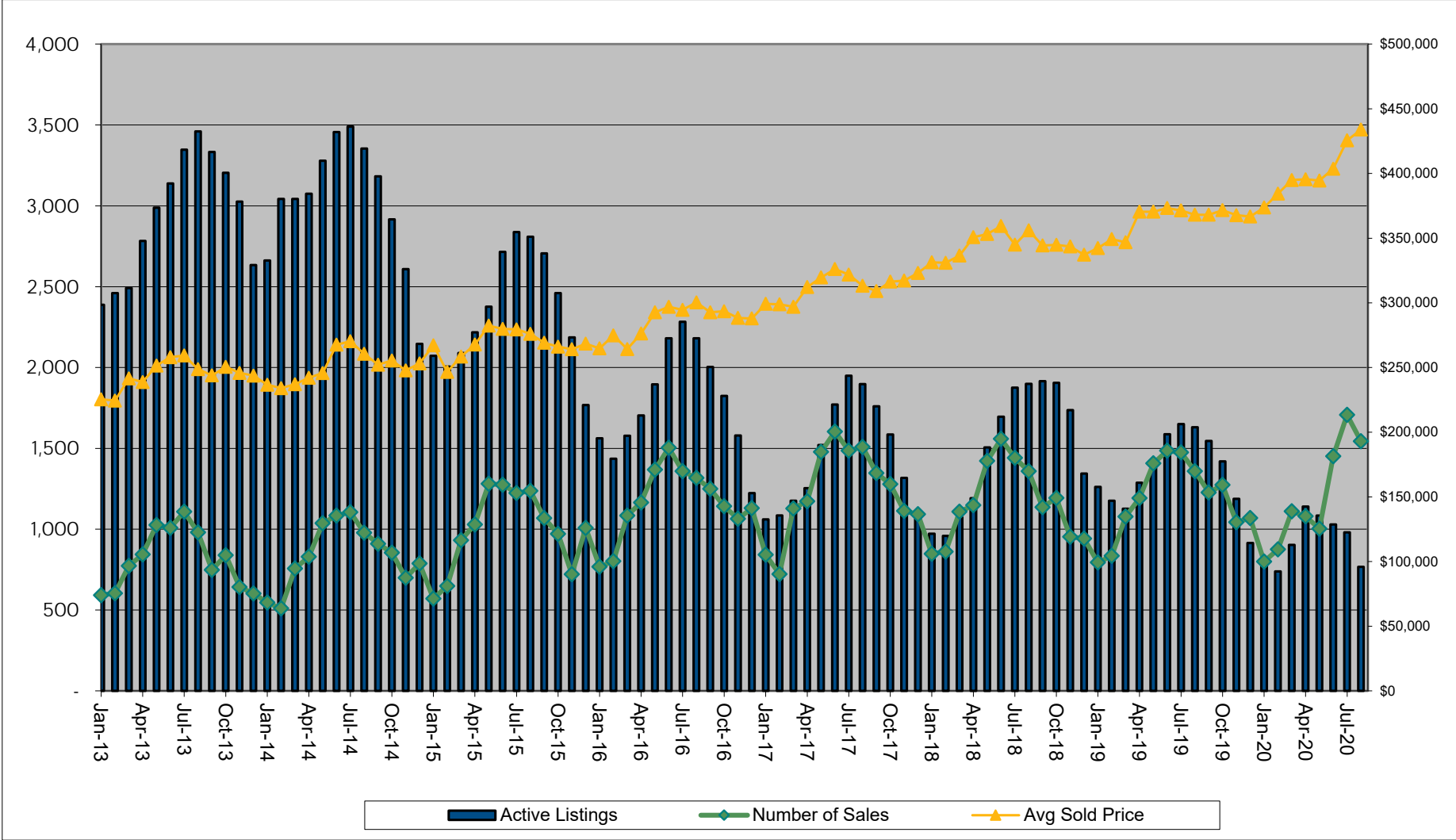


	Sales as a % of Active Listings	Percent Change
08/2016	110%	
08/2017	171%	56.30%
08/2018	126%	-26.74%
08/2019	126%	-0.06%
08/2020	245%	94.87%

## Sales as a % of Active Listings



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### Freddie Mac Interest Rates

