

Market Overview

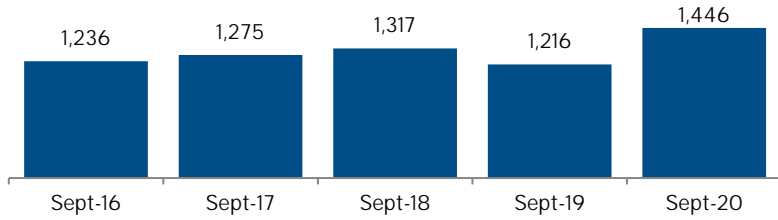


Key Metrics	Historical Sparkbars	September 2019	September 2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		1,216	1,446	18.91%	13,159	13,020	-1.06%
Pending		924	1,256	35.93%	9088	9,627	5.93%
Sold Listings		1,227	1,548	26.16%	10,853	10,719	-1.23%
Median Sales Price		325,000	384,552	18.32%	326,900	360,000	10.13%
Average Sales Price		368,087	427,107	16.03%	362,247	403,710	11.45%
Pct. Of List Price Received		99.8	100.8	1.00%	99.9	100.6	0.72%
Days on Market		23	17	-26.09%	29	20	-30.53%
Active Listings		1,546	702	-54.59%	12,649	8,146	-35.60%

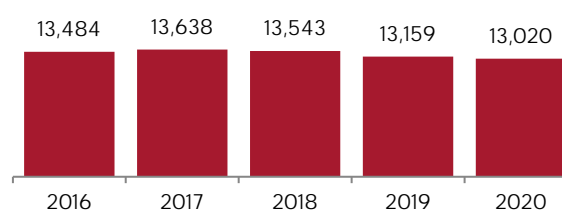
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September - DSF

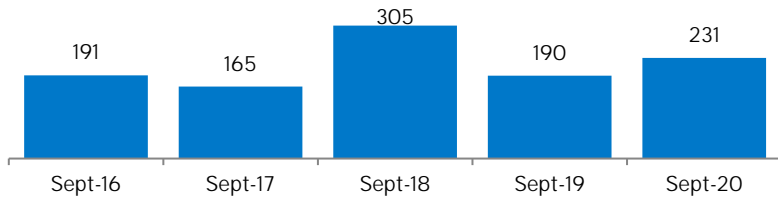


Year to Date

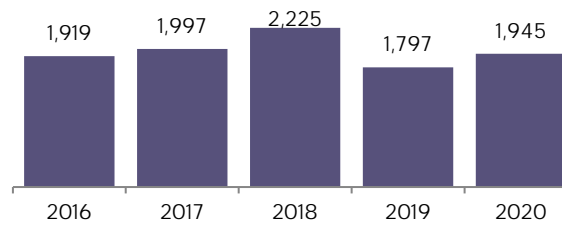


	New Listings	Percent Change
09/2016	1,236	
09/2017	1,275	3.16%
09/2018	1,317	3.29%
09/2019	1,216	-7.67%
09/2020	1,446	18.91%

September - ASF

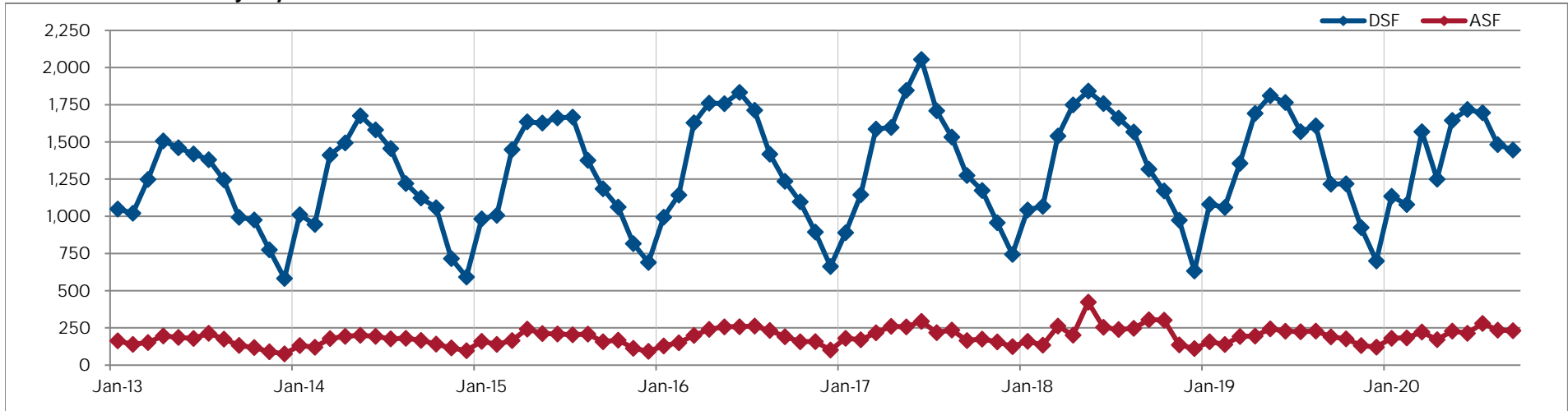


Year to Date



	New Listings	Percent Change
09/2016	191	
09/2017	165	-13.61%
09/2018	305	84.85%
09/2019	190	-37.70%
09/2020	231	21.58%

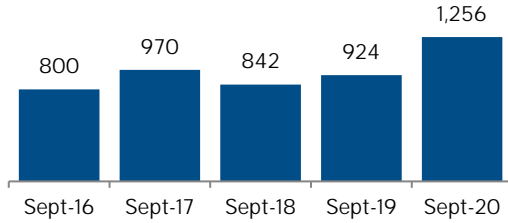
Historical New Listings by Month



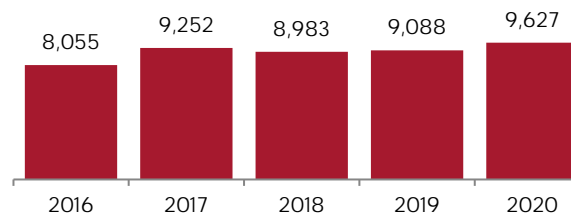
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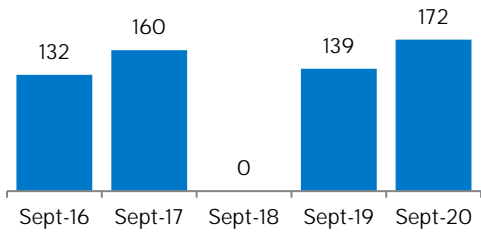


Year to Date

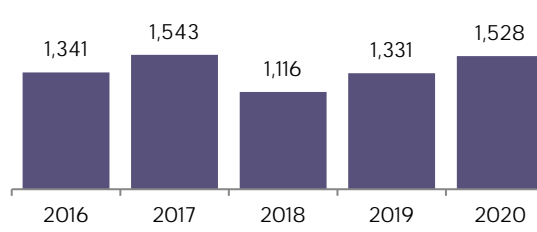


	Pending	Percent Change
09/2016	800	
09/2017	970	21.25%
09/2018	842	-13.20%
09/2019	924	9.74%
09/2020	1,256	35.93%

September - ASF

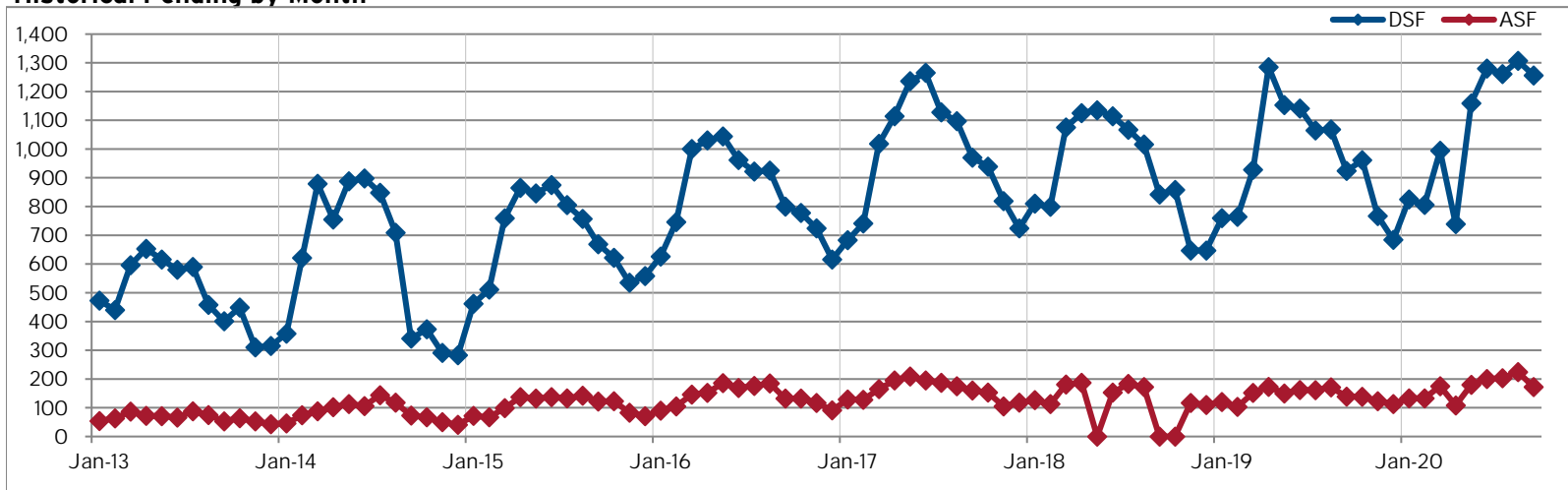


Year to Date



	Pending	Percent Change
09/2016	132	
09/2017	160	21.21%
09/2018	0	-100.00%
09/2019	139	#DIV/0!
09/2020	172	23.74%

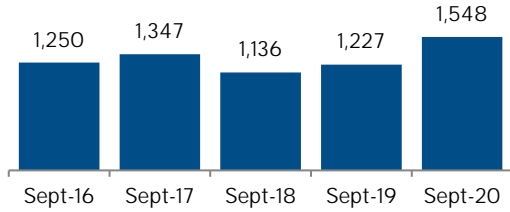
Historical Pending by Month



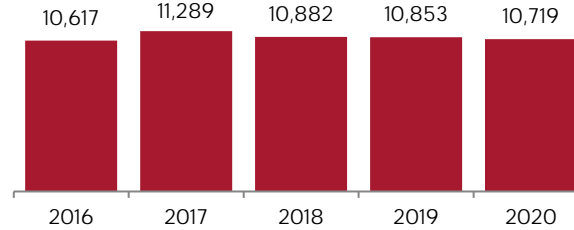
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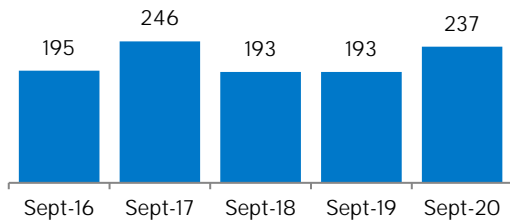


Year to Date

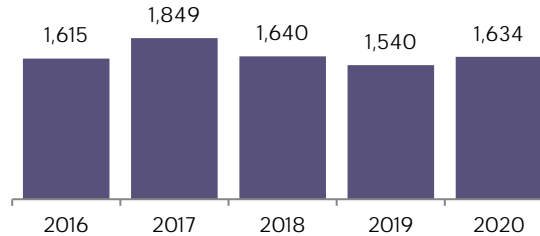


	Sold Listings	Percent Change
09/2016	1,250	
09/2017	1,347	7.76%
09/2018	1,136	-15.66%
09/2019	1,227	8.01%
09/2020	1,548	26.16%

September - ASF

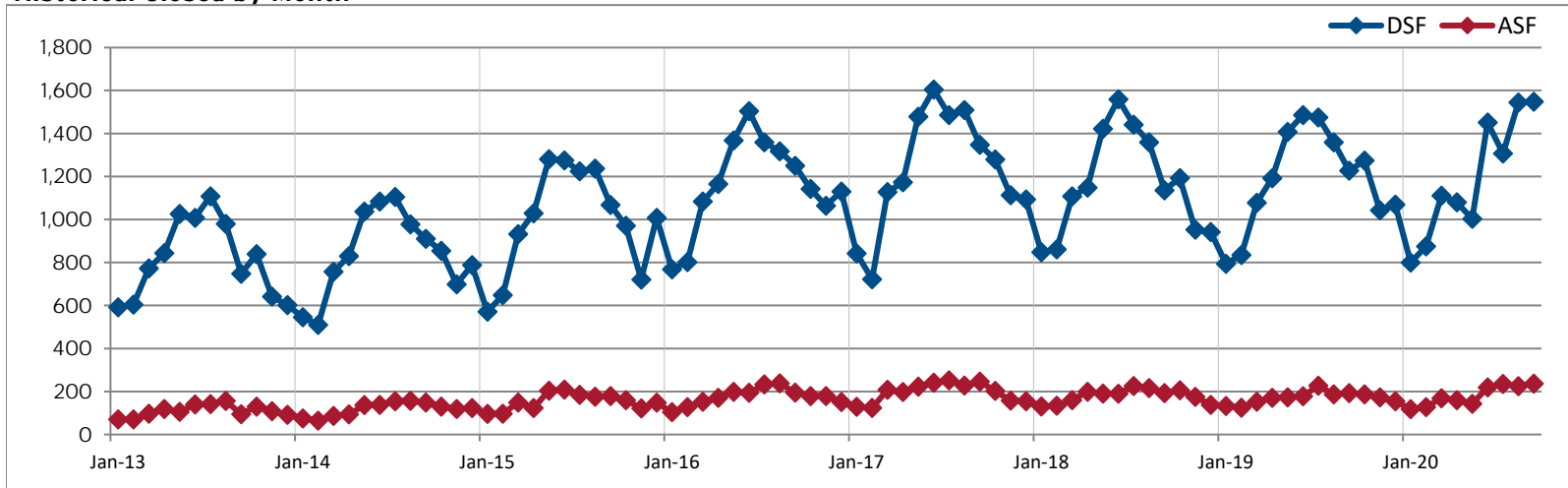


Year to Date



	Sold Listings	Percent Change
09/2016	195	
09/2017	246	26.15%
09/2018	193	-21.54%
09/2019	193	0.00%
09/2020	237	22.80%

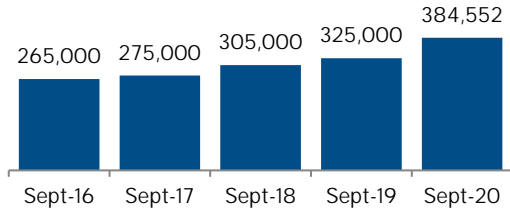
Historical Closed by Month



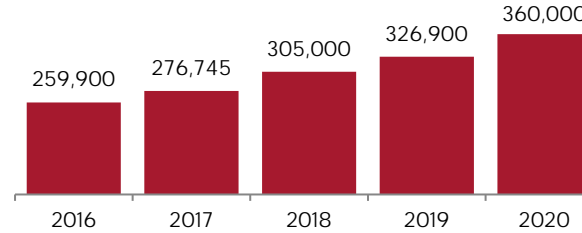
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September - DSF

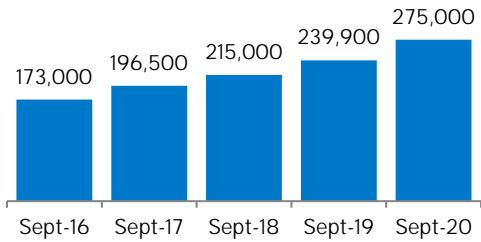


Year to Date - Median

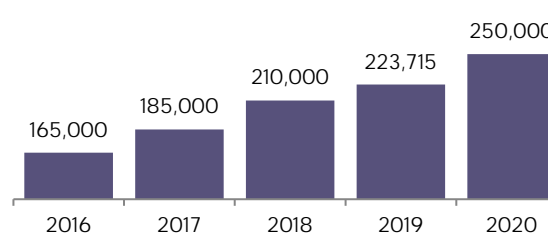


	Median Sales Price	Percent Change
09/2016	265,000	
09/2017	275,000	3.77%
09/2018	305,000	10.91%
09/2019	325,000	6.56%
09/2020	384,552	18.32%

September - ASF

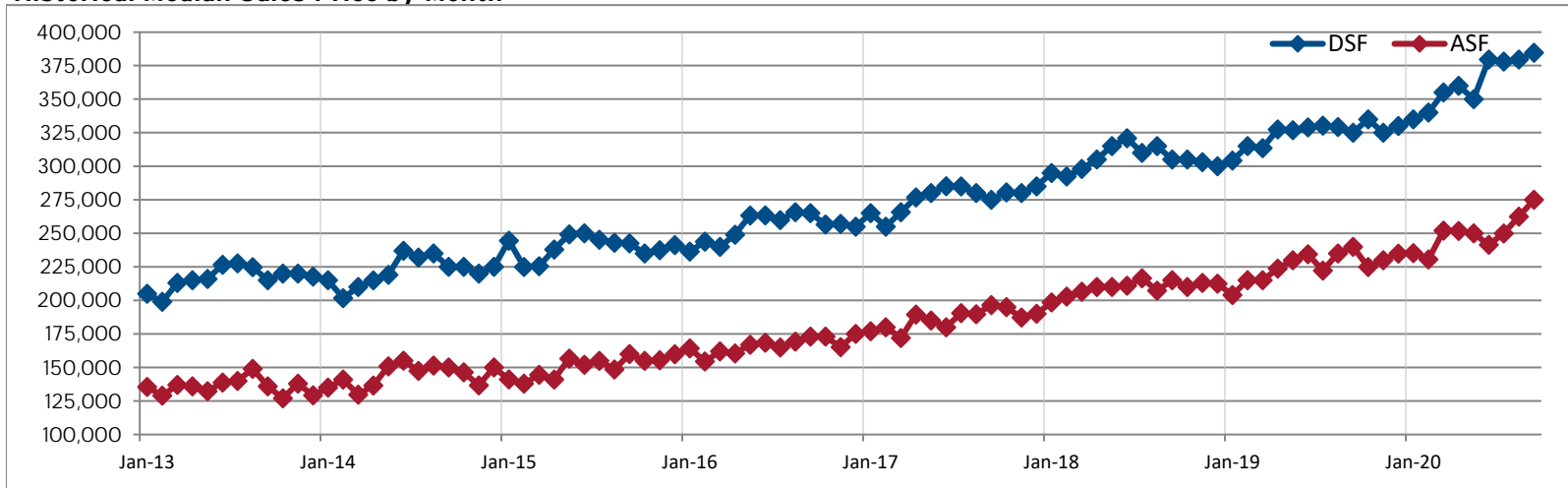


Year to Date - Median



	Median Sales Price	Percent Change
09/2016	173,000	
09/2017	196,500	13.58%
09/2018	215,000	9.41%
09/2019	239,900	11.58%
09/2020	275,000	14.63%

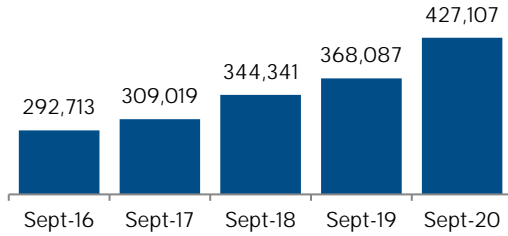
Historical Median Sales Price by Month



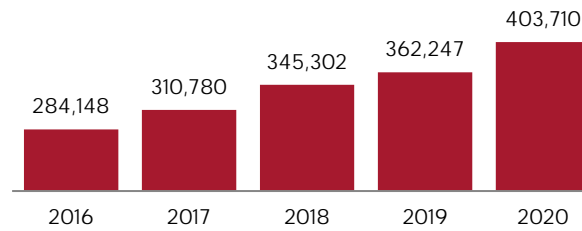
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September - DSF

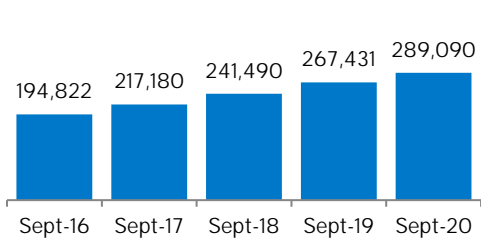


Year to Date - Average

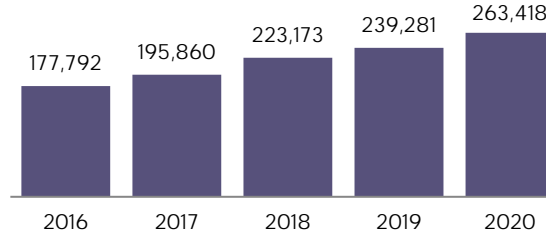


	Average Sales Price	Percent Change
09/2016	292,713	
09/2017	309,019	5.57%
09/2018	344,341	11.43%
09/2019	368,087	6.90%
09/2020	427,107	16.03%

September - ASF

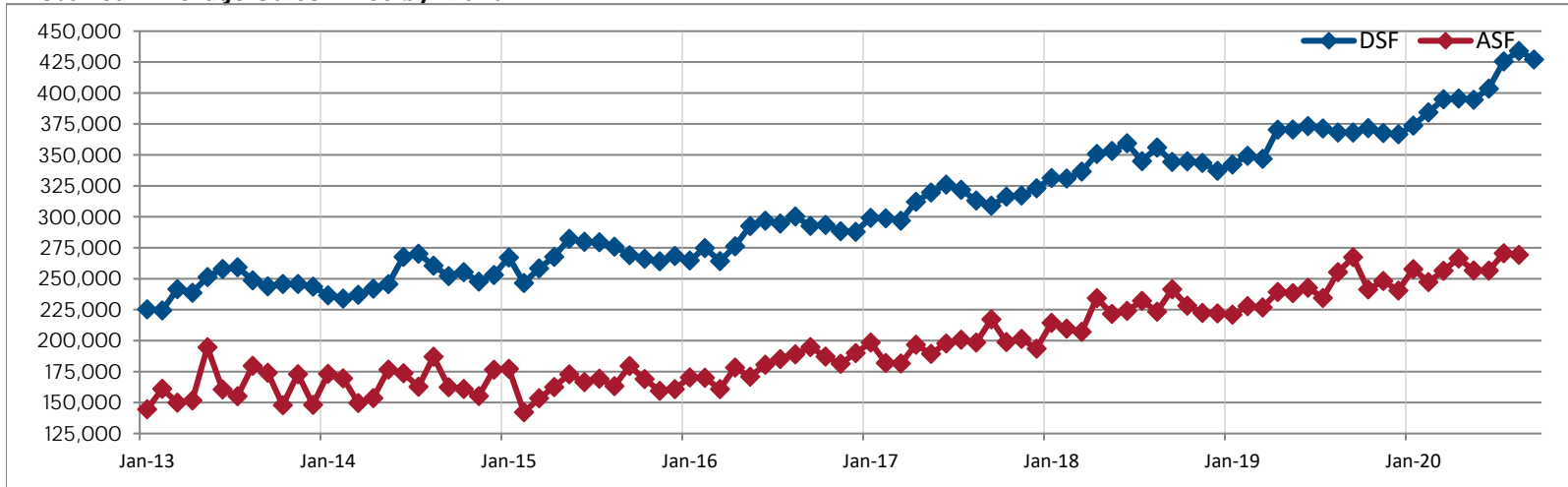


Year to Date - Average



	Average Sales Price	Percent Change
09/2016	194,822	
09/2017	217,180	11.48%
09/2018	241,490	11.19%
09/2019	267,431	10.74%
09/2020	289,090	8.10%

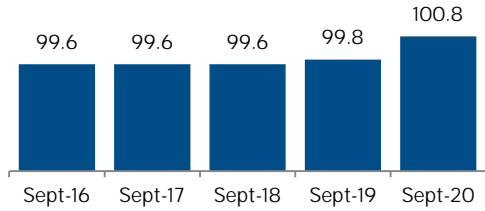
Historical Average Sales Price by Month



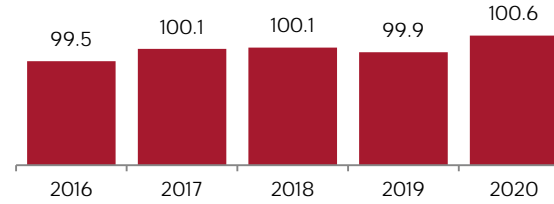
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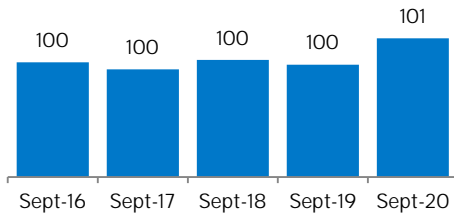


Year to Date - Average

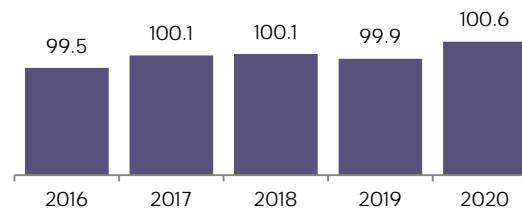


	Pct of List Recvd	Percent Change
09/2016	99.6	
09/2017	99.6	0.00%
09/2018	99.6	0.00%
09/2019	99.8	0.20%
09/2020	100.8	1.00%

September - ASF

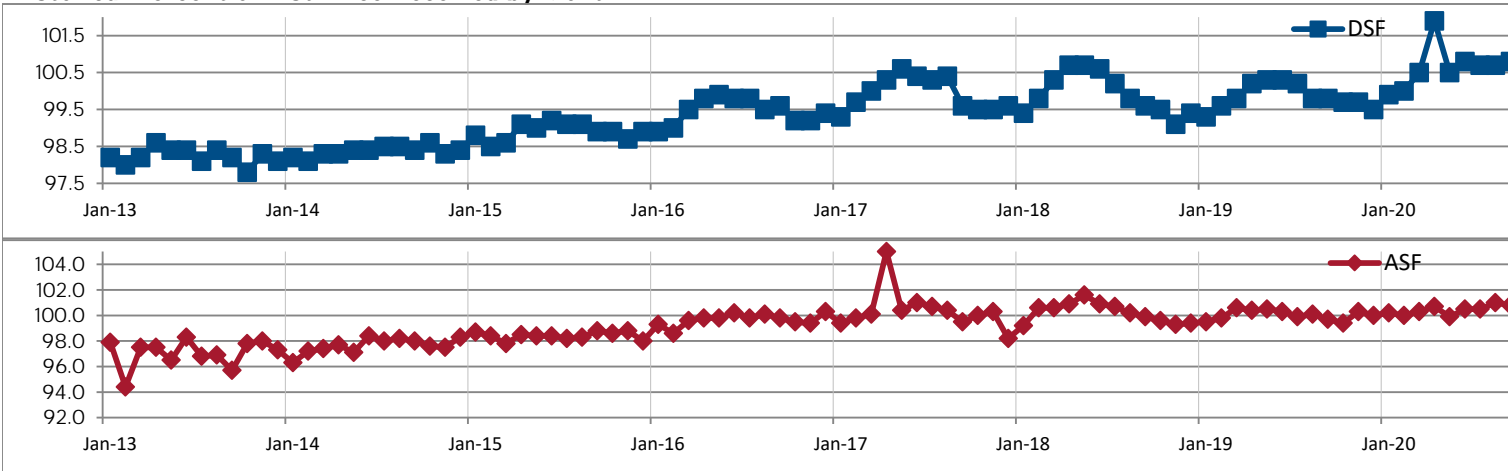


Year to Date - Average



	Pct of List Recvd	Percent Change
09/2016	99.8	
09/2017	99.5	-0.30%
09/2018	99.9	0.40%
09/2019	99.7	-0.20%
09/2020	100.8	1.10%

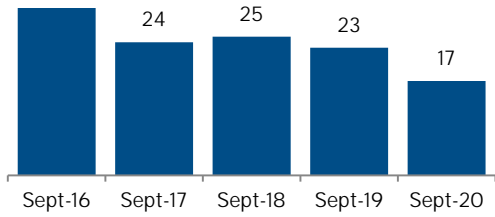
Historical Percent of List Price Received by Month



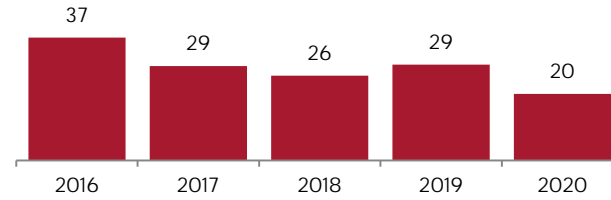
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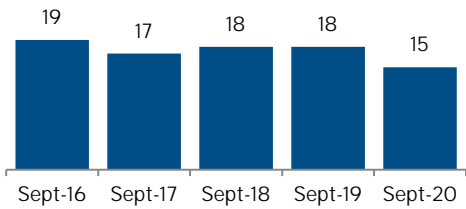


Year to Date - Average

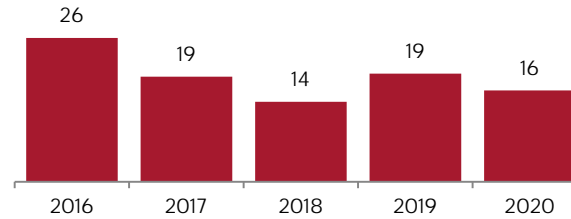


	DOM	Percent Change
09/2016	31	
09/2017	24	-22.58%
09/2018	25	4.17%
09/2019	23	-8.00%
09/2020	17	-26.09%

September - ASF

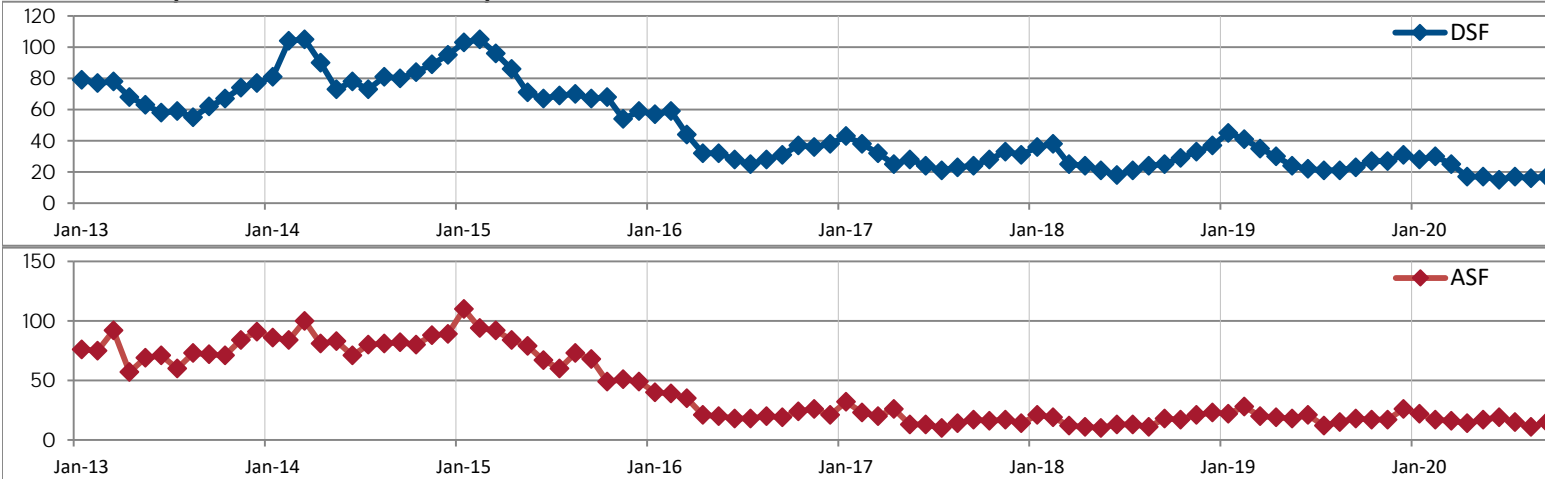


Year to Date - Average



	DOM	Percent Change
09/2016	19	
09/2017	17	-10.53%
09/2018	18	5.88%
09/2019	18	0.00%
09/2020	15	-16.67%

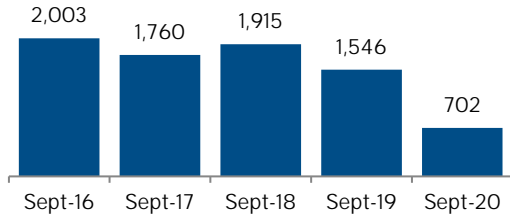
Historical Days on Market Until Sale by Month



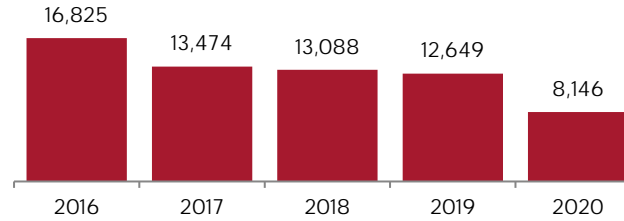
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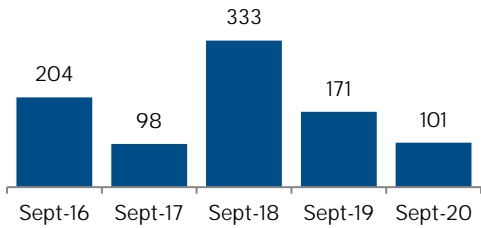


Year to Date

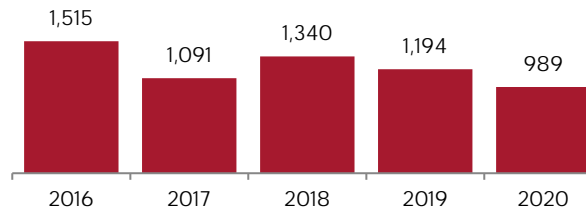


	Active Listings	Percent Change
09/2016	2,003	
09/2017	1,760	-12.13%
09/2018	1,915	8.81%
09/2019	1,546	-19.27%
09/2020	702	-54.59%

September - ASF

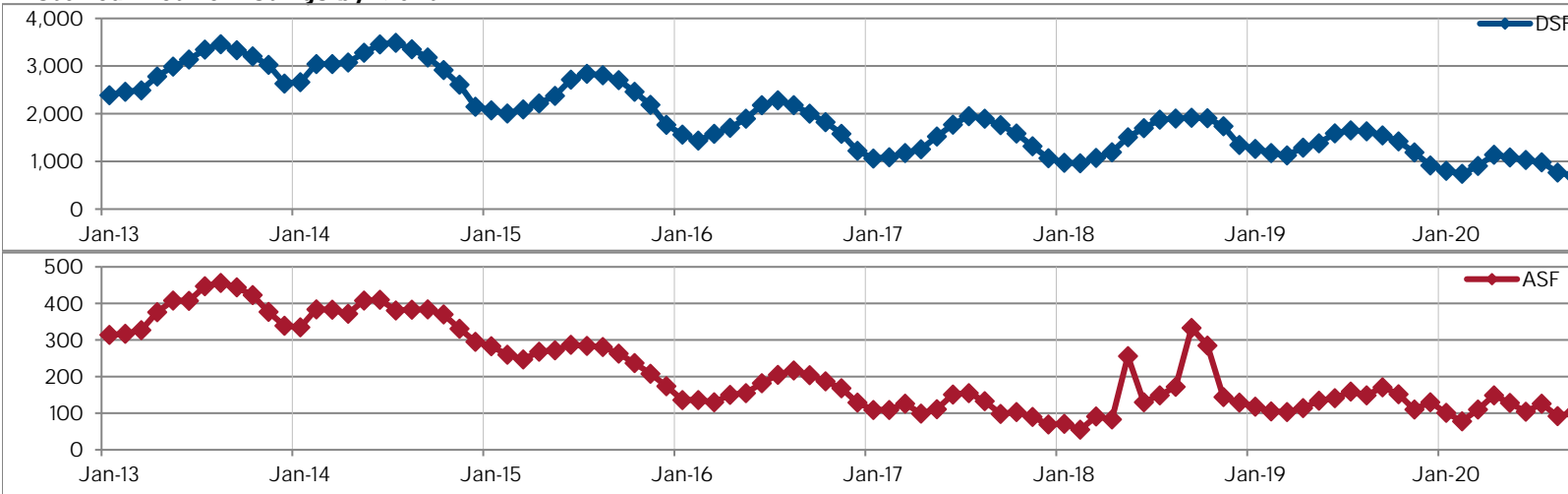


Year to Date



	Active Listings	Percent Change
09/2016	204	
09/2017	98	-51.96%
09/2018	333	239.80%
09/2019	171	-48.65%
09/2020	101	-40.94%

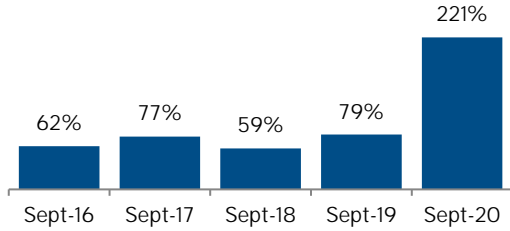
Historical Active Listings by Month



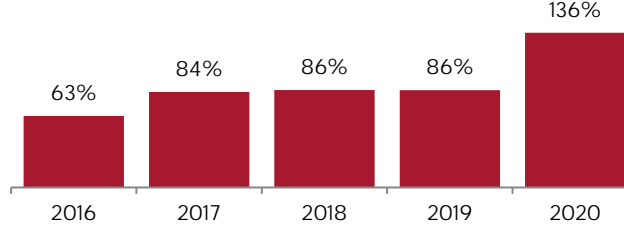
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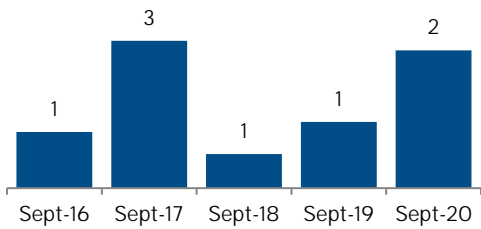


Year to Date - Average

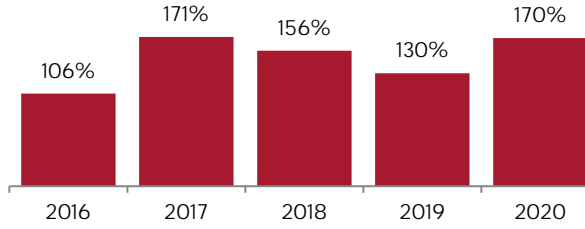


	Sales as a % of Active Listings	Percent Change
09/2016	62%	
09/2017	77%	22.64%
09/2018	59%	-22.49%
09/2019	79%	33.79%
09/2020	221%	177.84%

September - ASF

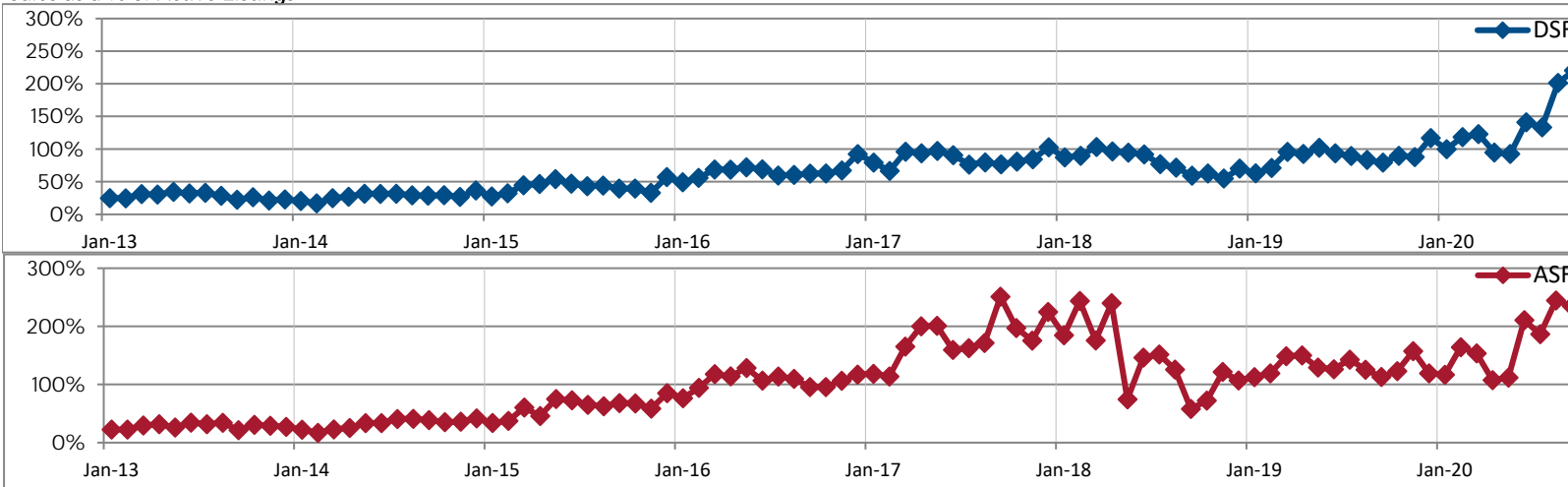


Year to Date - Average

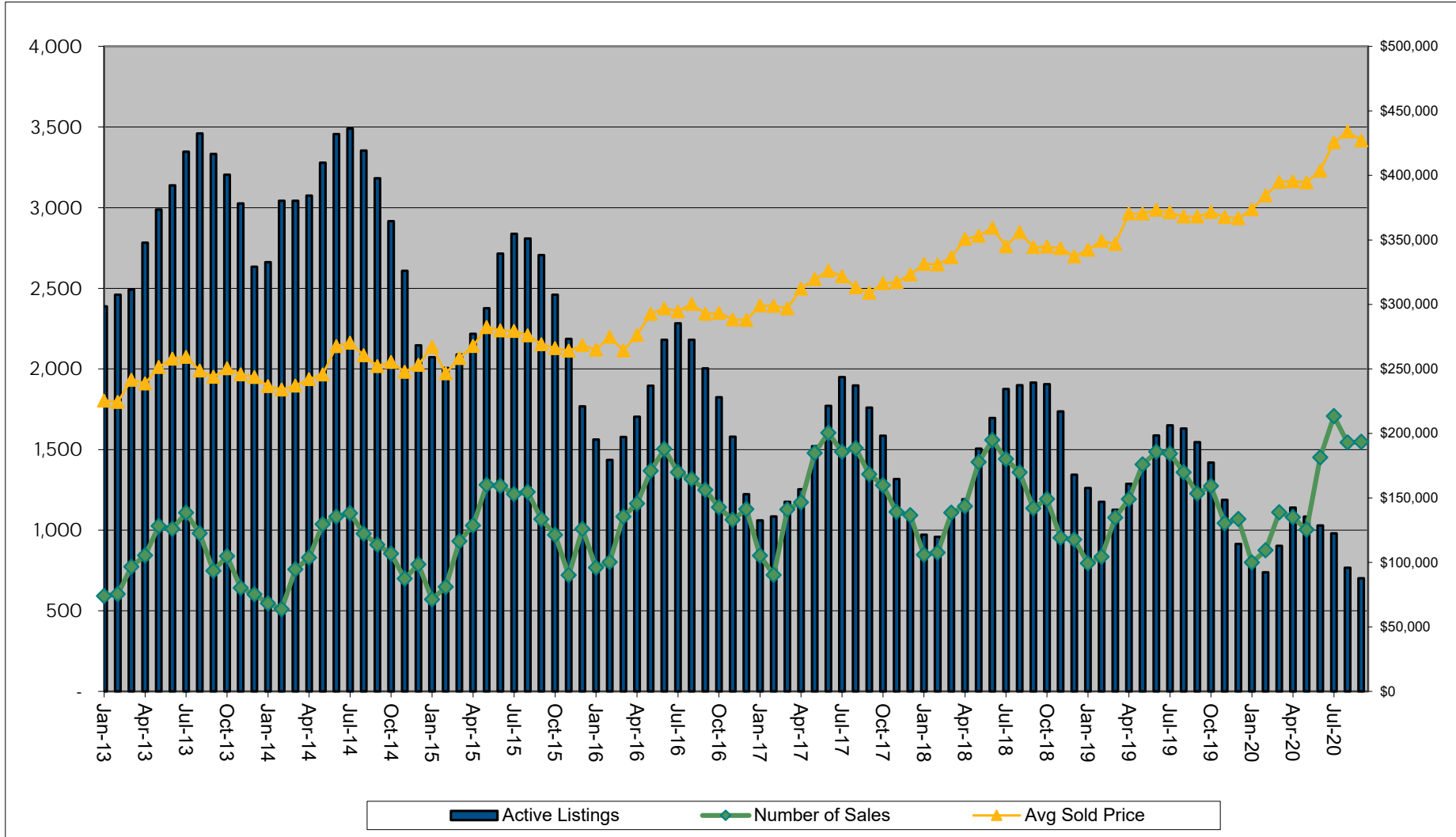


	Sales as a % of Active Listings	Percent Change
09/2016	96%	
09/2017	251%	162.61%
09/2018	58%	-76.91%
09/2019	113%	94.74%
09/2020	235%	107.91%

Sales as a % of Active Listings



Market Overview



Market Overview



Freddie Mac Interest Rates

