

Market Overview



Key Metrics	DSF Historical Sparkbars	October 2019	October 2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		1,219	1,338	9.76%	14,378	14,358	-0.14%
Pending		961	1,114	15.92%	10,049	10,741	6.89%
Sold Listings		1,274	1,497	17.50%	12,127	12,216	0.73%
Median Sales Price		335,000	380,000	13.43%	327,177	369,000	12.78%
Average Sales Price		371,695	427,316	14.96%	363,192	406,070	11.81%
Pct. Of List Price Received		99.7	101.1	1.40%	99.9	100.7	0.79%
Days on Market		27	16	-40.74%	29	20	-31.49%
Active Listings		1,420	605	-57.39%	14,069	8,751	-37.80%

Market Overview

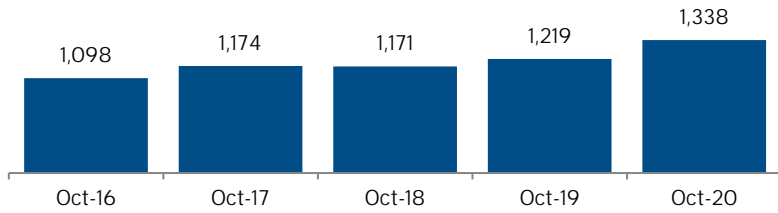


Key Metrics	ASF Historical Sparkbars	October 2019	October 2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		176	202	14.77%	1,973	2,147	8.82%
Pending		138	185	34.06%	1,469	1,713	16.61%
Sold Listings		187	243	29.95%	1,727	1,877	8.69%
Median Sales Price		224,900	261,000	16.05%	224,308	250,875	11.84%
Average Sales Price		241,335	273,382	13.28%	239,487	264,414	10.41%
Pct. Of List Price Received		99.4	101.1	1.71%	100.0	100.5	0.48%
Days on Market		17	10	-41.18%	19	16	-17.89%
Active Listings		171	101	-40.94%	1,346	1,057	-21.47%

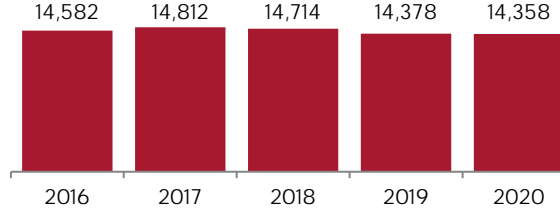
Market Overview



October - DSF

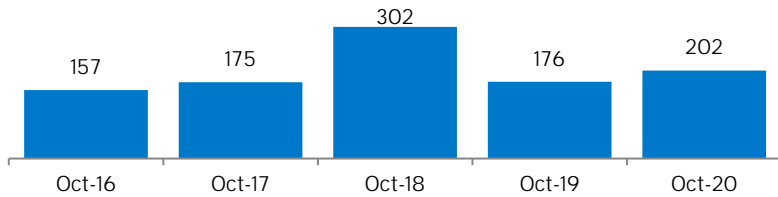


Year to Date

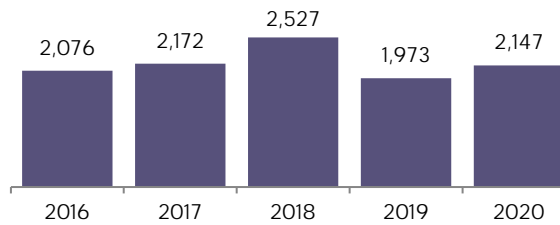


	New Listings	Percent Change
10/2016	1,098	
10/2017	1,174	6.92%
10/2018	1,171	-0.26%
10/2019	1,219	4.10%
10/2020	1,338	9.76%

October - ASF

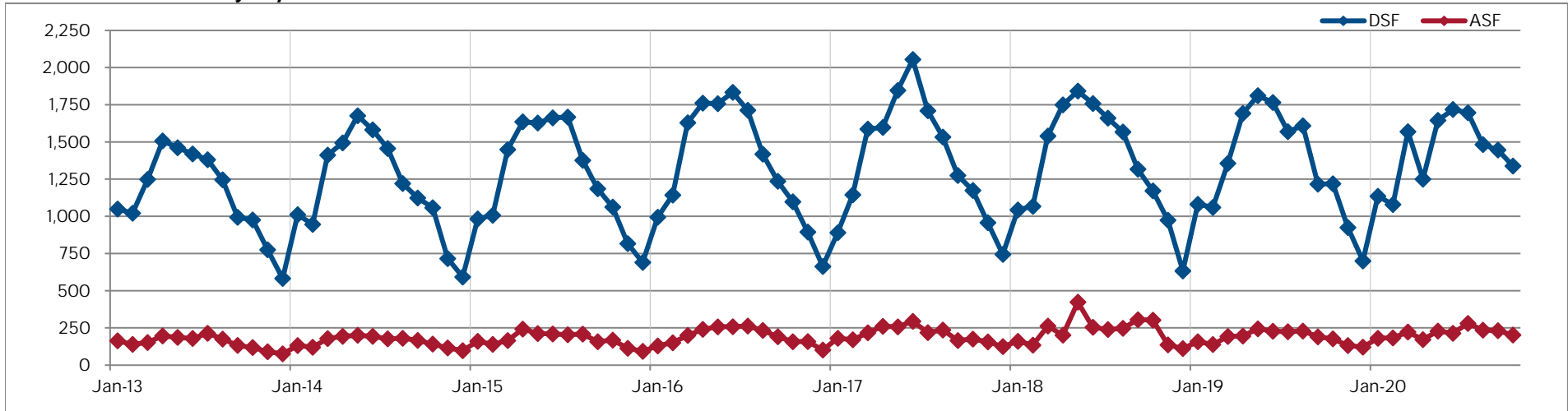


Year to Date



	New Listings	Percent Change
10/2016	157	
10/2017	175	11.46%
10/2018	302	72.57%
10/2019	176	-41.72%
10/2020	202	14.77%

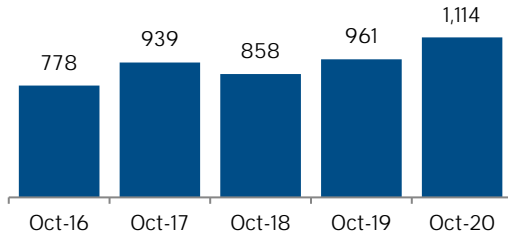
Historical New Listings by Month



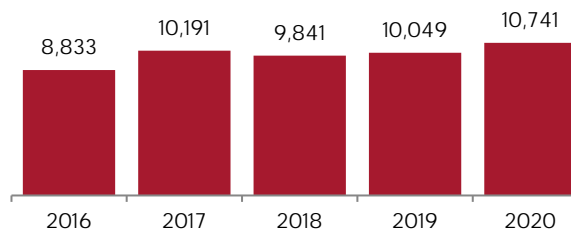
Market Overview



October - DSF

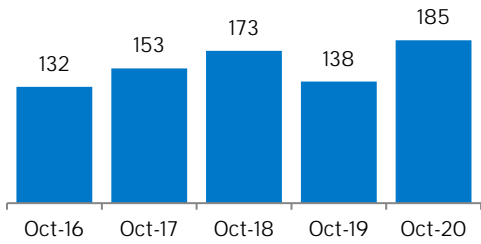


Year to Date

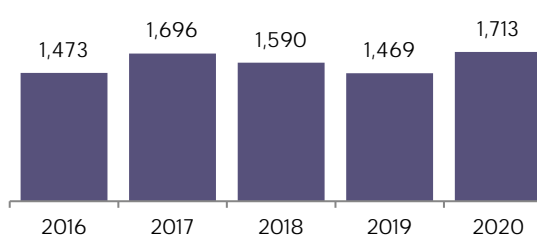


	Pending	Percent Change
10/2016	778	
10/2017	939	20.69%
10/2018	858	-8.63%
10/2019	961	12.00%
10/2020	1,114	15.92%

October - ASF

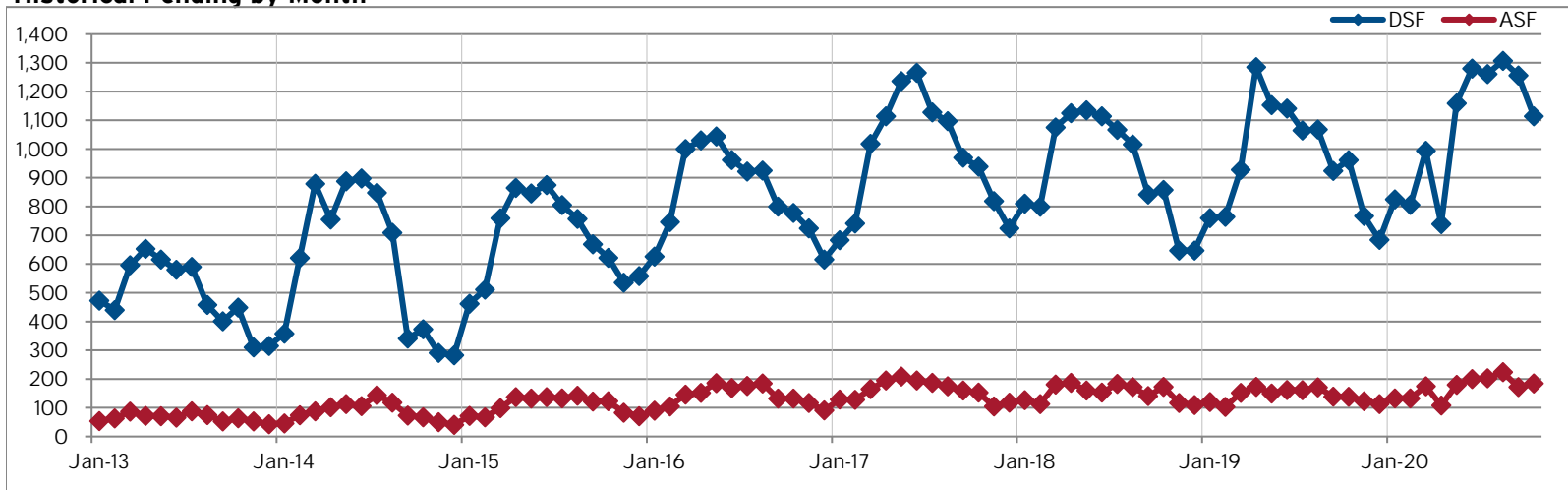


Year to Date



	Pending	Percent Change
10/2016	132	
10/2017	153	15.91%
10/2018	173	13.07%
10/2019	138	-20.23%
10/2020	185	34.06%

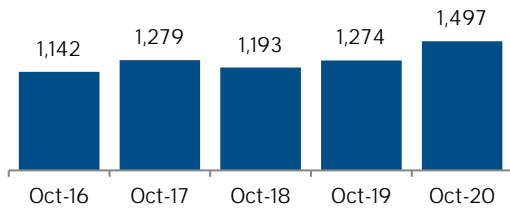
Historical Pending by Month



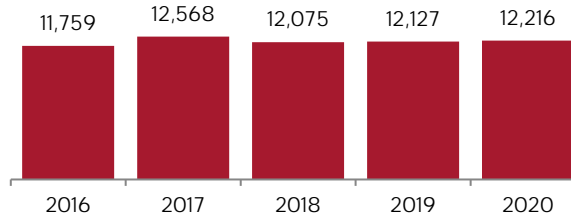
Market Overview



October - DSF

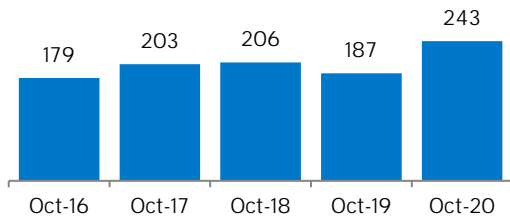


Year to Date

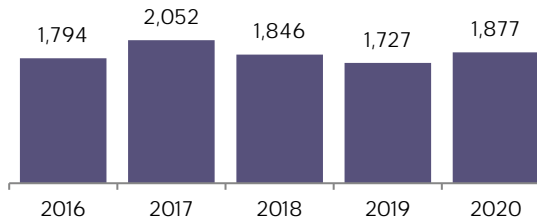


	Sold Listings	Percent Change
10/2016	1,142	
10/2017	1,279	12.00%
10/2018	1,193	-6.72%
10/2019	1,274	6.79%
10/2020	1,497	17.50%

October - ASF

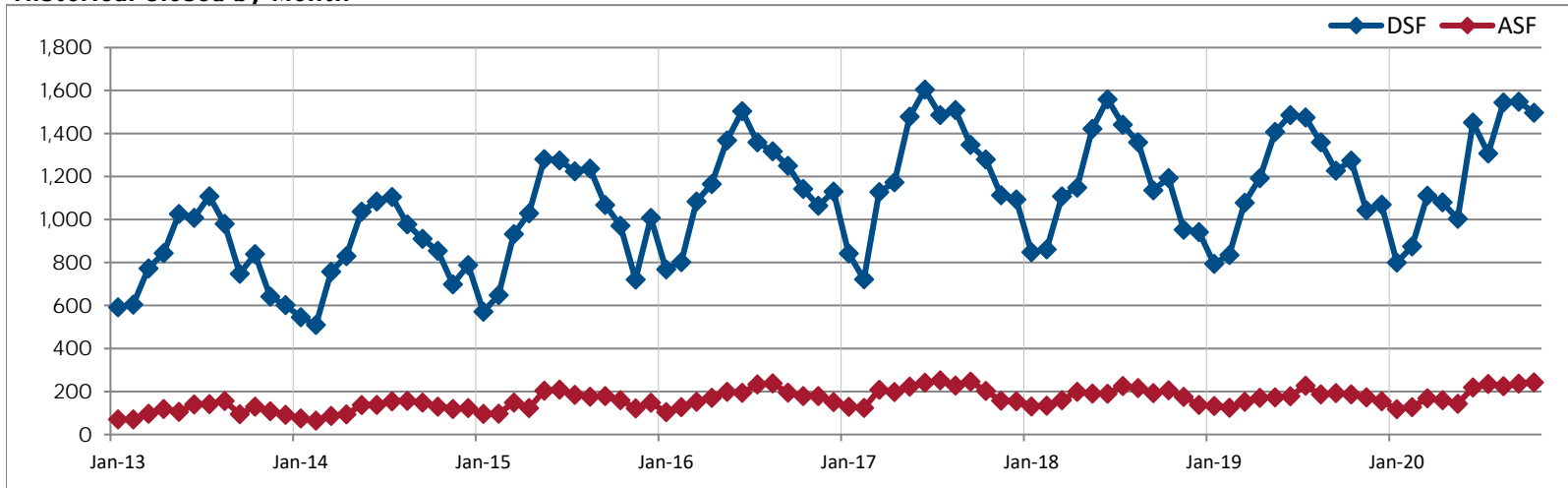


Year to Date



	Sold Listings	Percent Change
10/2016	179	
10/2017	203	13.41%
10/2018	206	1.48%
10/2019	187	-9.22%
10/2020	243	29.95%

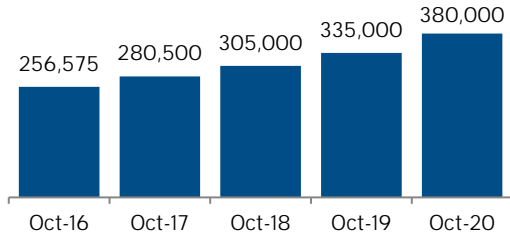
Historical Closed by Month



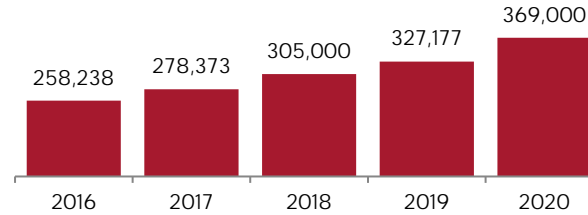
Market Overview



October - DSF

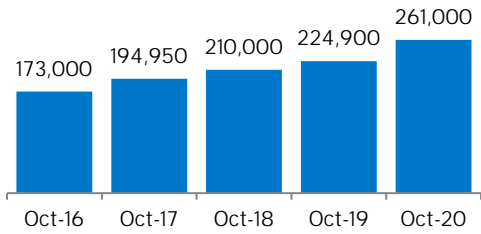


Year to Date - Median

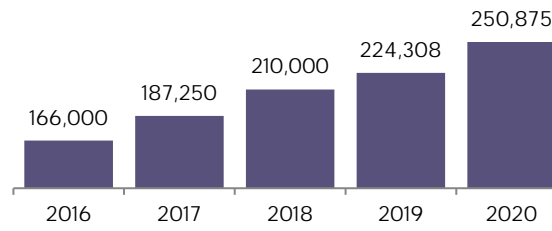


	Median Sales Price	Percent Change
10/2016	256,575	
10/2017	280,500	9.32%
10/2018	305,000	8.73%
10/2019	335,000	9.84%
10/2020	380,000	13.43%

October - ASF

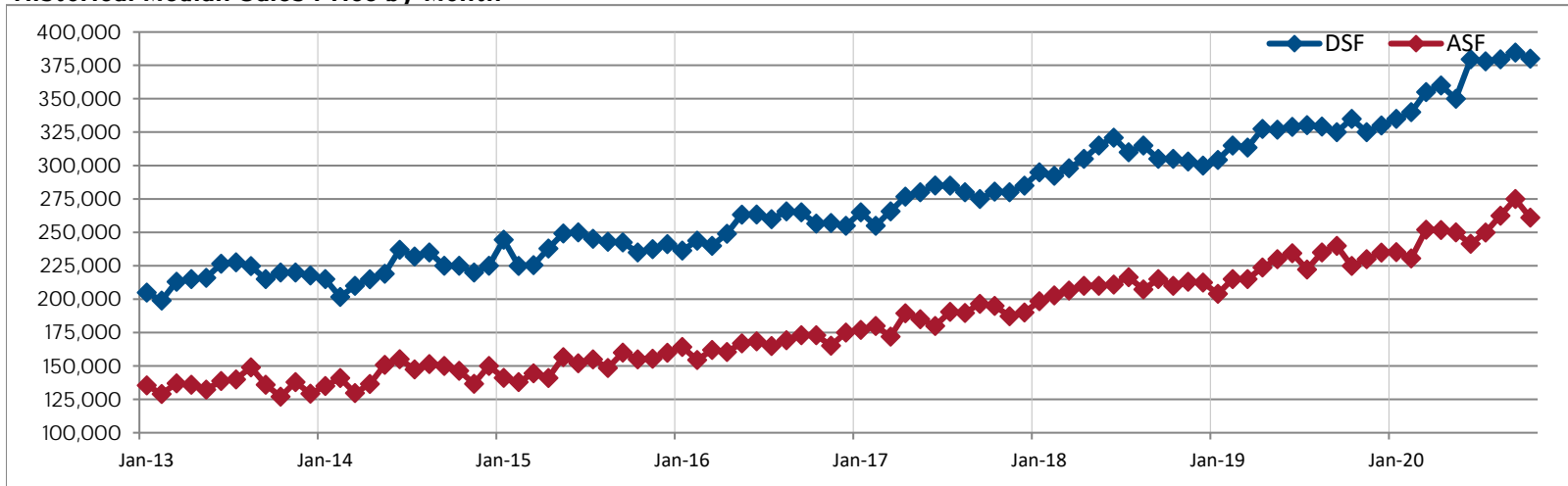


Year to Date - Median



	Median Sales Price	Percent Change
10/2016	173,000	
10/2017	194,950	12.69%
10/2018	210,000	7.72%
10/2019	224,900	7.10%
10/2020	261,000	16.05%

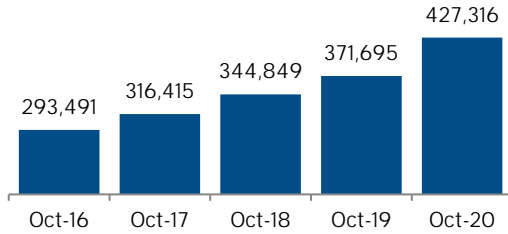
Historical Median Sales Price by Month



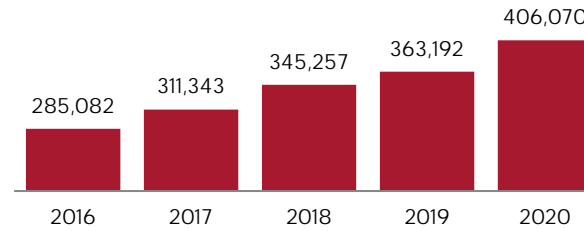
Market Overview



October - DSF

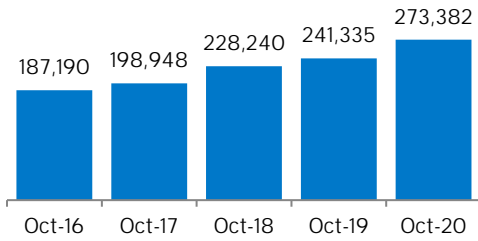


Year to Date - Average

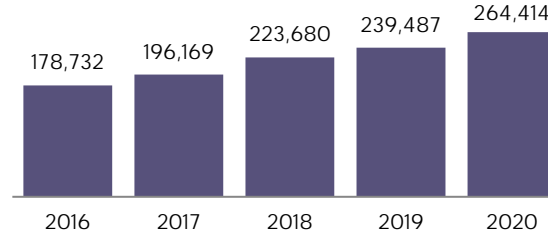


	Average Sales Price	Percent Change
10/2016	293,491	
10/2017	316,415	7.81%
10/2018	344,849	8.99%
10/2019	371,695	7.78%
10/2020	427,316	14.96%

October - ASF

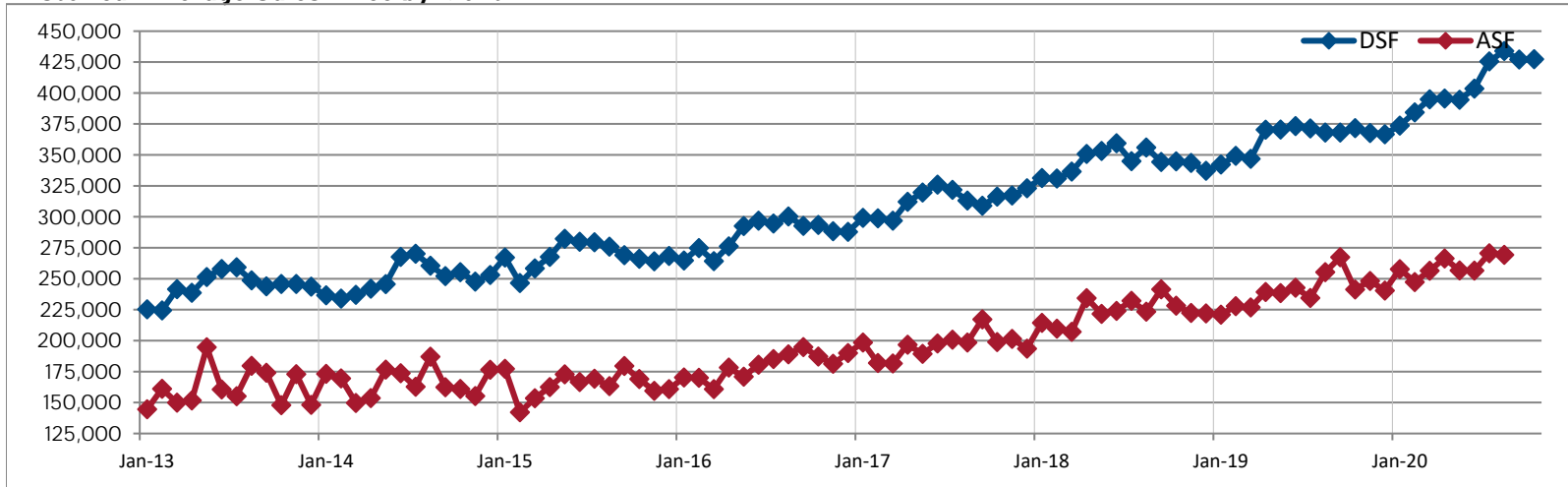


Year to Date - Average



	Average Sales Price	Percent Change
10/2016	187,190	
10/2017	198,948	6.28%
10/2018	228,240	14.72%
10/2019	241,335	5.74%
10/2020	273,382	13.28%

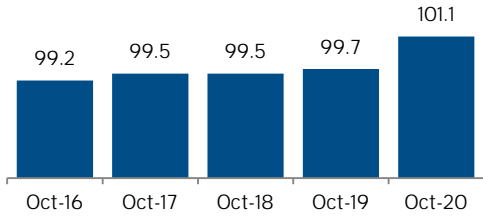
Historical Average Sales Price by Month



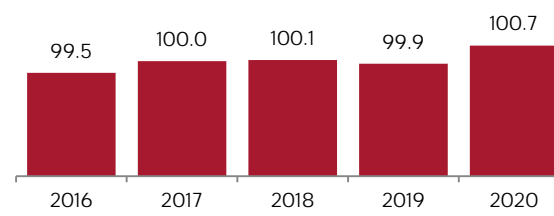
Market Overview



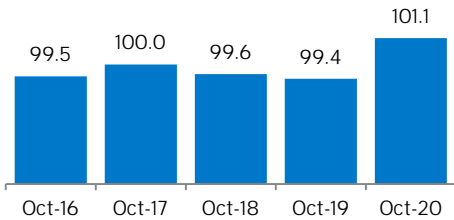
October - DSF



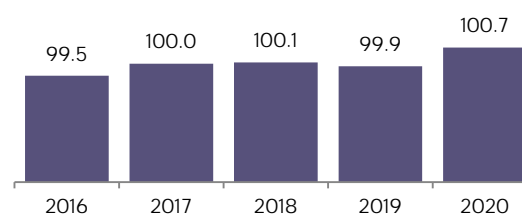
Year to Date - Average



October - ASF



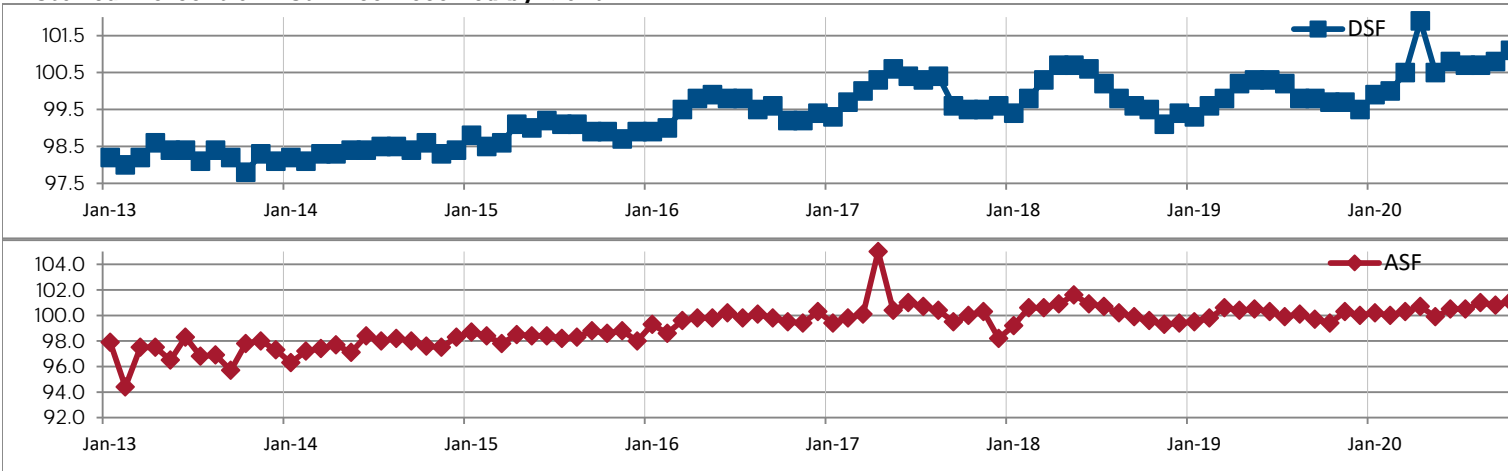
Year to Date - Average



	Pct of List Recvd	Percent Change
10/2016	99.2	
10/2017	99.5	0.30%
10/2018	99.5	0.00%
10/2019	99.7	0.20%
10/2020	101.1	1.40%

	Pct of List Recvd	Percent Change
10/2016	99.5	
10/2017	100.0	0.50%
10/2018	99.6	-0.40%
10/2019	99.4	-0.20%
10/2020	101.1	1.71%

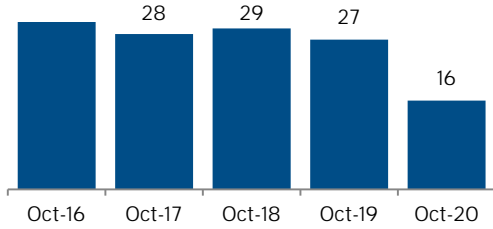
Historical Percent of List Price Received by Month



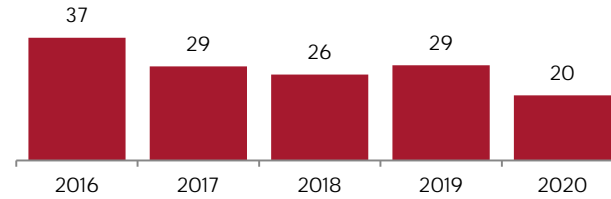
Market Overview



October - DSF

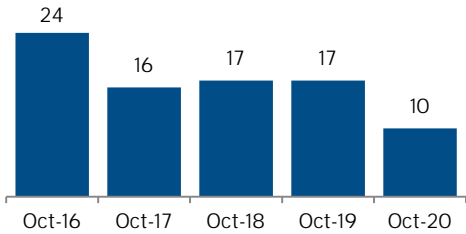


Year to Date - Average

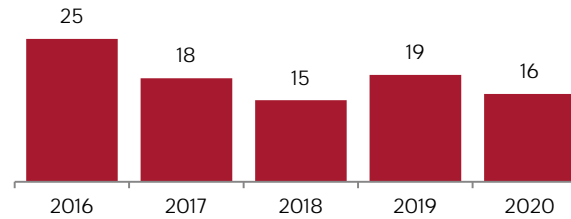


	DOM	Percent Change
10/2016	37	
10/2017	28	-24.32%
10/2018	29	3.57%
10/2019	27	-6.90%
10/2020	16	-40.74%

October - ASF

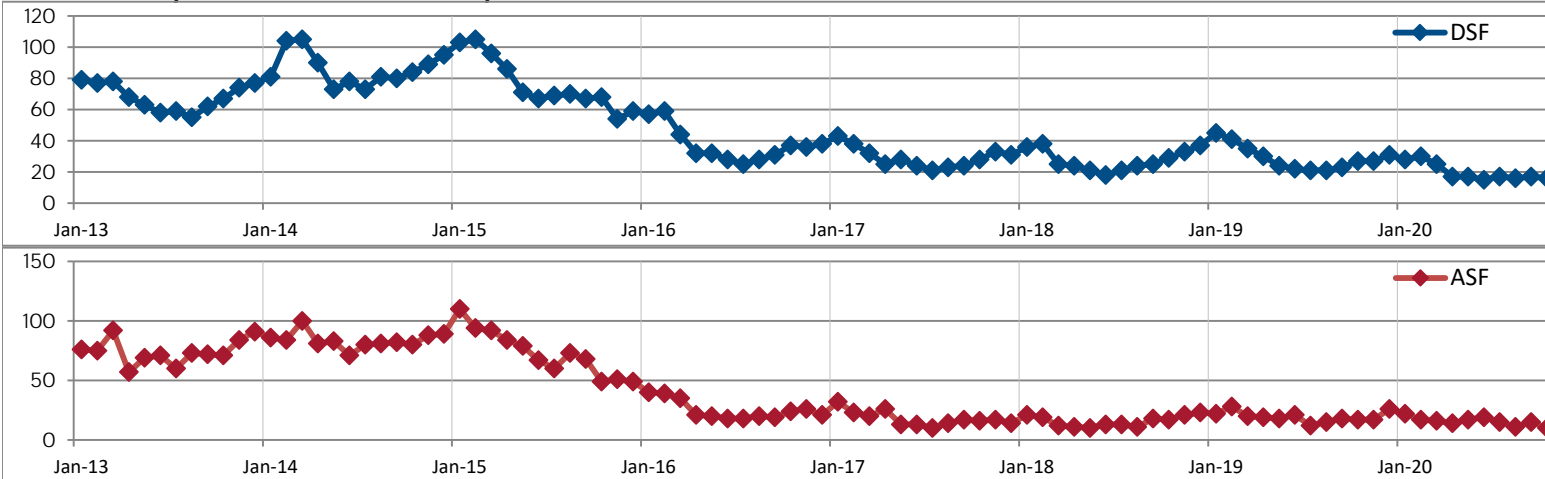


Year to Date - Average



	DOM	Percent Change
10/2016	24	
10/2017	16	-33.33%
10/2018	17	6.25%
10/2019	17	0.00%
10/2020	10	-41.18%

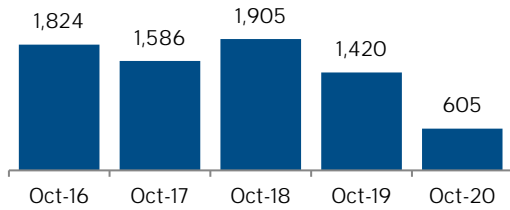
Historical Days on Market Until Sale by Month



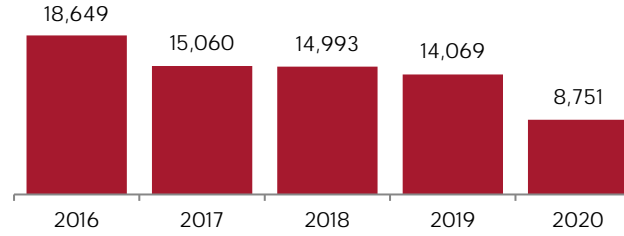
Market Overview



October - DSF

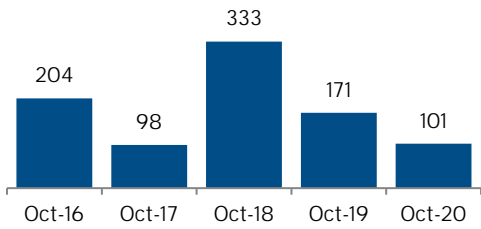


Year to Date

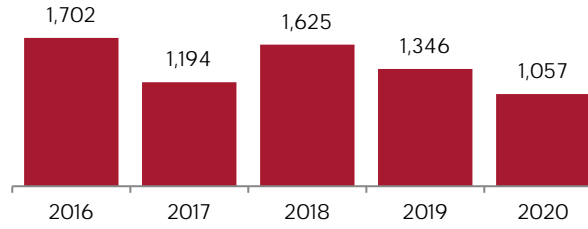


	Active Listings	Percent Change
10/2016	1,824	
10/2017	1,586	-13.05%
10/2018	1,905	20.11%
10/2019	1,420	-25.46%
10/2020	605	-57.39%

October - ASF

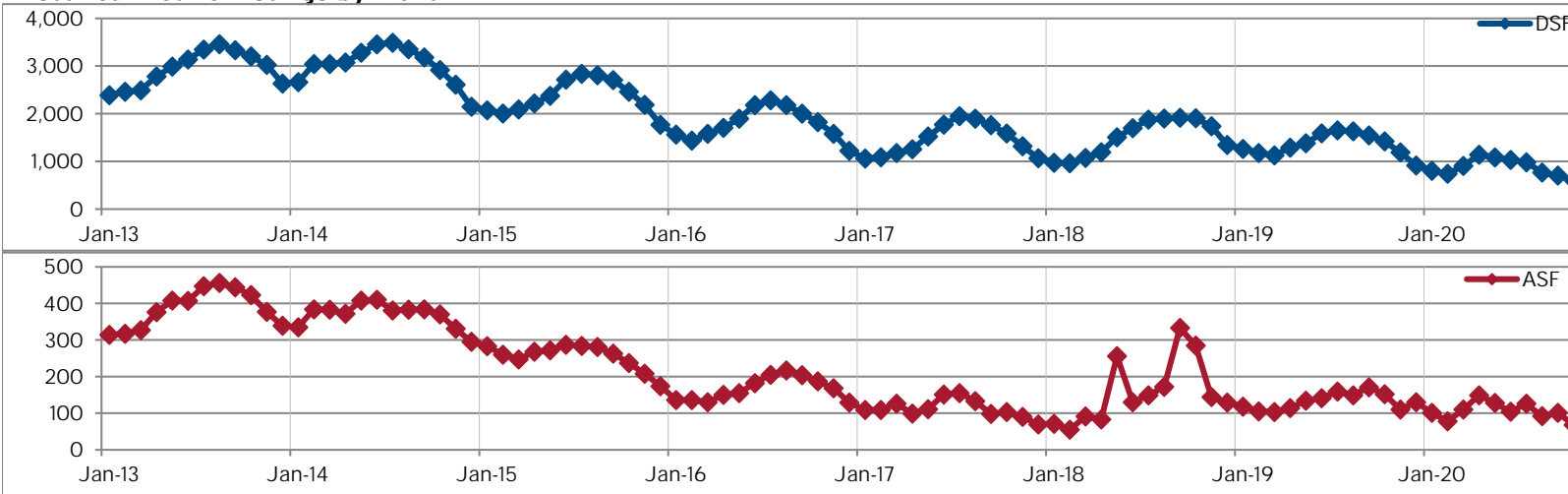


Year to Date



	Active Listings	Percent Change
10/2016	204	
10/2017	98	-51.96%
10/2018	333	239.80%
10/2019	171	-48.65%
10/2020	101	-40.94%

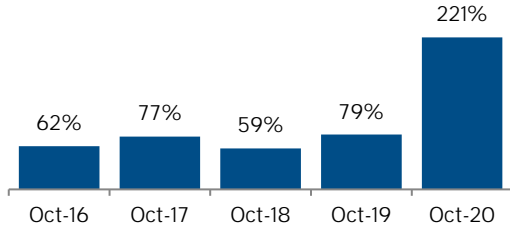
Historical Active Listings by Month



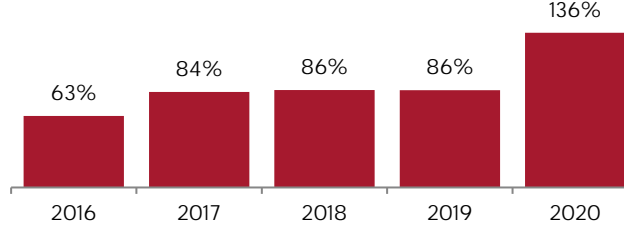
Market Overview



October - DSF

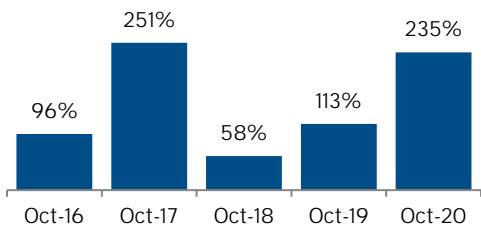


Year to Date - Average

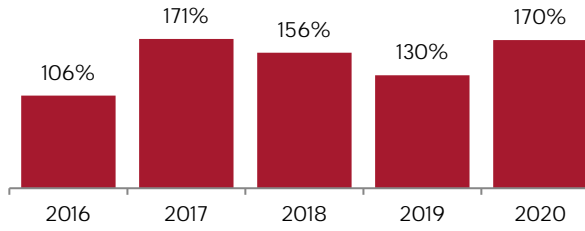


	Sales as a % of Active Listings	Percent Change
10/2016	62%	
10/2017	77%	22.64%
10/2018	59%	-22.49%
10/2019	79%	33.79%
10/2020	221%	177.84%

October - ASF

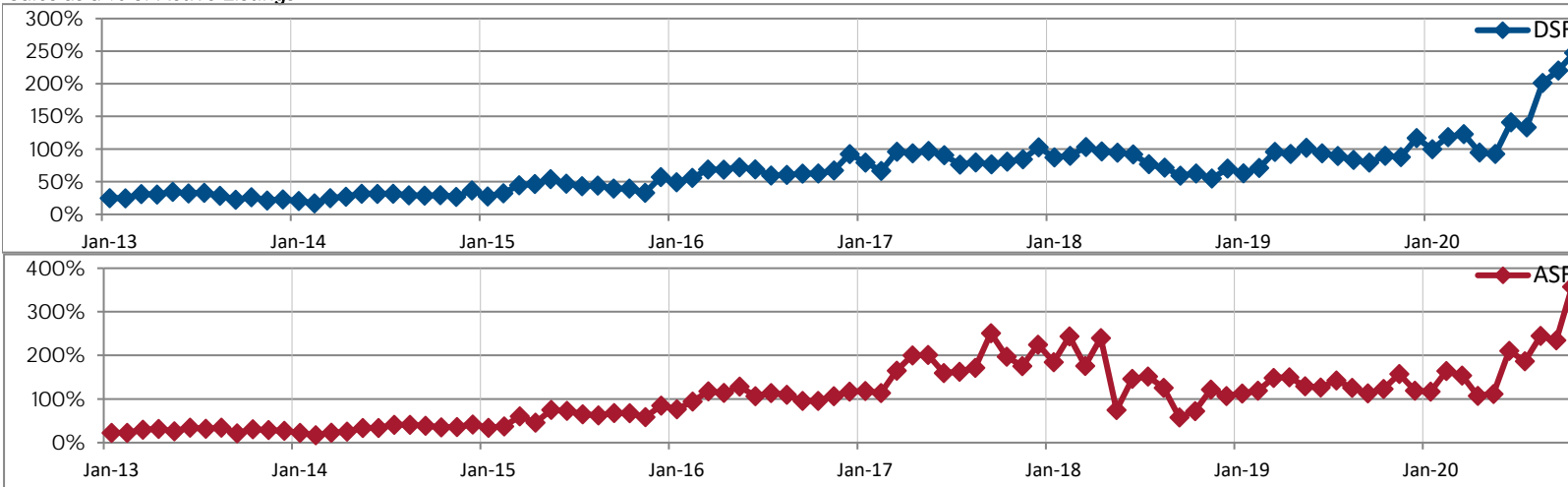


Year to Date - Average

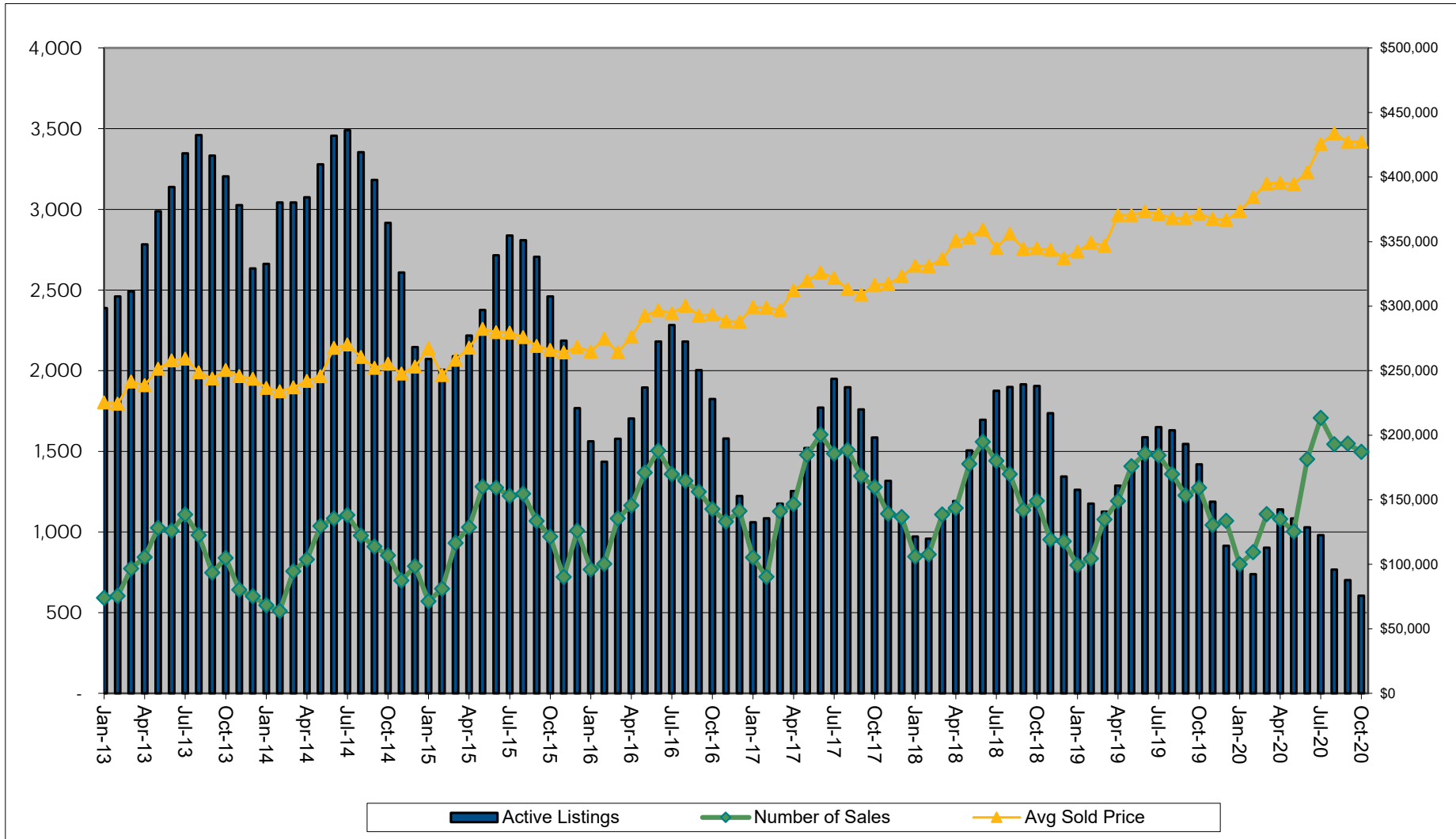


	Sales as a % of Active Listings	Percent Change
10/2016	96%	
10/2017	251%	162.61%
10/2018	58%	-76.91%
10/2019	113%	94.74%
10/2020	235%	107.91%

Sales as a % of Active Listings



Market Overview



Market Overview



Freddie Mac Interest Rates

