

Market Overview



Key Metrics	DSF Historical Sparkbars	November 2019	November 2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		924	946	2.38%	15,302	15,304	0.01%
Pending		767	885	15.38%	10816	11,626	7.49%
Sold Listings		1,043	1,292	23.87%	13,170	13,508	2.57%
Median Sales Price		325,000	385,000	18.46%	326,900	378,000	15.63%
Average Sales Price		367,782	433,177	17.78%	363,609	408,535	12.36%
Pct. Of List Price Received		99.7	101.1	1.40%	99.9	100.7	0.85%
Days on Market		27	18	-33.33%	29	20	-31.65%
Active Listings		1,188	451	-62.04%	15,257	9,202	-39.69%

Market Overview

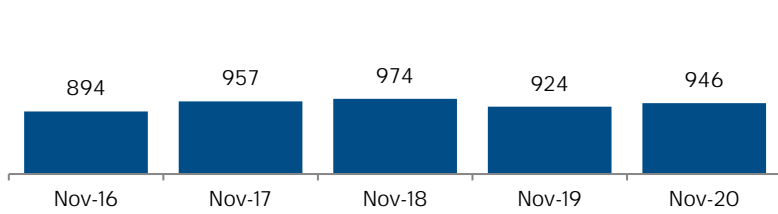


Key Metrics	ASF Historical Sparkbars	November 2019	November 2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		131	145	10.69%	2,104	2,292	8.94%
Pending		123	151	22.76%	1,592	1,864	17.09%
Sold Listings		173	216	24.86%	1,900	2,093	10.16%
Median Sales Price		230,000	262,000	13.91%	224,900	251,750	11.94%
Average Sales Price		248,247	272,221	9.66%	240,283	265,124	10.34%
Pct. Of List Price Received		100.3	101.1	0.80%	100.0	100.6	0.51%
Days on Market		17	16	-5.88%	19	16	-16.91%
Active Listings		110	46	-58.18%	1,456	1,103	-24.24%

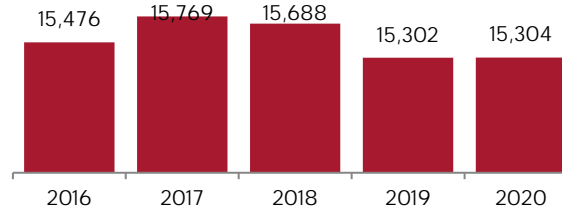
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November - DSF

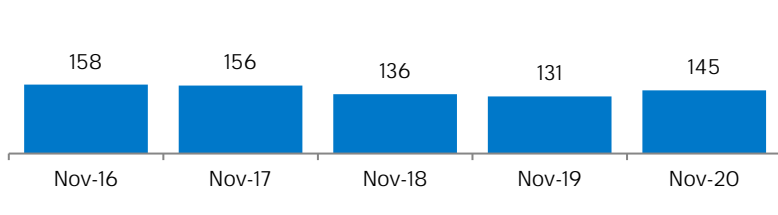


Year to Date

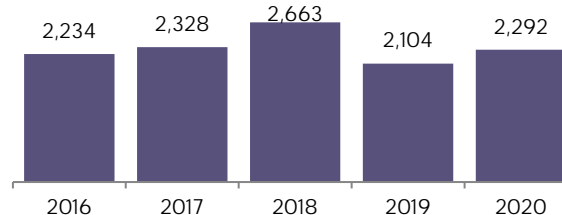


	New Listings	Percent Change
11/2016	894	
11/2017	957	7.05%
11/2018	974	1.78%
11/2019	924	-5.13%
11/2020	946	2.38%

November - ASF

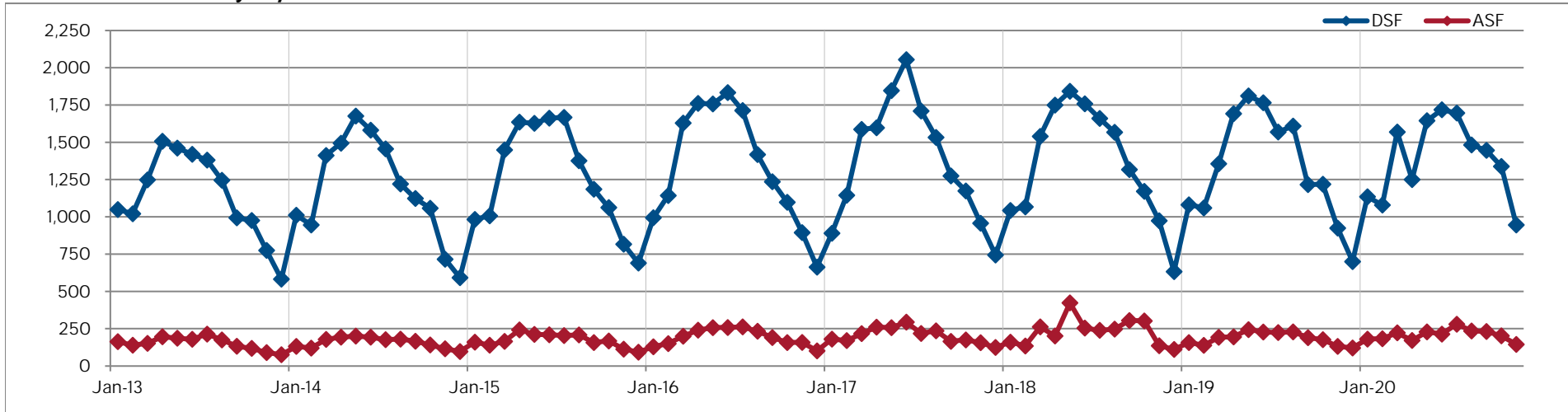


Year to Date



	New Listings	Percent Change
11/2016	158	
11/2017	156	-1.27%
11/2018	136	-12.82%
11/2019	131	-3.68%
11/2020	145	10.69%

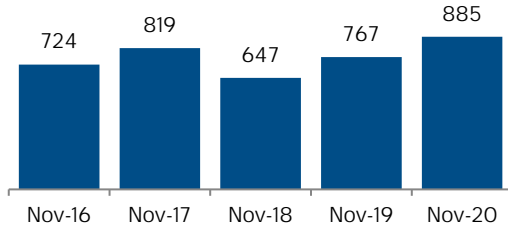
Historical New Listings by Month



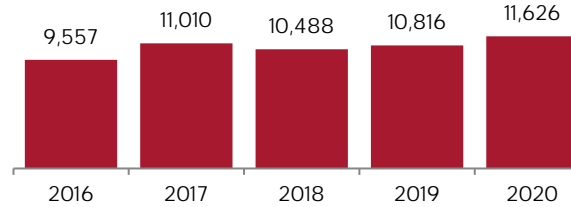
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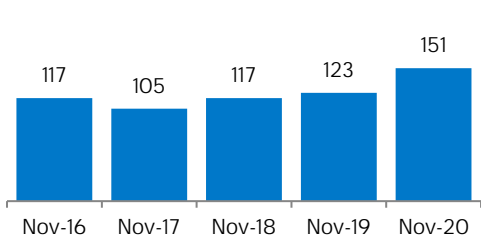


Year to Date

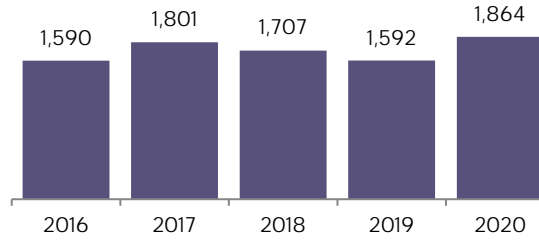


	Pending	Percent Change
11/2016	724	
11/2017	819	13.12%
11/2018	647	-21.00%
11/2019	767	18.55%
11/2020	885	15.38%

November - ASF

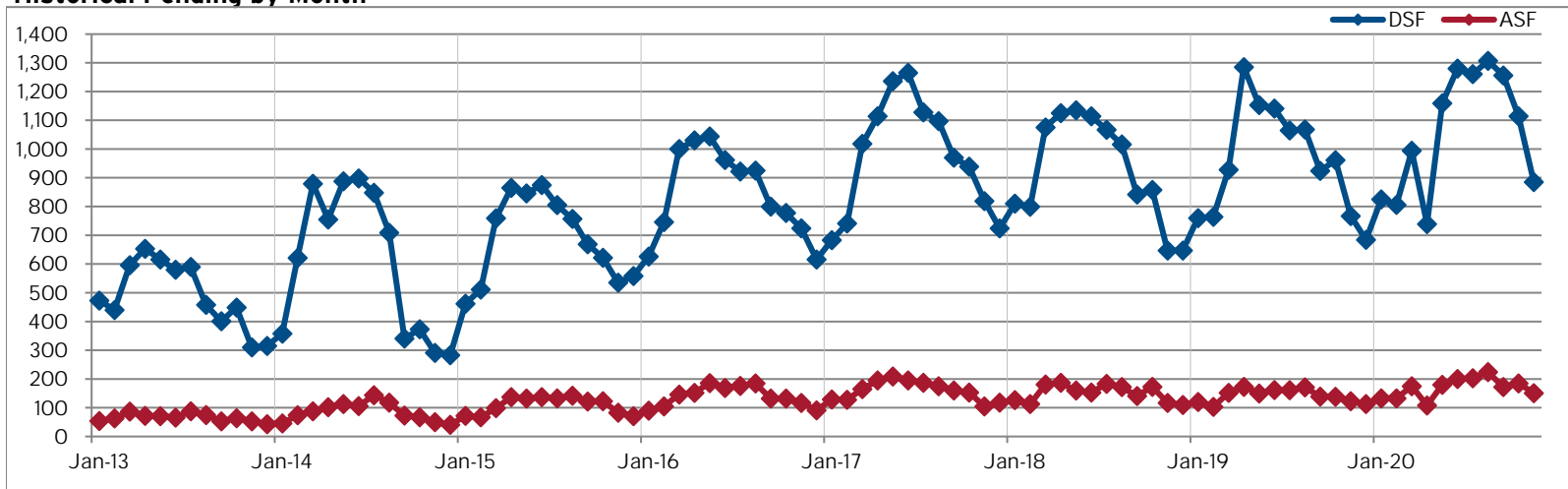


Year to Date



	Pending	Percent Change
11/2016	117	
11/2017	105	-10.26%
11/2018	117	11.43%
11/2019	123	5.13%
11/2020	151	22.76%

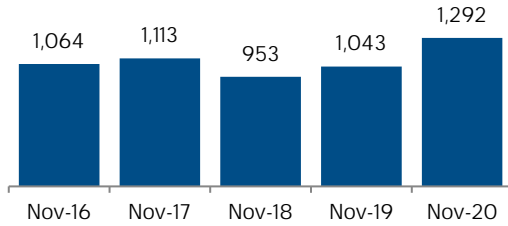
Historical Pending by Month



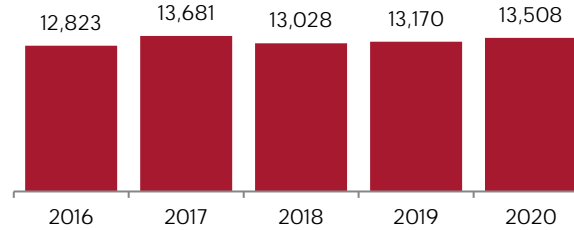
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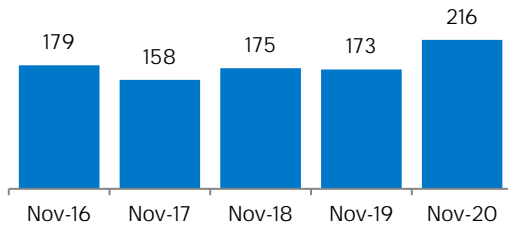


Year to Date

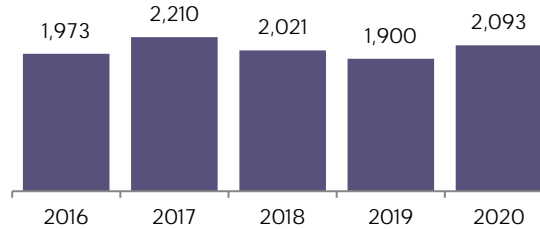


	Sold Listings	Percent Change
11/2016	1,064	
11/2017	1,113	4.61%
11/2018	953	-14.38%
11/2019	1,043	9.44%
11/2020	1,292	23.87%

November - ASF

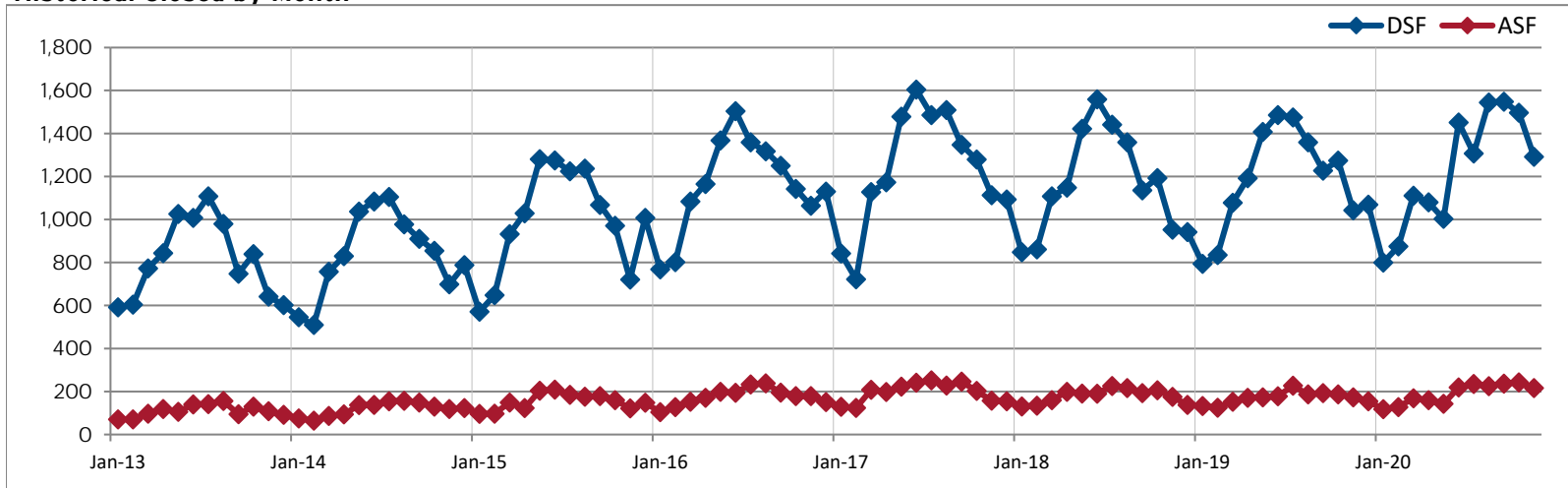


Year to Date



	Sold Listings	Percent Change
11/2016	179	
11/2017	158	-11.73%
11/2018	175	10.76%
11/2019	173	-1.14%
11/2020	216	24.86%

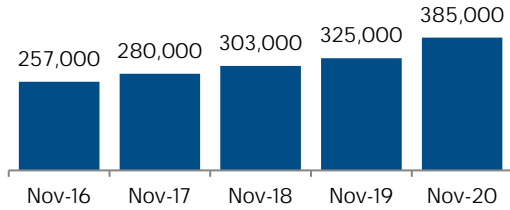
Historical Closed by Month



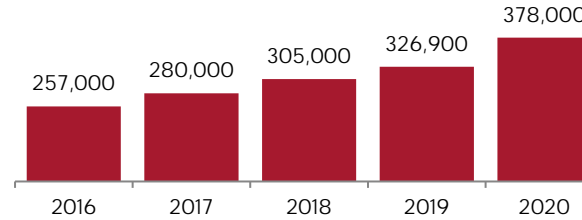
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November - DSF

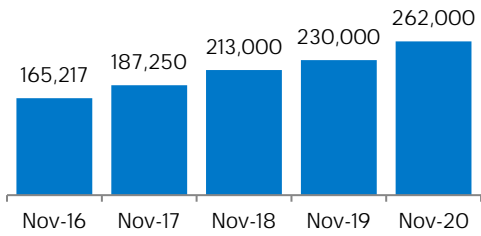


Year to Date - Median

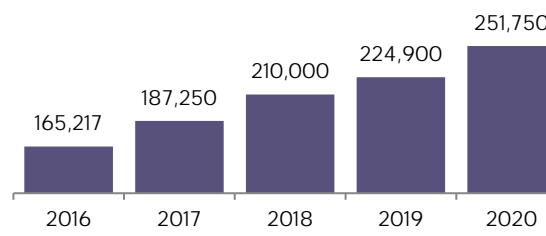


	Median Sales Price	Percent Change
11/2016	257,000	
11/2017	280,000	8.95%
11/2018	303,000	8.21%
11/2019	325,000	7.26%
11/2020	385,000	18.46%

November - ASF

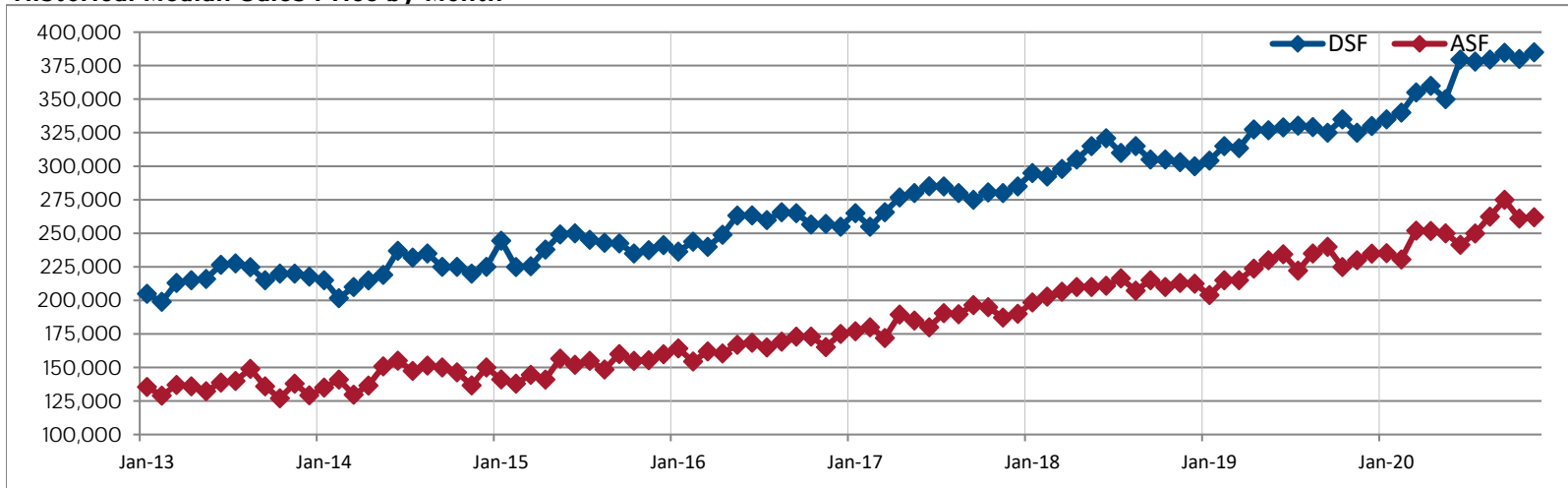


Year to Date - Median



	Median Sales Price	Percent Change
11/2016	165,217	
11/2017	187,250	13.34%
11/2018	213,000	13.75%
11/2019	230,000	7.98%
11/2020	262,000	13.91%

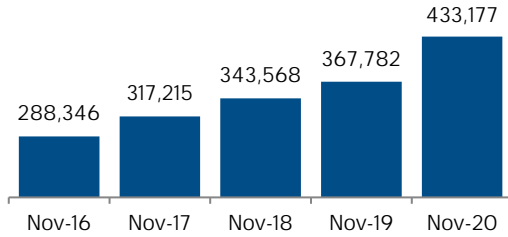
Historical Median Sales Price by Month



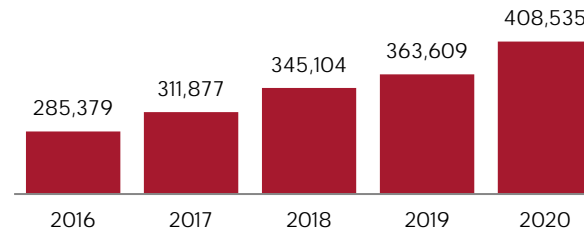
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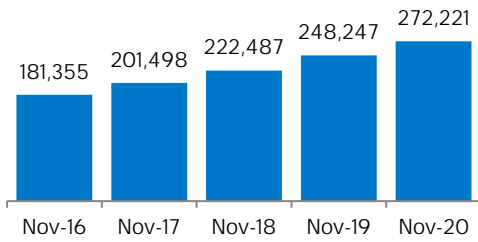


Year to Date - Average

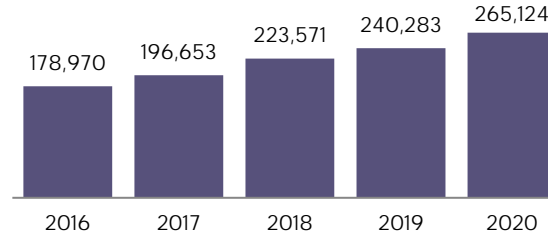


	Average Sales Price	Percent Change
11/2016	288,346	
11/2017	317,215	10.01%
11/2018	343,568	8.31%
11/2019	367,782	7.05%
11/2020	433,177	17.78%

November - ASF

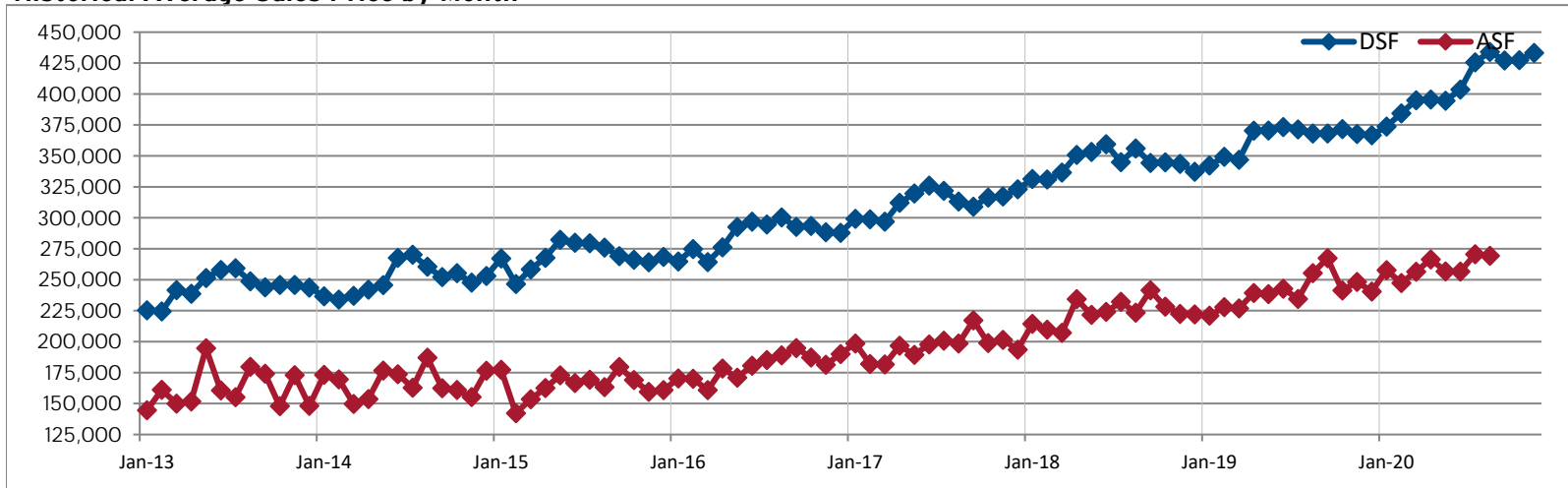


Year to Date - Average



	Average Sales Price	Percent Change
11/2016	181,355	
11/2017	201,498	11.11%
11/2018	222,487	10.42%
11/2019	248,247	11.58%
11/2020	272,221	9.66%

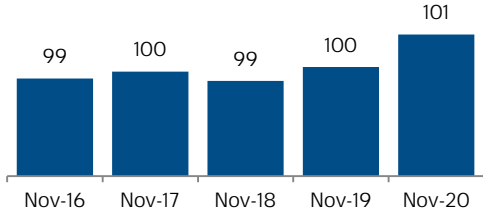
Historical Average Sales Price by Month



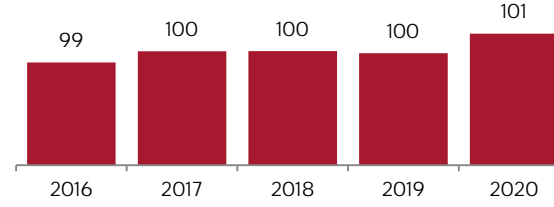
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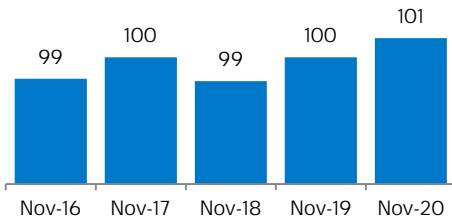


Year to Date - Average

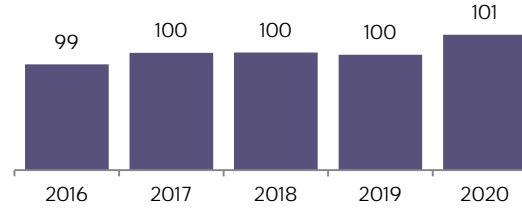


	Pct of List Recvd	Percent Change
11/2016	99.2	
11/2017	99.5	0.30%
11/2018	99.1	-0.40%
11/2019	99.7	0.61%
11/2020	101.1	1.40%

November - ASF

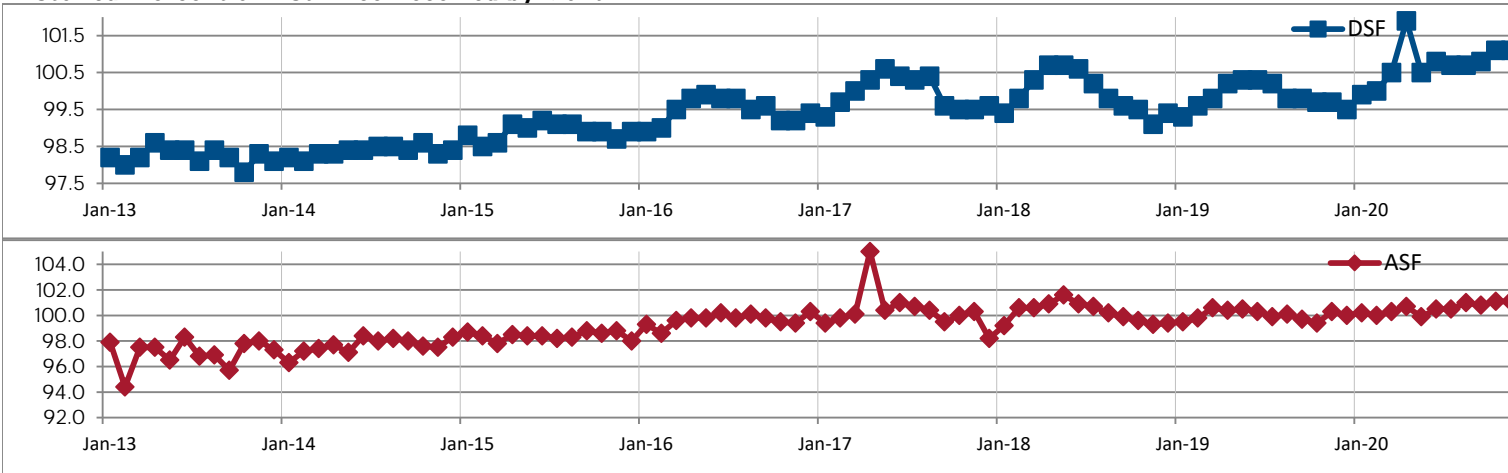


Year to Date - Average



	Pct of List Recvd	Percent Change
11/2016	99.4	
11/2017	100.3	0.91%
11/2018	99.3	-1.00%
11/2019	100.3	1.01%
11/2020	101.1	0.80%

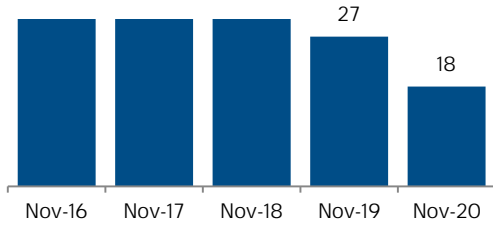
Historical Percent of List Price Received by Month



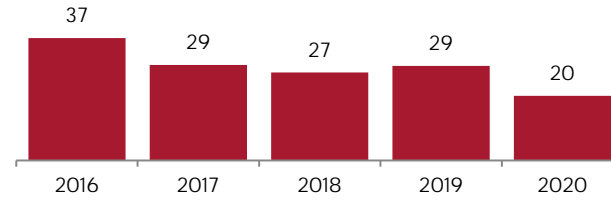
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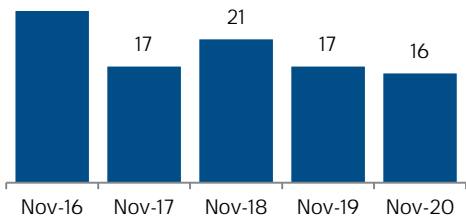


Year to Date - Average

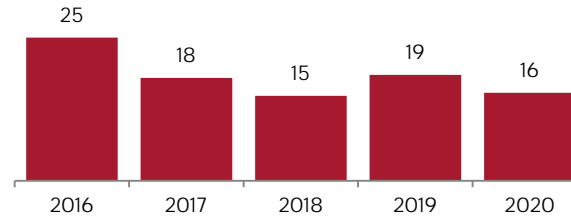


	DOM	Percent Change
11/2016	36	
11/2017	33	-8.33%
11/2018	33	0.00%
11/2019	27	-18.18%
11/2020	18	-33.33%

November - ASF

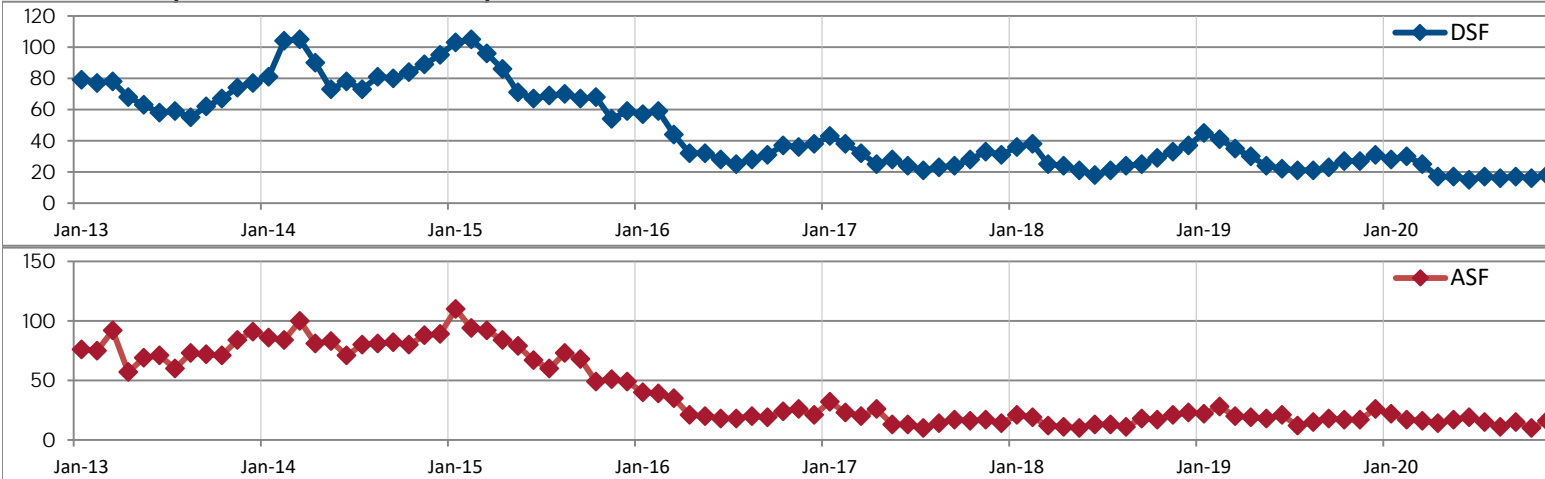


Year to Date - Average



	DOM	Percent Change
11/2016	26	
11/2017	17	-34.62%
11/2018	21	23.53%
11/2019	17	-19.05%
11/2020	16	-5.88%

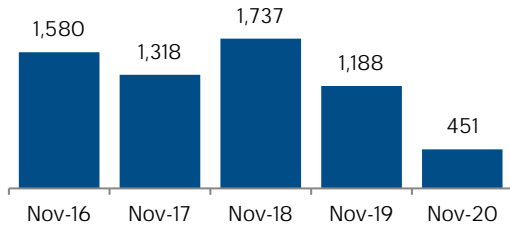
Historical Days on Market Until Sale by Month



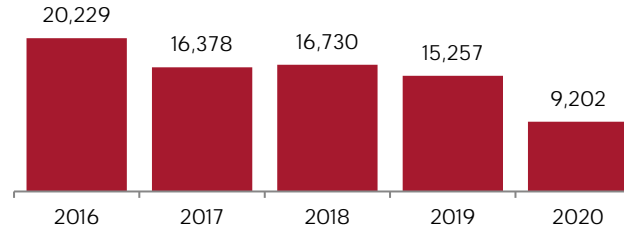
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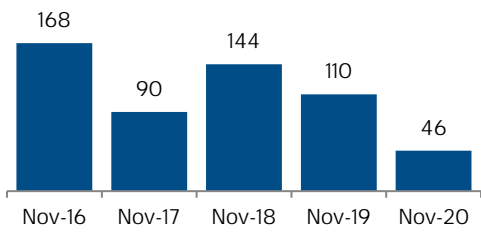


Year to Date

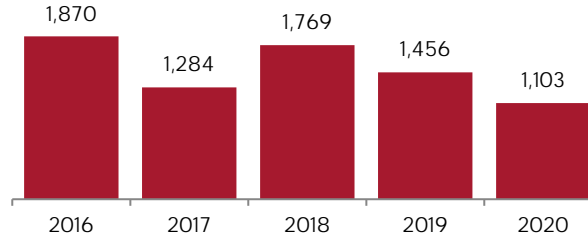


	Active Listings	Percent Change
11/2016	1,580	
11/2017	1,318	-16.58%
11/2018	1,737	31.79%
11/2019	1,188	-31.61%
11/2020	451	-62.04%

November - ASF

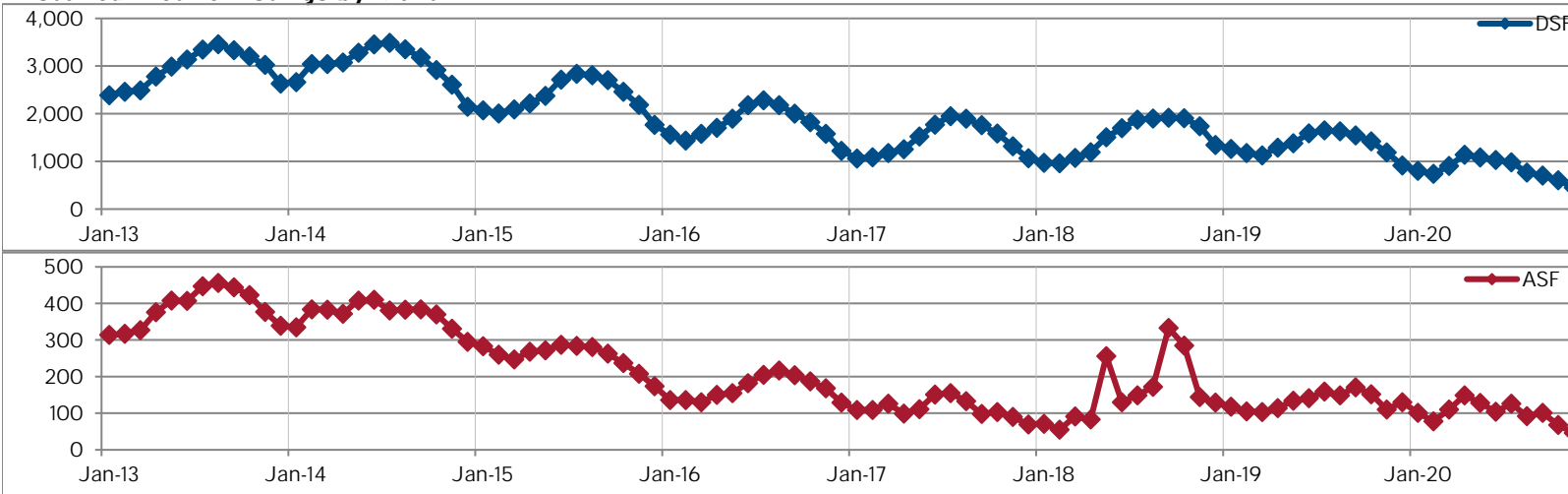


Year to Date



	Active Listings	Percent Change
11/2016	168	
11/2017	90	-46.43%
11/2018	144	60.00%
11/2019	110	-23.61%
11/2020	46	-58.18%

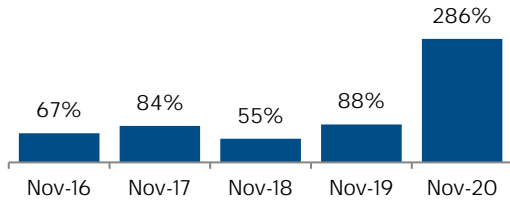
Historical Active Listings by Month



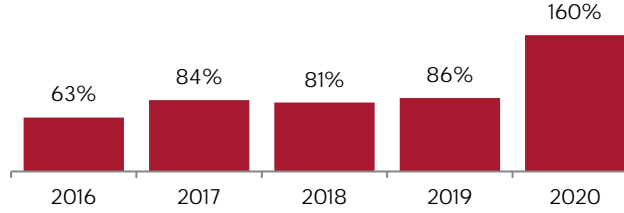
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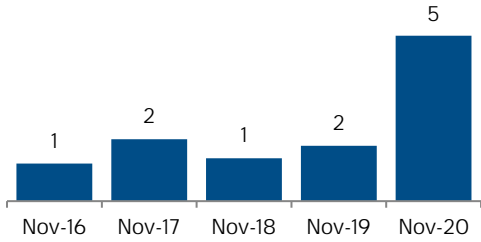


Year to Date - Average

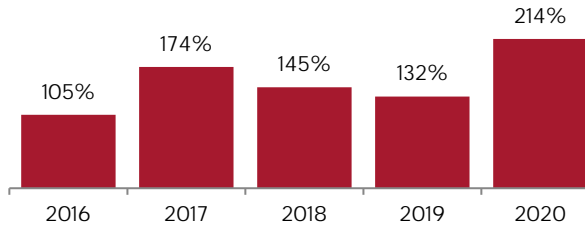


	Sales as a % of Active Listings	Percent Change
11/2016	67%	
11/2017	84%	25.40%
11/2018	55%	-35.03%
11/2019	88%	60.02%
11/2020	286%	226.30%

November - ASF

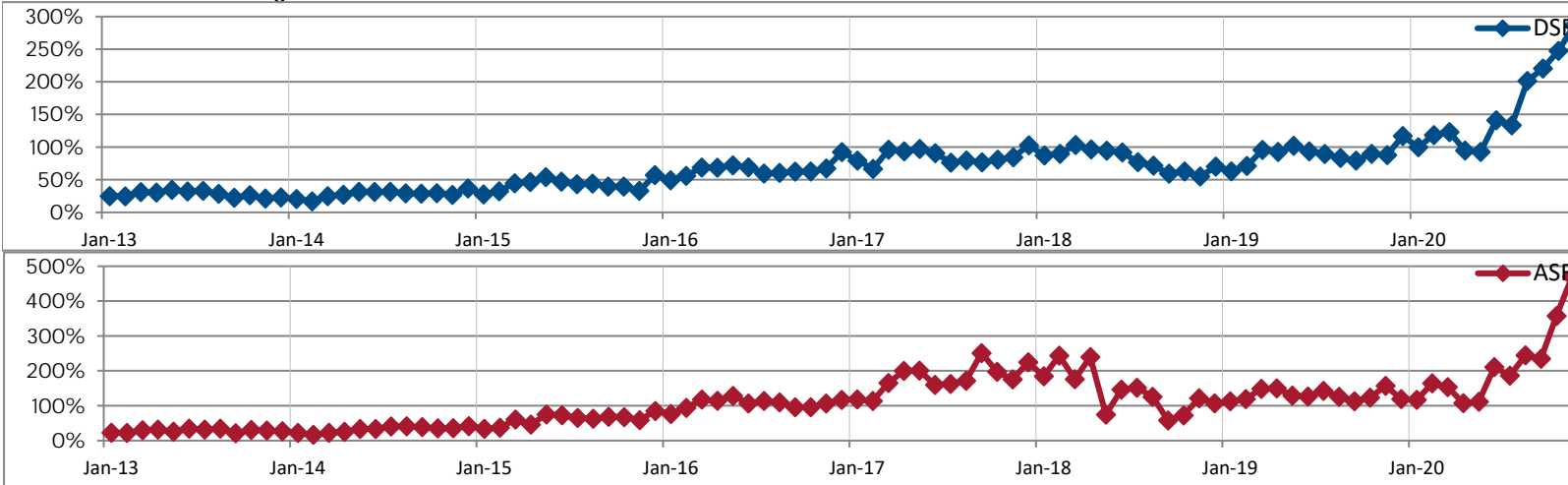


Year to Date - Average



	Sales as a % of Active Listings	Percent Change
11/2016	107%	
11/2017	176%	64.77%
11/2018	122%	-30.78%
11/2019	157%	29.41%
11/2020	470%	198.57%

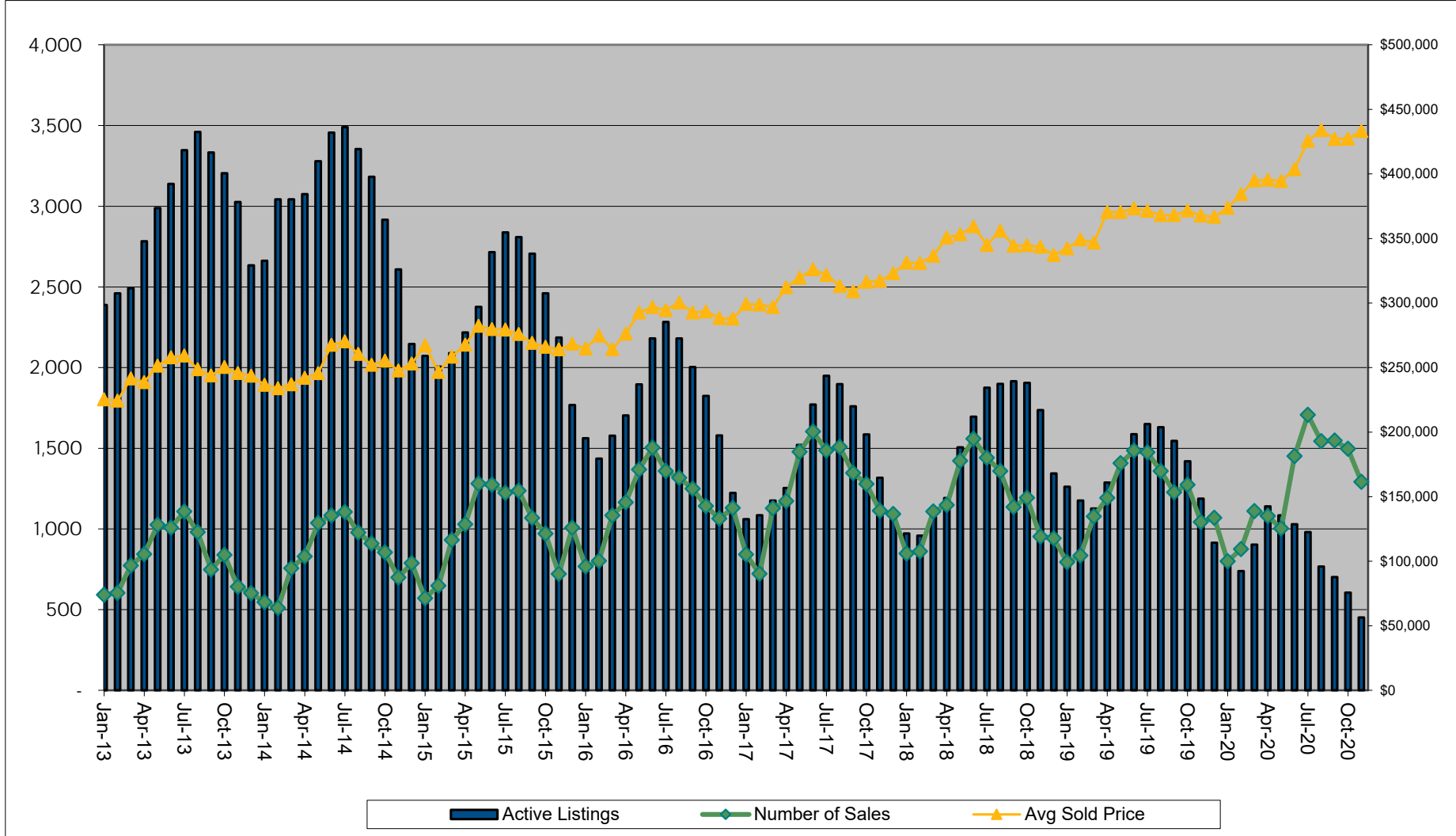
Sales as a % of Active Listings



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