

# Market Overview



Key Metrics	DSF Historical Sparkbars	December 2019	December 2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		700	800	14.29%	16,002	16,104	0.64%
Pending		684	732	7.02%	11,500	12,358	7.46%
Sold Listings		1,069	1,174	9.82%	14,239	14,682	3.11%
Median Sales Price		330,000	380,000	15.15%	327,177	378,750	15.76%
Average Sales Price		366,768	434,075	18.35%	363,873	410,663	12.86%
Pct. Of List Price Received		99.5	101.3	1.81%	99.9	100.8	0.93%
Days on Market		31	16	-48.39%	29	19	-33.14%
Active Listings		915	348	-61.97%	16,172	9,550	-40.95%

# Market Overview

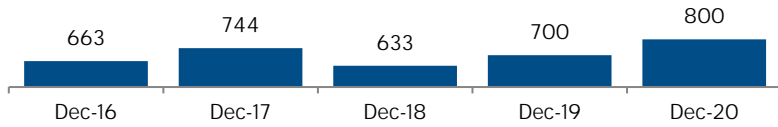


Key Metrics	ASF Historical Sparkbars	December 2019	December 2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		121	150	23.97%	2,225	2,442	9.75%
Pending		113	128	13.27%	1,705	1,992	16.83%
Sold Listings		155	185	19.35%	2,055	2,278	10.85%
Median Sales Price		234,900	280,000	19.20%	227,450	251,875	10.74%
Average Sales Price		240,529	285,322	18.62%	240,304	266,807	11.03%
Pct. Of List Price Received		100.0	101.3	1.30%	100.0	100.6	0.57%
Days on Market		26	10	-61.54%	19	15	-21.89%
Active Listings		130	50	-61.54%	1,586	1,153	-27.30%

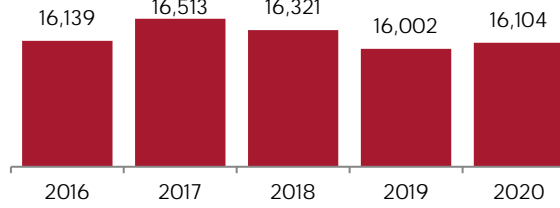
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## December - DSF

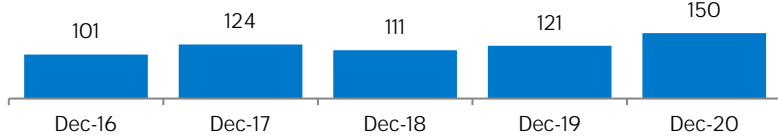


## Year to Date

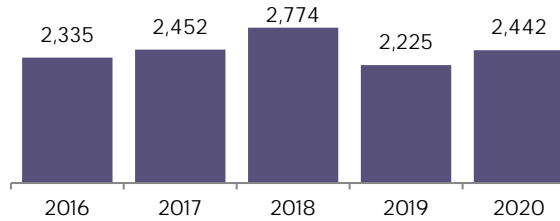


	New Listings	Percent Change
12/2016	663	
12/2017	744	12.22%
12/2018	633	-14.92%
12/2019	700	10.58%
12/2020	800	14.29%

## December - ASF

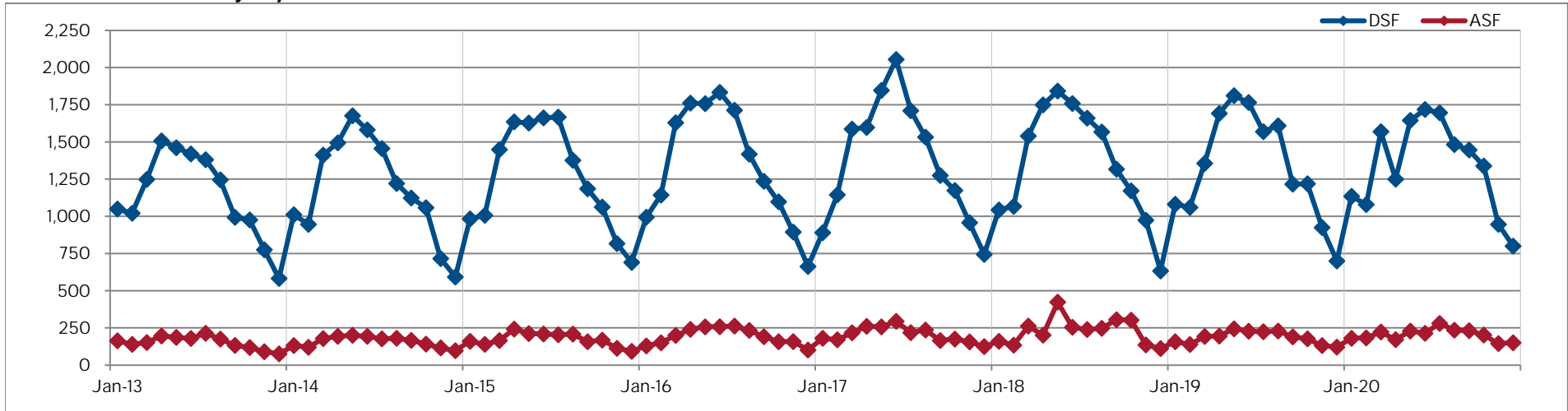


## Year to Date



	New Listings	Percent Change
12/2016	101	
12/2017	124	22.77%
12/2018	111	-10.48%
12/2019	121	9.01%
12/2020	150	23.97%

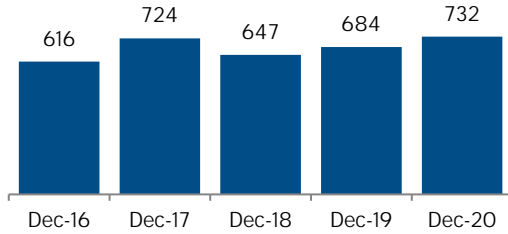
## Historical New Listings by Month



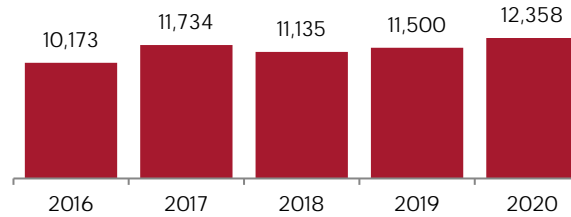
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## December - DSF

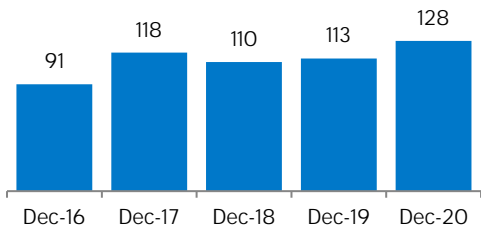


## Year to Date

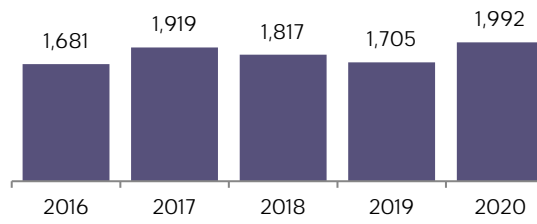


	Pending	Percent Change
12/2016	616	
12/2017	724	17.53%
12/2018	647	-10.64%
12/2019	684	5.72%
12/2020	732	7.02%

## December - ASF

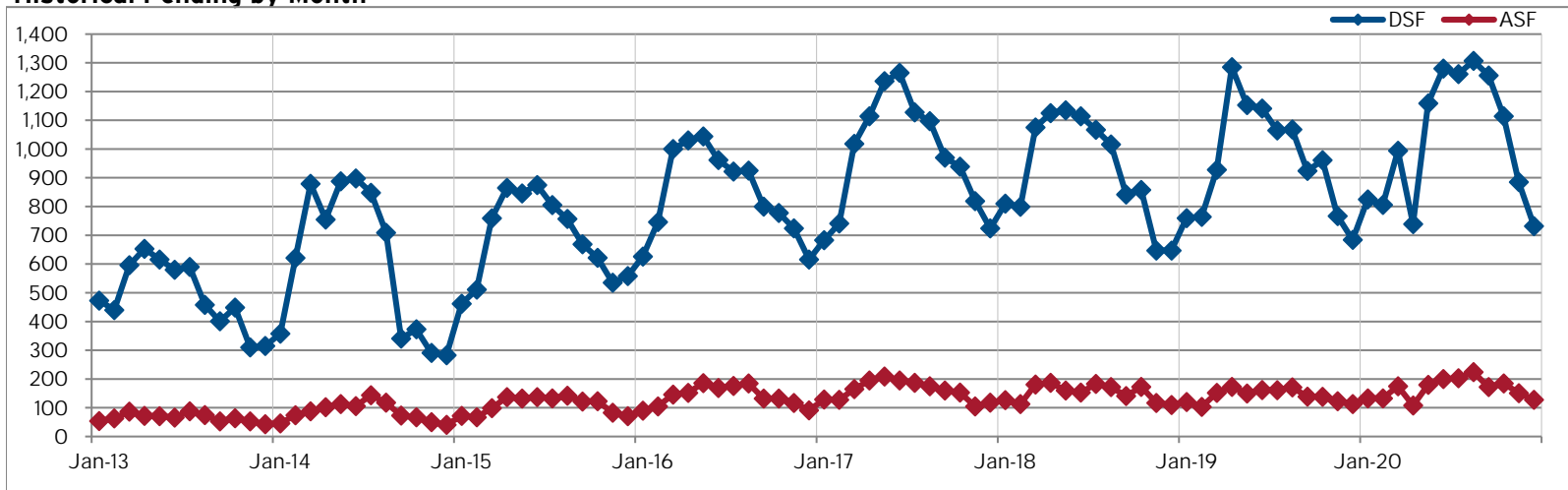


## Year to Date



	Pending	Percent Change
12/2016	91	
12/2017	118	29.67%
12/2018	110	-6.78%
12/2019	113	2.73%
12/2020	128	13.27%

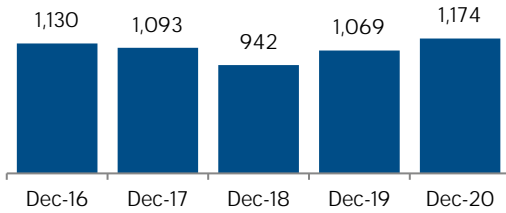
## Historical Pending by Month



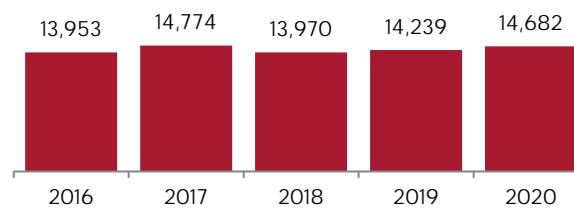
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## December - DSF

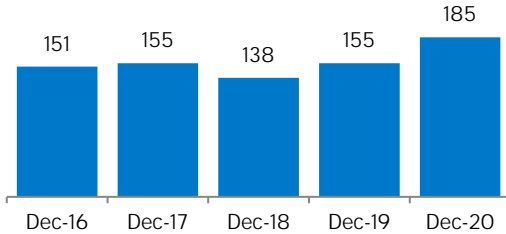


## Year to Date

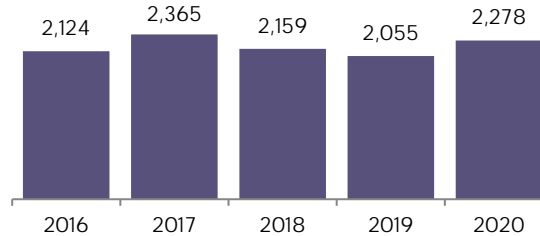


	Sold Listings	Percent Change
12/2016	1,130	
12/2017	1,093	-3.27%
12/2018	942	-13.82%
12/2019	1,069	13.48%
12/2020	1,174	9.82%

## December - ASF

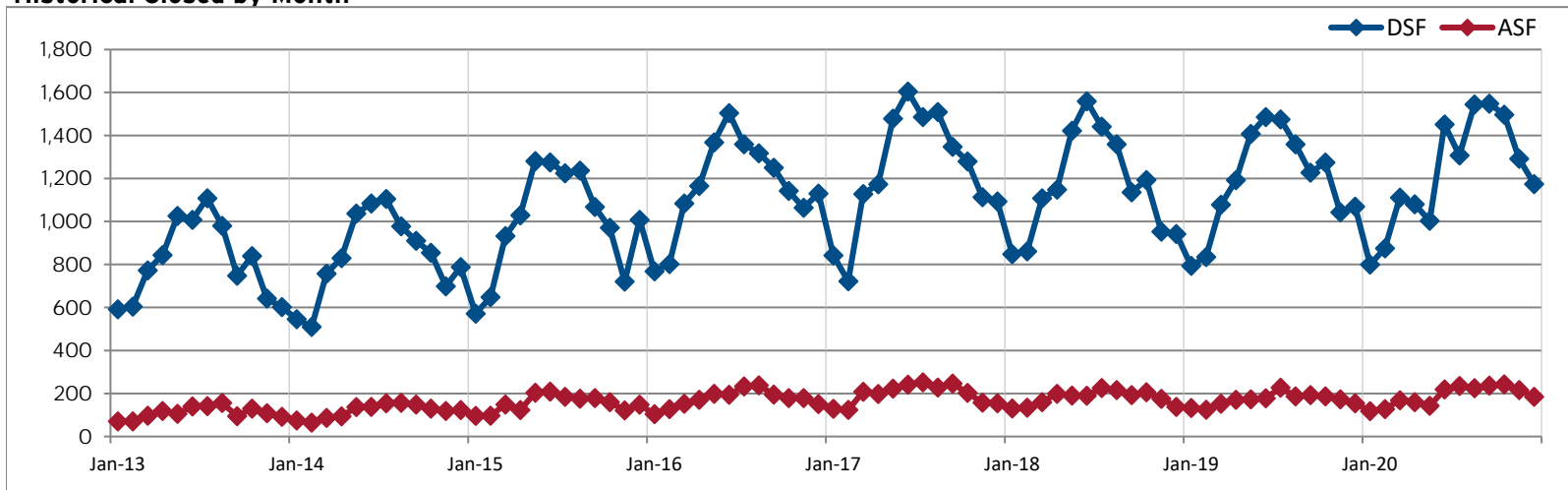


## Year to Date



	Sold Listings	Percent Change
12/2016	151	
12/2017	155	2.65%
12/2018	138	-10.97%
12/2019	155	12.32%
12/2020	185	19.35%

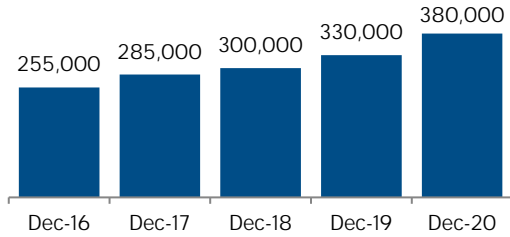
## Historical Closed by Month



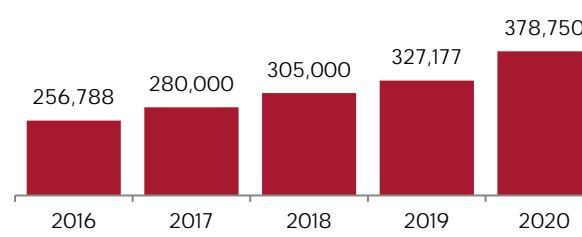
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## December - DSF

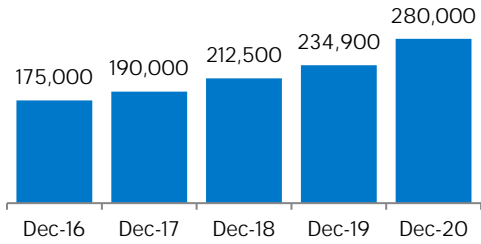


## Year to Date - Median

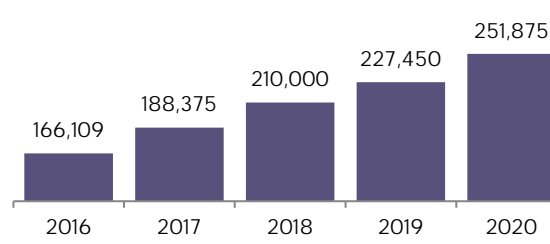


	Median Sales Price	Percent Change
12/2016	255,000	
12/2017	285,000	11.76%
12/2018	300,000	5.26%
12/2019	330,000	10.00%
12/2020	380,000	15.15%

## December - ASF

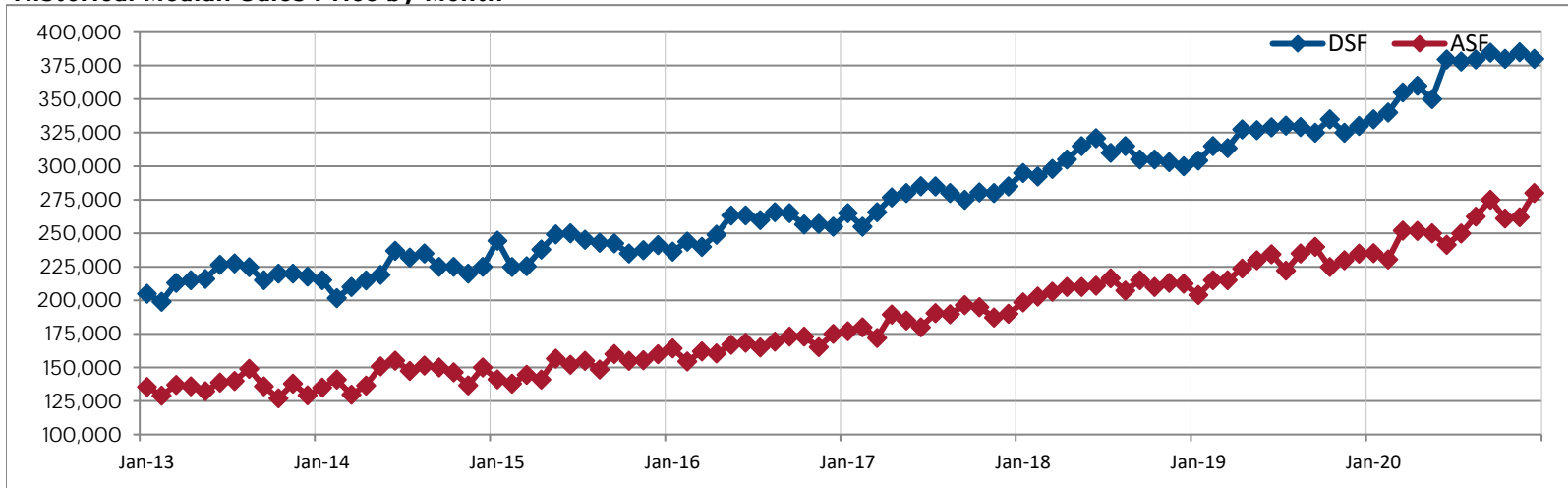


## Year to Date - Median



	Median Sales Price	Percent Change
12/2016	175,000	
12/2017	190,000	8.57%
12/2018	212,500	11.84%
12/2019	234,900	10.54%
12/2020	280,000	19.20%

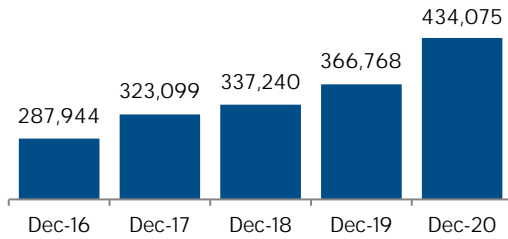
## Historical Median Sales Price by Month



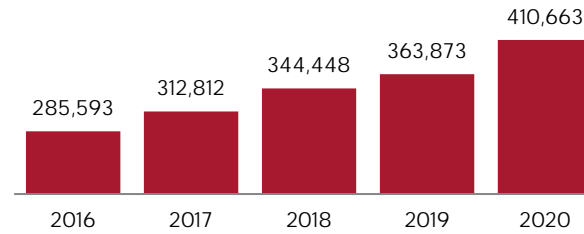
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## December - DSF

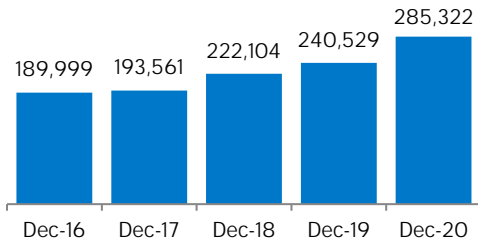


## Year to Date - Average

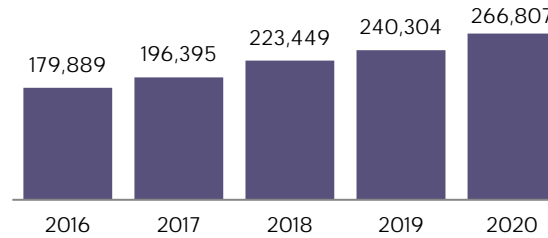


	Average Sales Price	Percent Change
12/2016	287,944	
12/2017	323,099	12.21%
12/2018	337,240	4.38%
12/2019	366,768	8.76%
12/2020	434,075	18.35%

## December - ASF

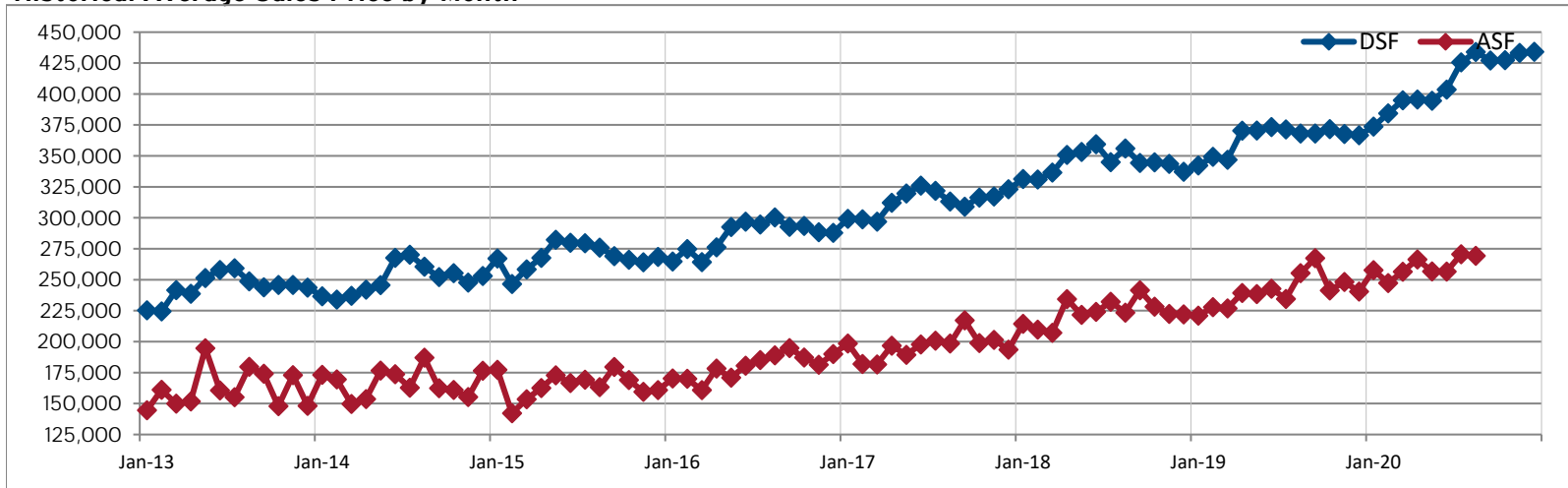


## Year to Date - Average



	Average Sales Price	Percent Change
12/2016	189,999	
12/2017	193,561	1.87%
12/2018	222,104	14.75%
12/2019	240,529	8.30%
12/2020	285,322	18.62%

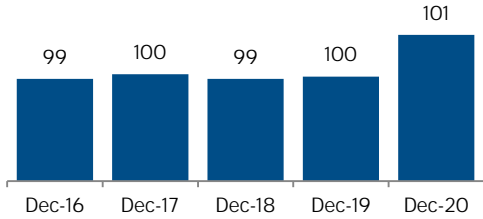
## Historical Average Sales Price by Month



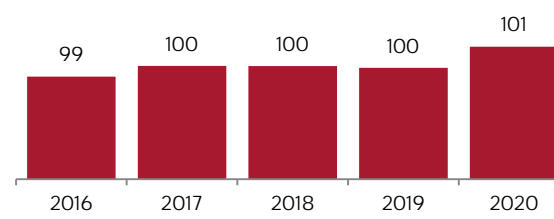
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## December - DSF

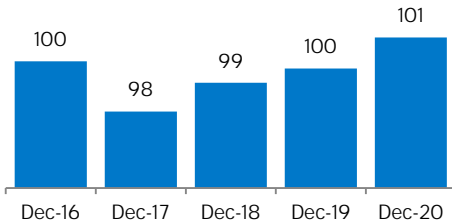


## Year to Date - Average

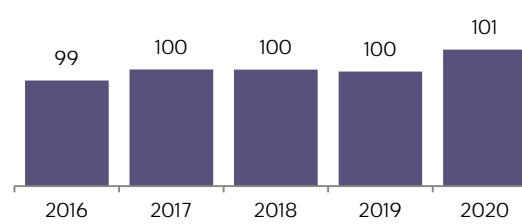


	Pct of List Recvd	Percent Change
12/2016	99.4	
12/2017	99.6	0.20%
12/2018	99.4	-0.20%
12/2019	99.5	0.10%
12/2020	101.3	1.81%

## December - ASF

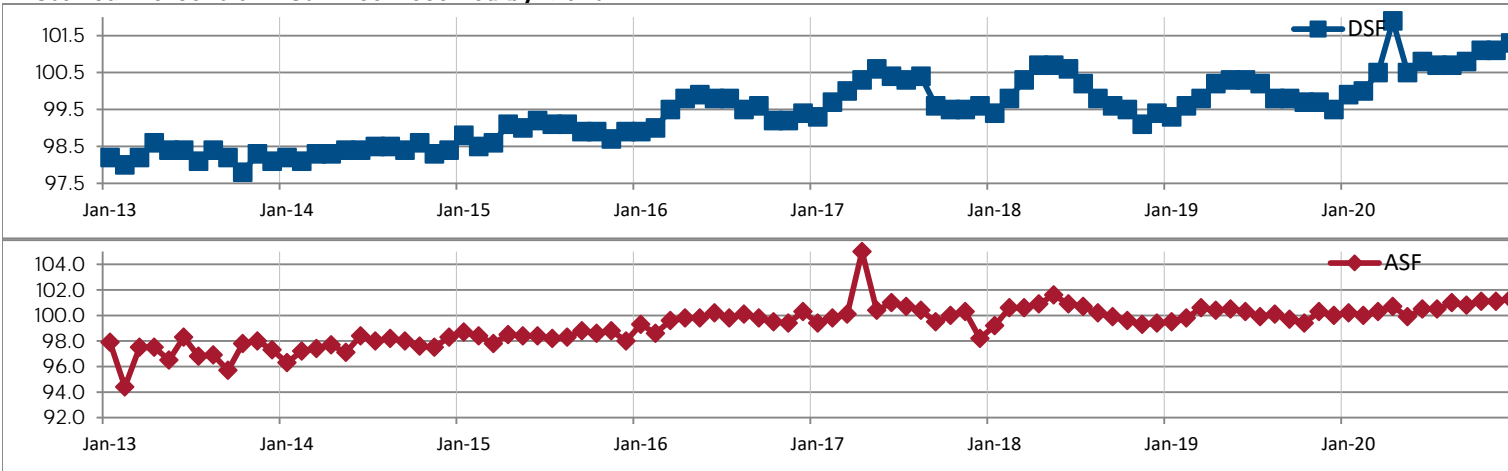


## Year to Date - Average



	Pct of List Recvd	Percent Change
12/2016	100.3	
12/2017	98.2	-2.09%
12/2018	99.4	1.22%
12/2019	100.0	0.60%
12/2020	101.3	1.30%

## Historical Percent of List Price Received by Month

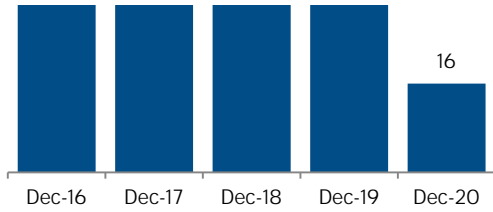




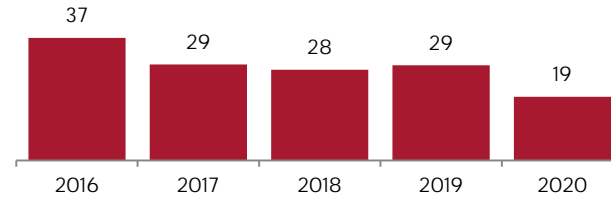
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## December - DSF

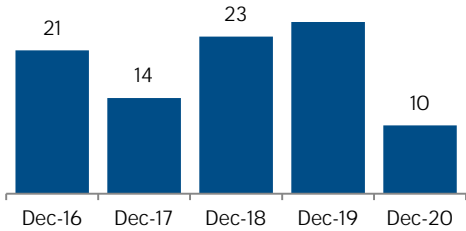


## Year to Date - Average

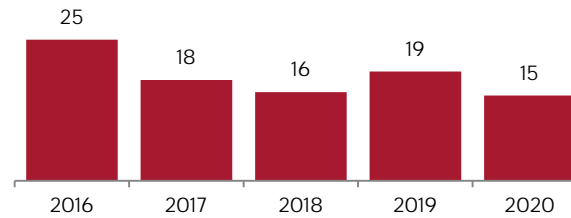


	DOM	Percent Change
12/2016	38	
12/2017	31	-18.42%
12/2018	37	19.35%
12/2019	31	-16.22%
12/2020	16	-48.39%

## December - ASF

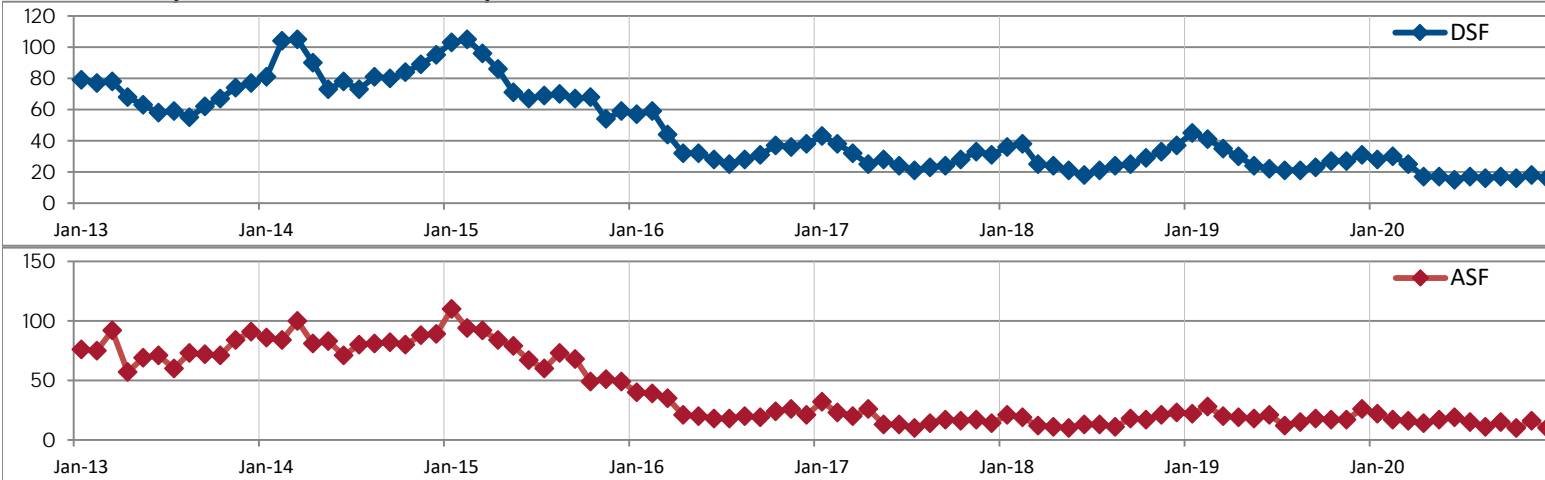


## Year to Date - Average



	DOM	Percent Change
12/2016	21	
12/2017	14	-33.33%
12/2018	23	64.29%
12/2019	26	13.04%
12/2020	10	-61.54%

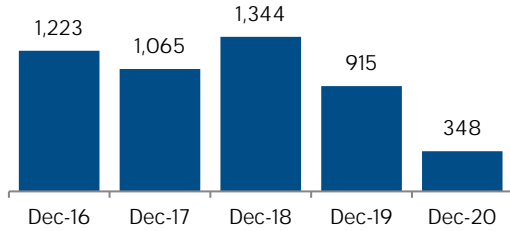
## Historical Days on Market Until Sale by Month



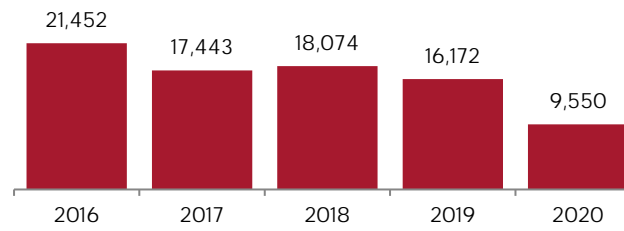
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## December - DSF

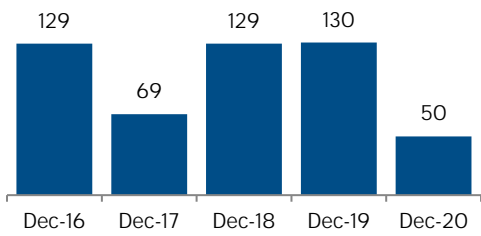


## Year to Date

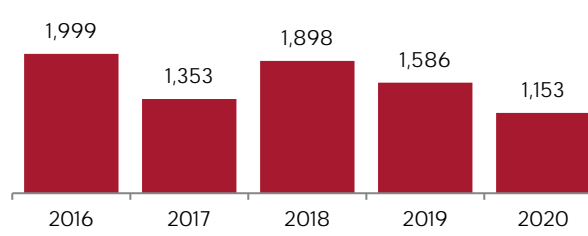


	Active Listings	Percent Change
12/2016	1,223	
12/2017	1,065	-12.92%
12/2018	1,344	26.20%
12/2019	915	-31.92%
12/2020	348	-61.97%

## December - ASF

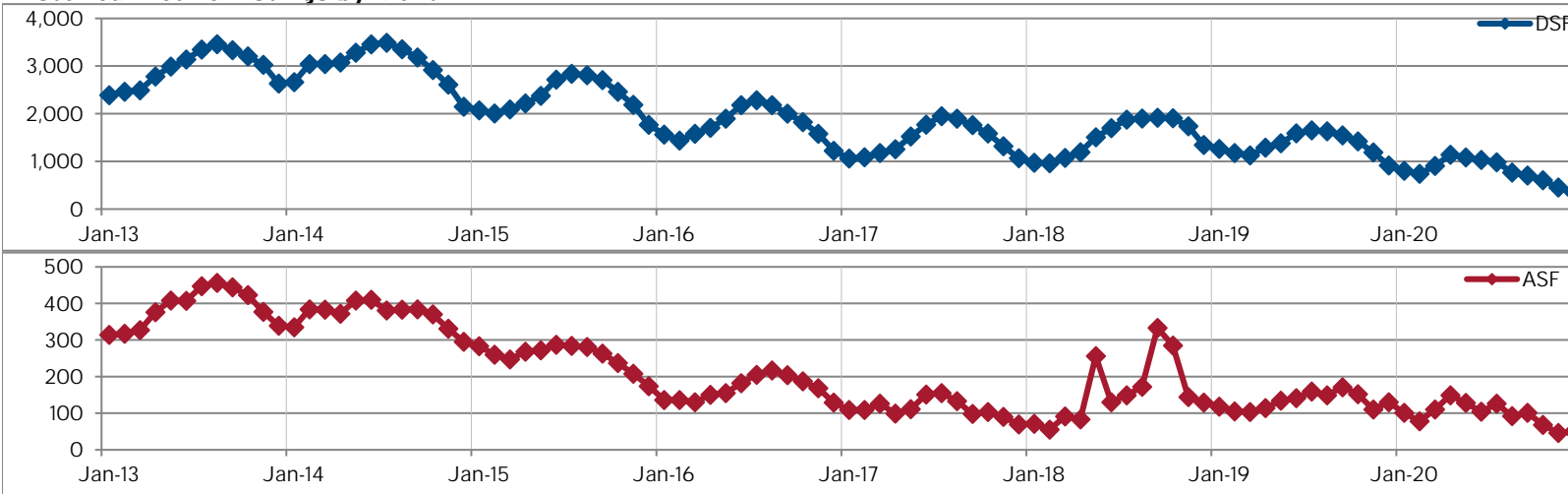


## Year to Date



	Active Listings	Percent Change
12/2016	129	
12/2017	69	-46.51%
12/2018	129	86.96%
12/2019	130	0.78%
12/2020	50	-61.54%

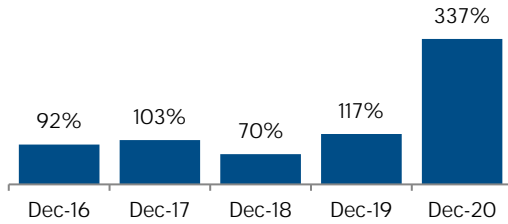
## Historical Active Listings by Month



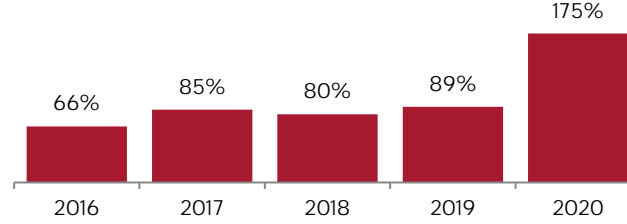
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## December - DSF

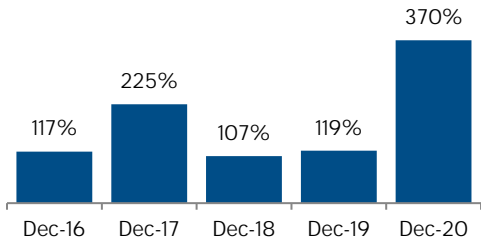


## Year to Date - Average

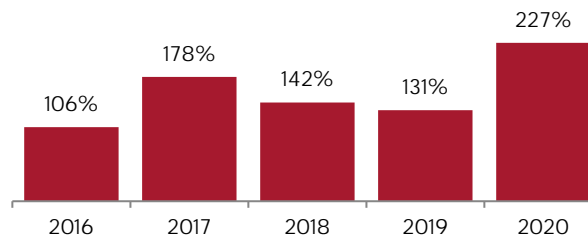


	Sales as a % of Active Listings	Percent Change
12/2016	92%	
12/2017	103%	11.08%
12/2018	70%	-31.71%
12/2019	117%	66.69%
12/2020	337%	188.76%

## December - ASF

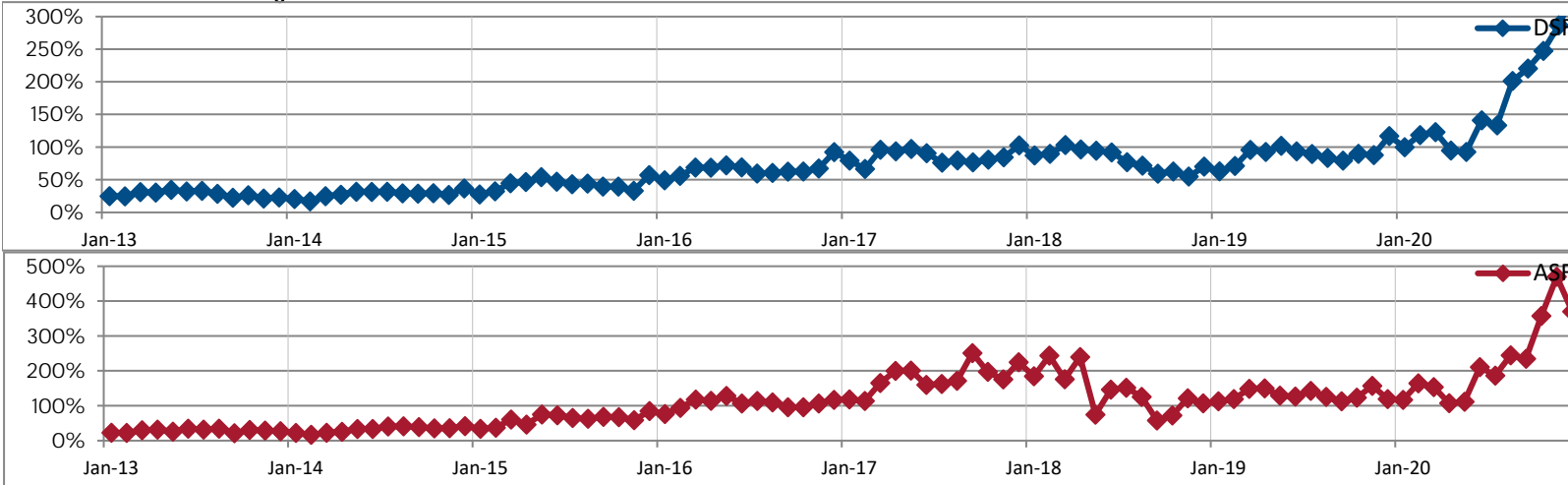


## Year to Date - Average



	Sales as a % of Active Listings	Percent Change
12/2016	117%	
12/2017	225%	91.91%
12/2018	107%	-52.38%
12/2019	119%	11.45%
12/2020	370%	210.32%

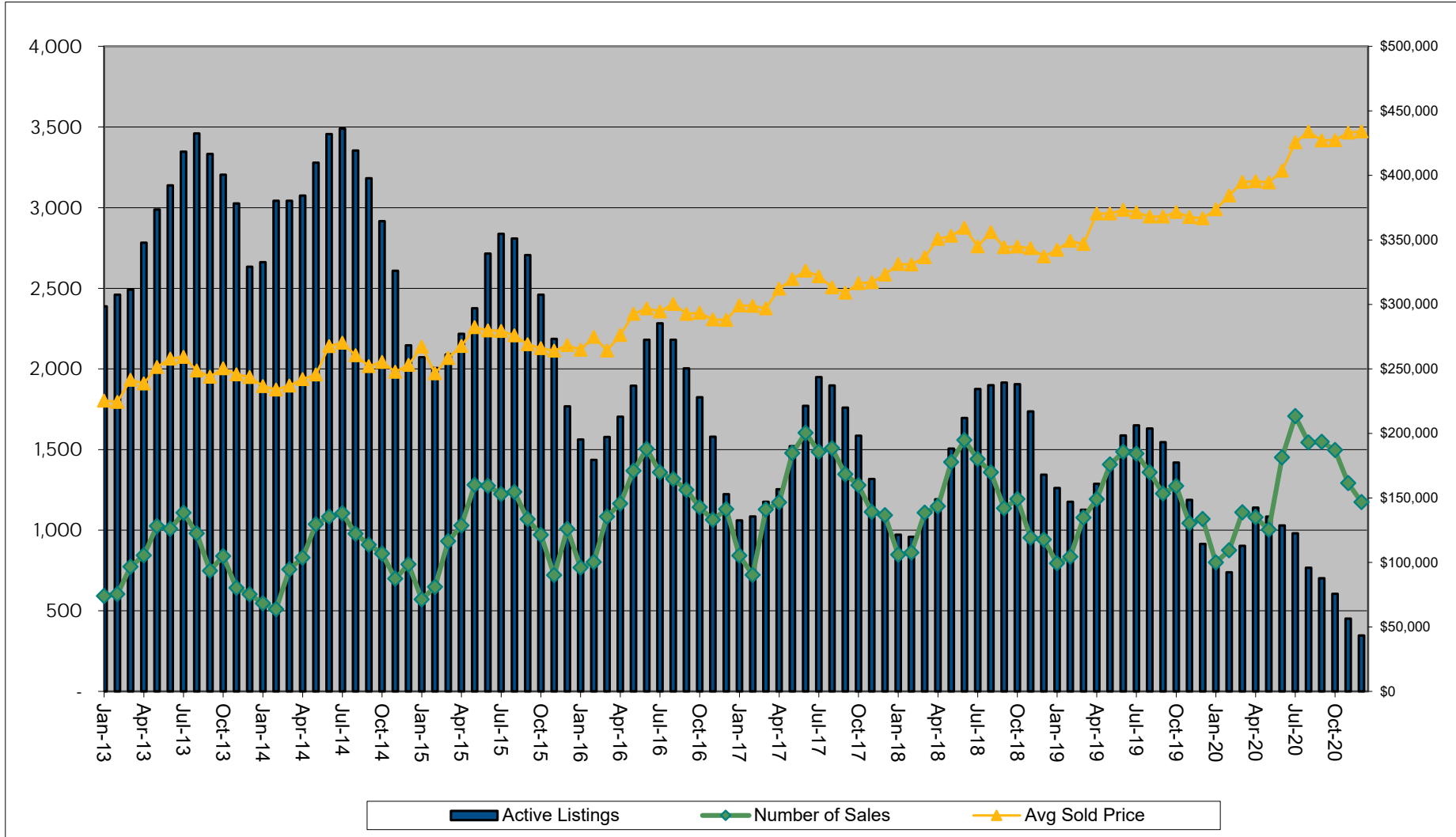
## Sales as a % of Active Listings



# Market Overview



## December - DSF



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December - DSF

