

# Market Overview



Key Metrics	DSF Historical Sparkbars	January 2020	January 2021	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		1,135	972	-14.36%	1,135	972	-14.36%
Pending		825	804	-2.55%	825	804	-2.55%
Sold Listings		800	836	4.50%	800	836	4.50%
Median Sales Price		335,000	387,000	15.52%	335,000	387,000	15.52%
Average Sales Price		373,695	438,677	17.39%	373,695	438,677	17.39%
Pct. Of List Price Received		99.9	101.7	1.80%	99.9	101.7	1.80%
Days on Market		28	15	-46.43%	28	15	-46.43%
Active Listings		801	316	-60.55%	801	316	-60.55%

# Market Overview

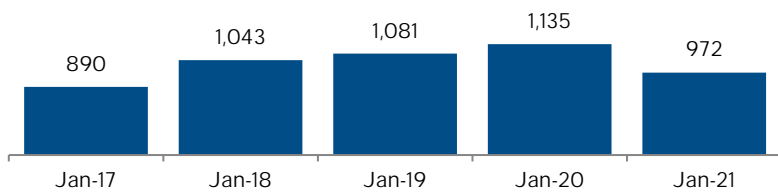


Key Metrics	ASF Historical Sparkbars	January 2020	January 2021	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		180	139	-22.78%	180	139	-22.78%
Pending		133	128	-3.76%	133	128	-3.76%
Sold Listings		118	143	21.19%	118	143	21.19%
Median Sales Price		235,250	270,000	14.77%	235,250	270,000	14.77%
Average Sales Price		257,808	275,567	6.89%	257,808	275,567	6.89%
Pct. Of List Price Received		100.2	101.8	1.60%	100.2	101.8	1.60%
Days on Market		22	8	-63.64%	22	8	-63.64%
Active Listings		101	41	-59.41%	101	41	-59.41%

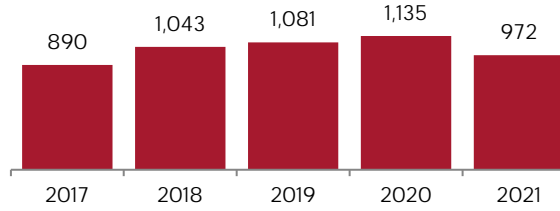
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## January - DSF

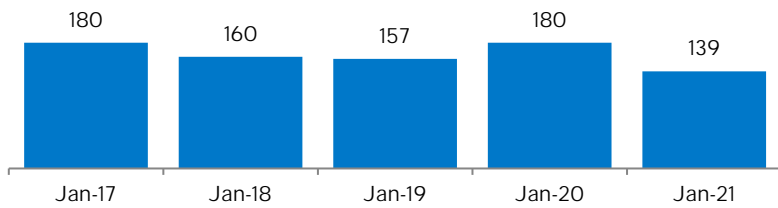


## Year to Date

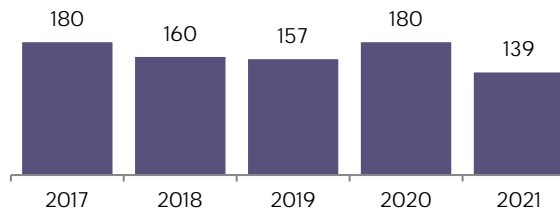


	New Listings	Percent Change
01/2017	890	
01/2018	1,043	17.19%
01/2019	1,081	3.64%
01/2020	1,135	5.00%
01/2021	972	-14.36%

## January - ASF

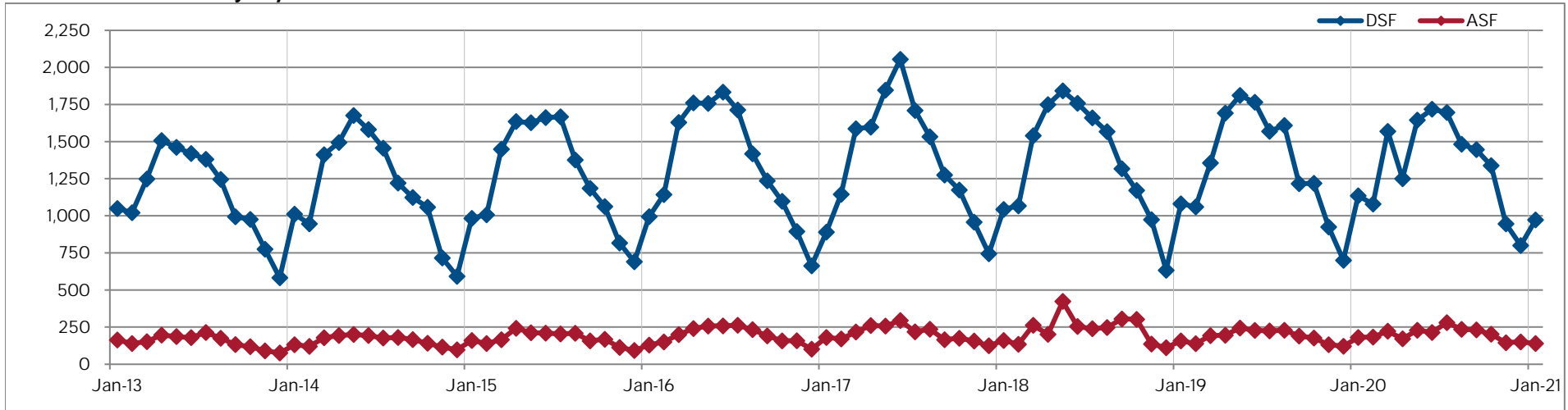


## Year to Date



	New Listings	Percent Change
01/2017	180	
01/2018	160	-11.11%
01/2019	157	-1.88%
01/2020	180	14.65%
01/2021	139	-22.78%

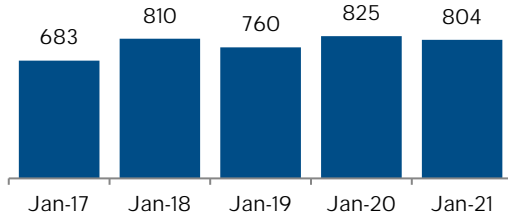
## Historical New Listings by Month



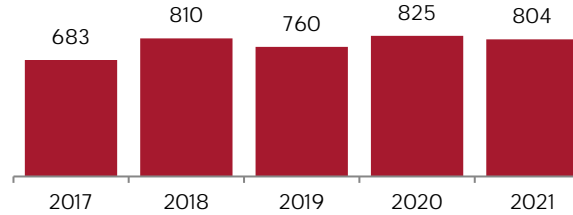
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## January - DSF

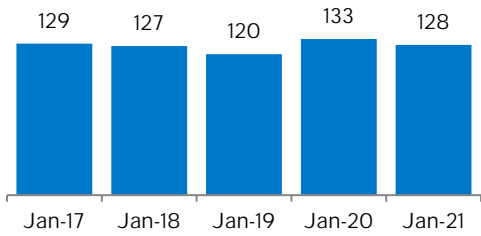


## Year to Date

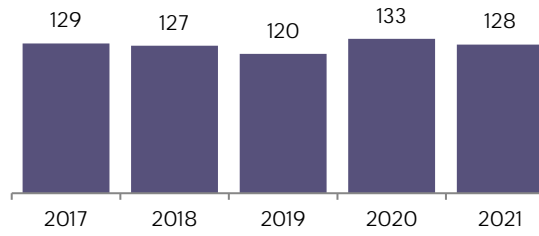


	Pending	Percent Change
01/2017	683	
01/2018	810	18.59%
01/2019	760	-6.17%
01/2020	825	8.55%
01/2021	804	-2.55%

## January - ASF

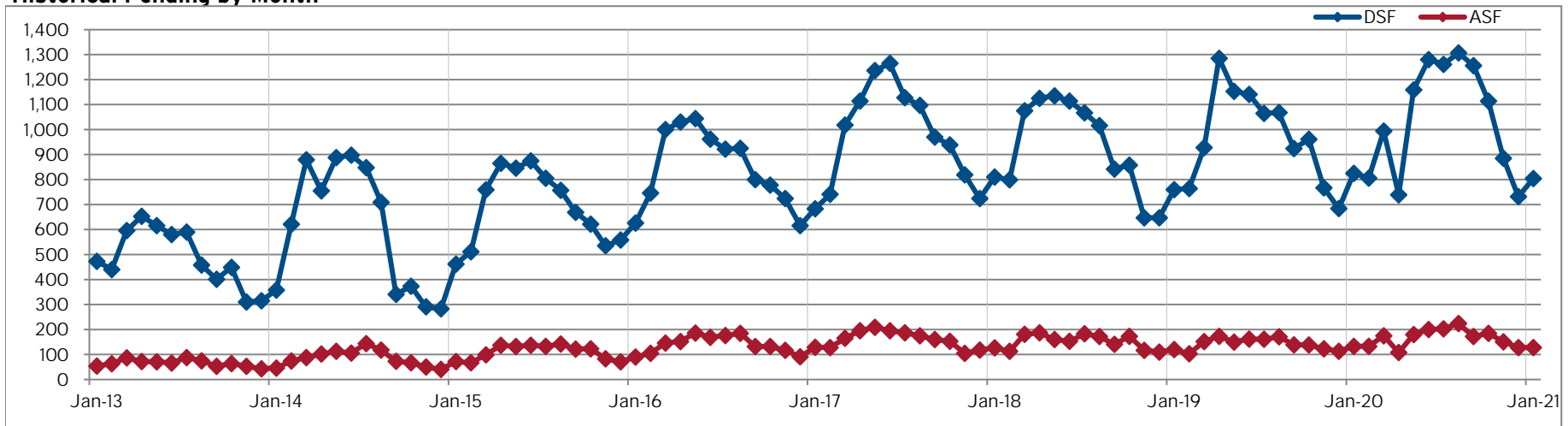


## Year to Date



	Pending	Percent Change
01/2017	129	
01/2018	127	-1.55%
01/2019	120	-5.51%
01/2020	133	10.83%
01/2021	128	-3.76%

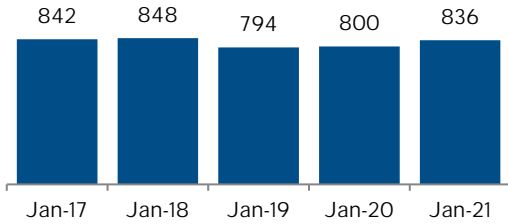
## Historical Pending by Month



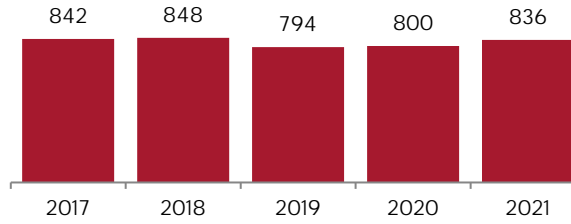
# Market Overview



## January - DSF

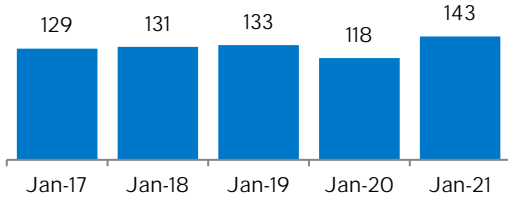


## Year to Date

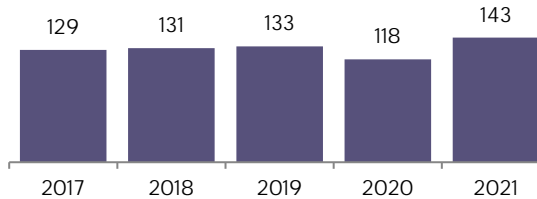


	Sold Listings	Percent Change
01/2017	842	
01/2018	848	0.71%
01/2019	794	-6.37%
01/2020	800	0.76%
01/2021	836	4.50%

## January - ASF

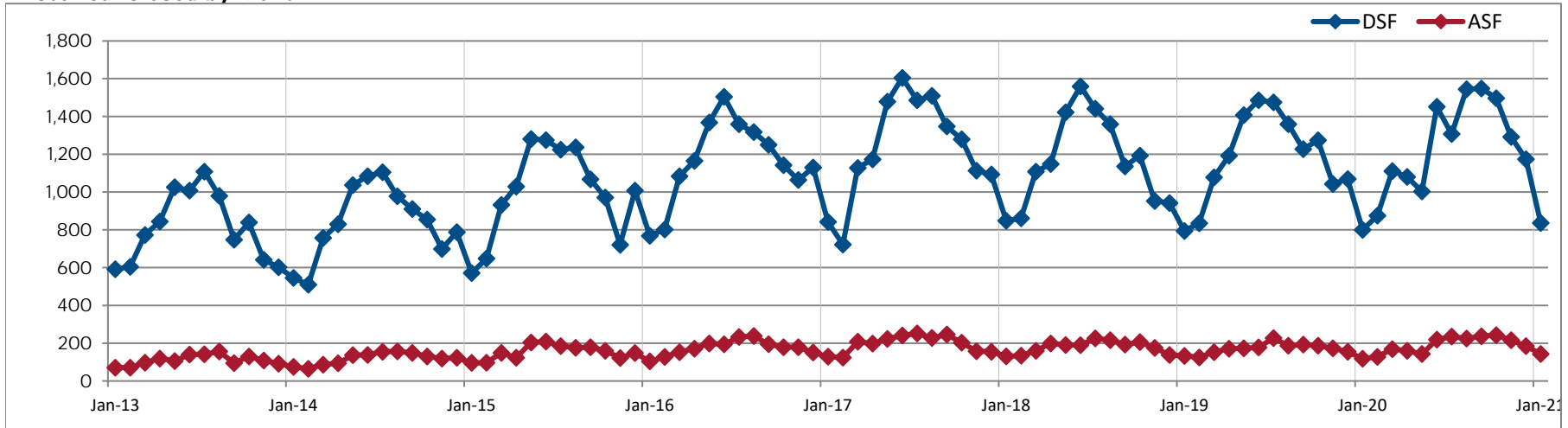


## Year to Date



	Sold Listings	Percent Change
01/2017	129	
01/2018	131	1.55%
01/2019	133	1.53%
01/2020	118	-11.28%
01/2021	143	21.19%

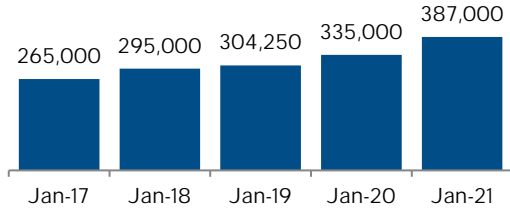
## Historical Closed by Month



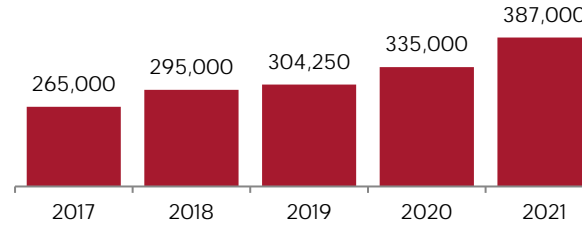
# Market Overview



## January - DSF

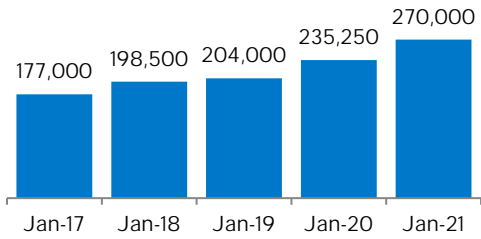


## Year to Date - Median

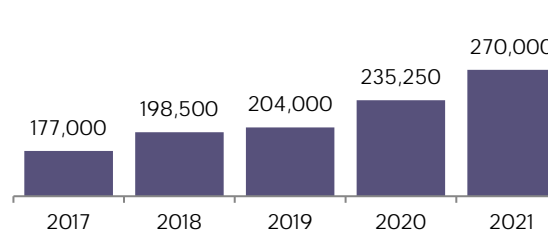


	Median Sales Price	Percent Change
01/2017	265,000	
01/2018	295,000	11.32%
01/2019	304,250	3.14%
01/2020	335,000	10.11%
01/2021	387,000	15.52%

## January - ASF

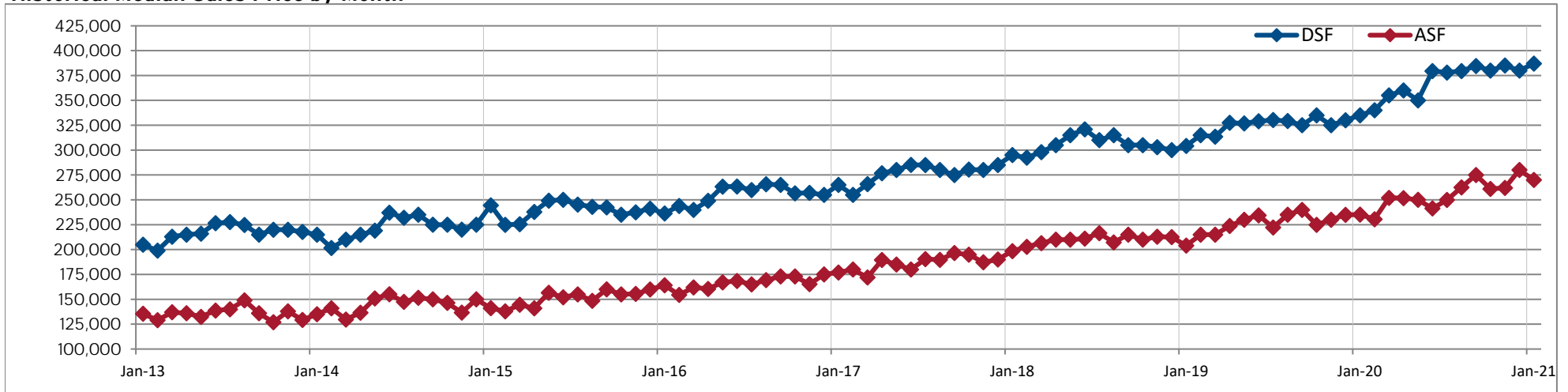


## Year to Date - Median



	Median Sales Price	Percent Change
01/2017	177,000	
01/2018	198,500	12.15%
01/2019	204,000	2.77%
01/2020	235,250	15.32%
01/2021	270,000	14.77%

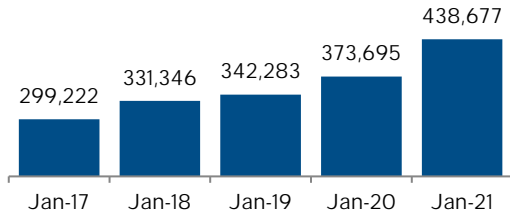
## Historical Median Sales Price by Month



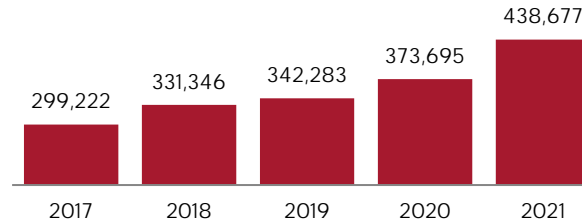
# Market Overview



## January - DSF

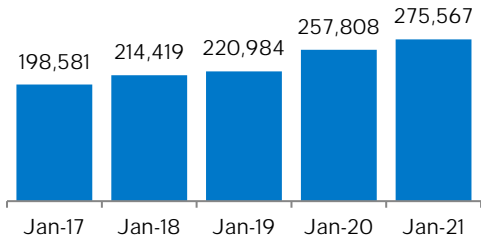


## Year to Date - Average

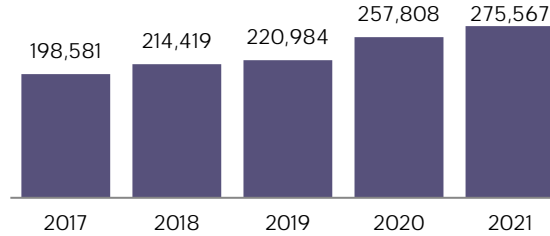


	Average Sales Price	Percent Change
01/2017	299,222	
01/2018	331,346	10.74%
01/2019	342,283	3.30%
01/2020	373,695	9.18%
01/2021	438,677	17.39%

## January - ASF

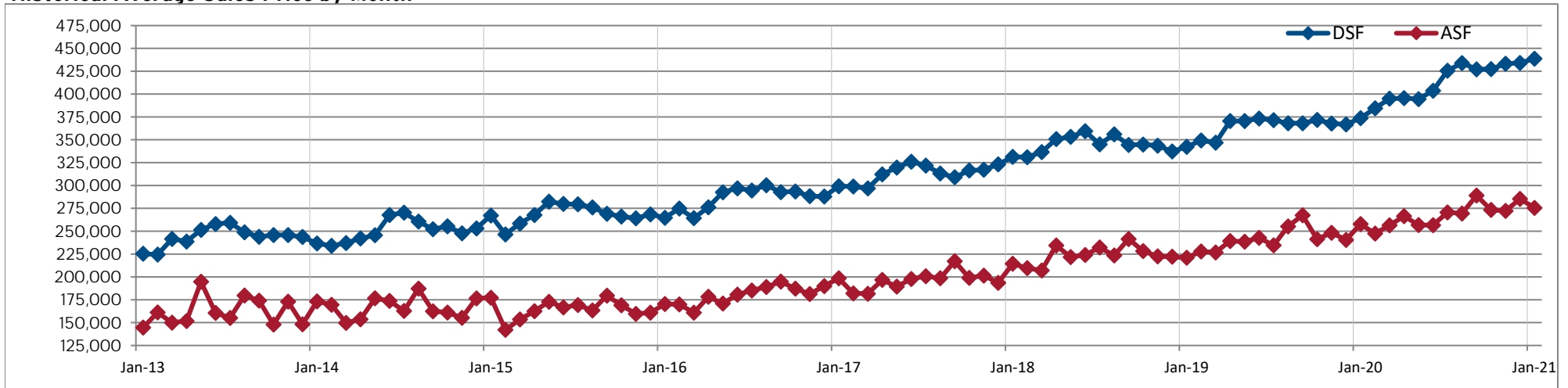


## Year to Date - Average



	Average Sales Price	Percent Change
01/2017	198,581	
01/2018	214,419	7.98%
01/2019	220,984	3.06%
01/2020	257,808	16.66%
01/2021	275,567	6.89%

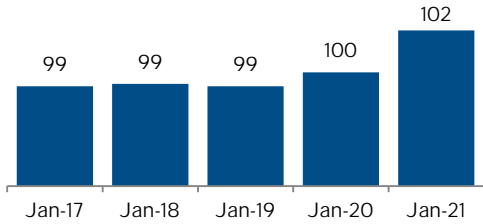
## Historical Average Sales Price by Month



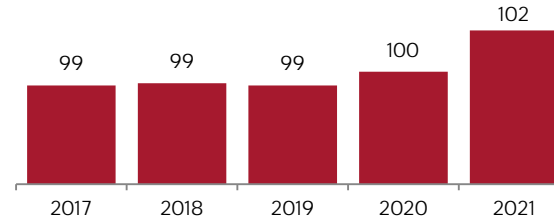
# Market Overview



## January - DSF

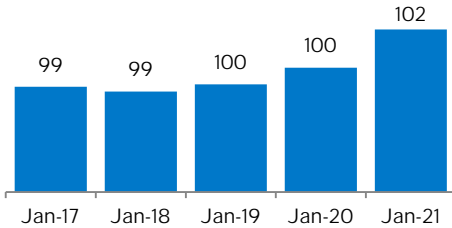


## Year to Date - Average

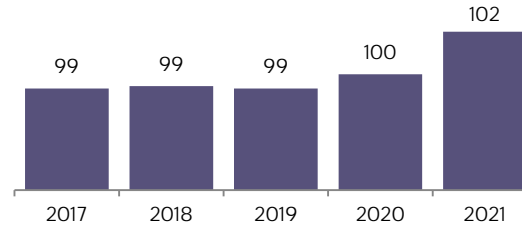


	Pct of List Recvd	Percent Change
01/2017	99.3	
01/2018	99.4	0.10%
01/2019	99.3	-0.10%
01/2020	99.9	0.60%
01/2021	101.7	1.80%

## January - ASF

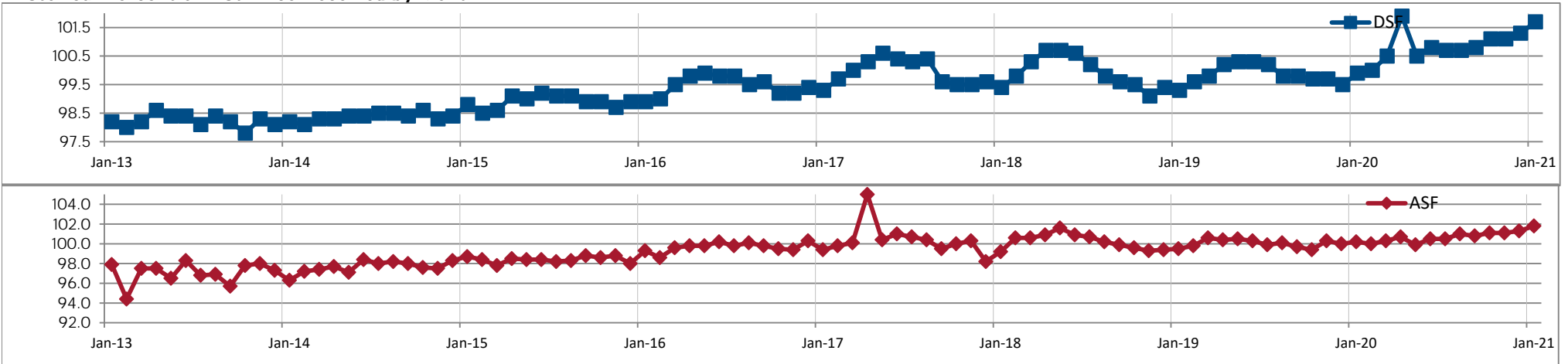


## Year to Date - Average



	Pct of List Recvd	Percent Change
01/2017	99.4	
01/2018	99.2	-0.20%
01/2019	99.5	0.30%
01/2020	100.2	0.70%
01/2021	101.8	1.60%

## Historical Percent of List Price Received by Month

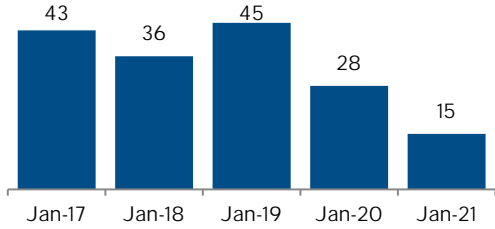




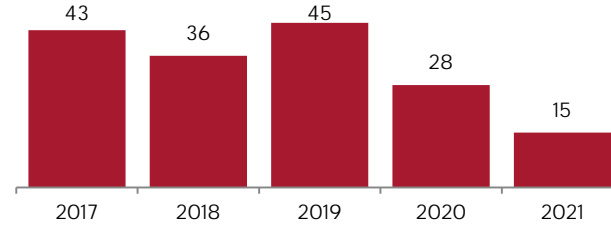
# Market Overview



## January - DSF

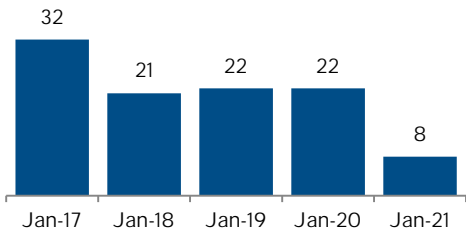


## Year to Date - Average

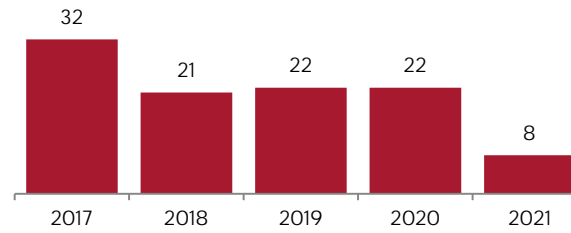


	DOM	Percent Change
01/2017	43	
01/2018	36	-16.28%
01/2019	45	25.00%
01/2020	28	-37.78%
01/2021	15	-46.43%

## January - ASF

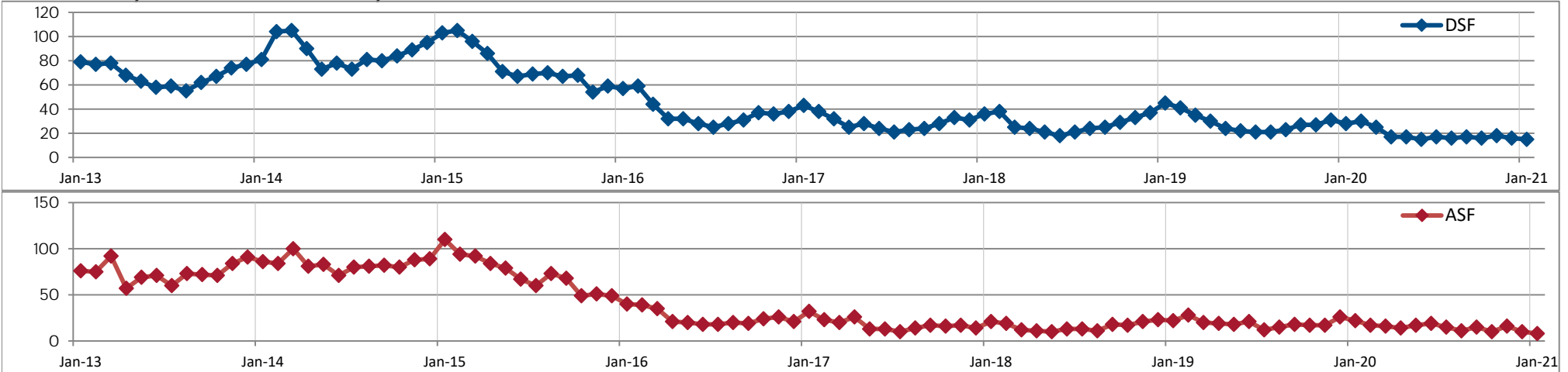


## Year to Date - Average



	DOM	Percent Change
01/2017	32	
01/2018	21	-34.38%
01/2019	22	4.76%
01/2020	22	0.00%
01/2021	8	-63.64%

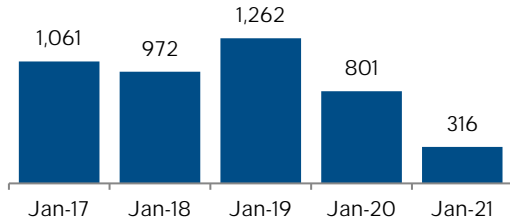
## Historical Days on Market Until Sale by Month



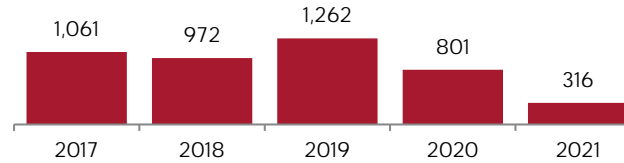
# Market Overview



## January - DSF

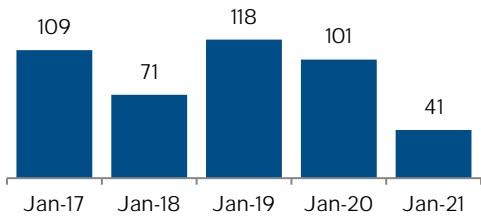


## Year to Date

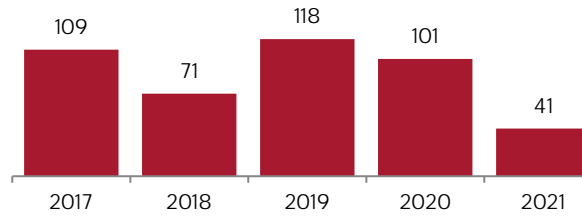


	Active Listings	Percent Change
01/2017	1,061	
01/2018	972	-8.39%
01/2019	1,262	29.84%
01/2020	801	-36.53%
01/2021	316	-60.55%

## January - ASF

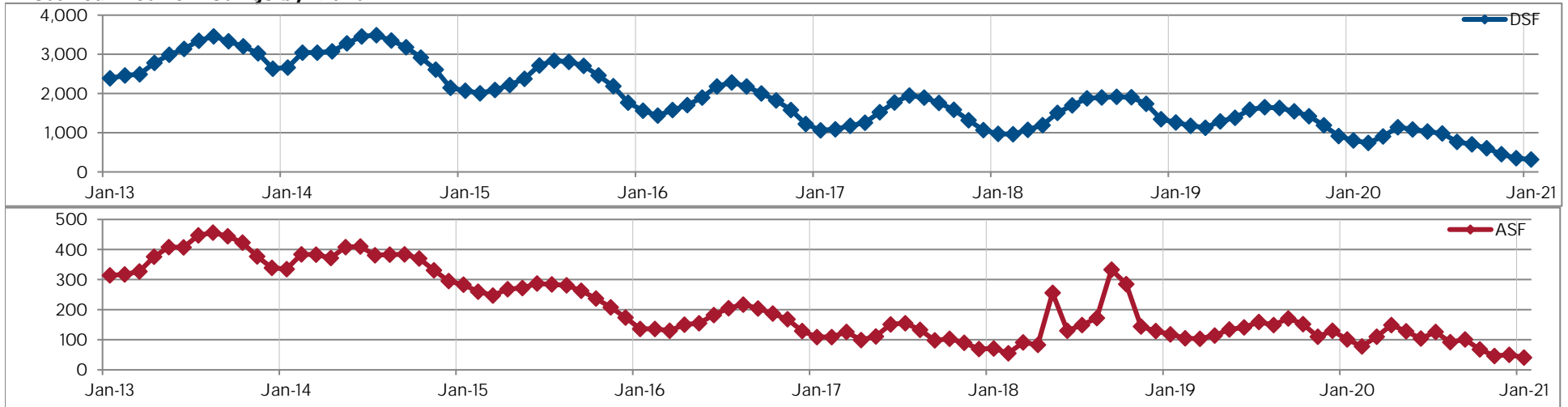


## Year to Date



	Active Listings	Percent Change
01/2017	109	
01/2018	71	-34.86%
01/2019	118	66.20%
01/2020	101	-14.41%
01/2021	41	-59.41%

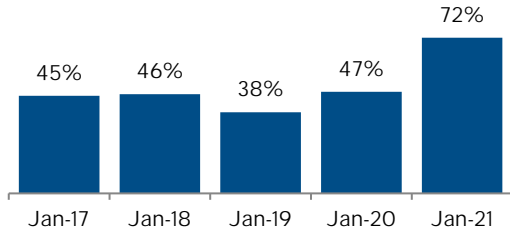
## Historical Active Listings by Month



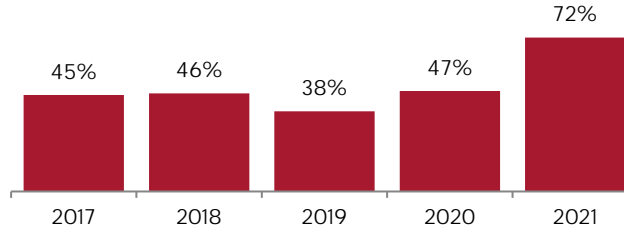
# Market Overview



## January - DSF

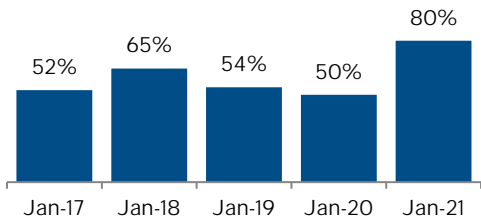


## Year to Date - Average

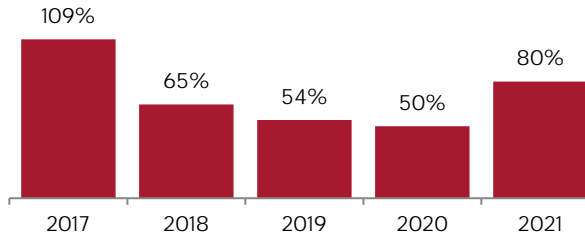


	Sales as a % of Active Listings	Percent Change
01/2017	45%	
01/2018	46%	1.75%
01/2019	38%	-18.34%
01/2020	47%	25.32%
01/2021	72%	53.36%

## January - ASF

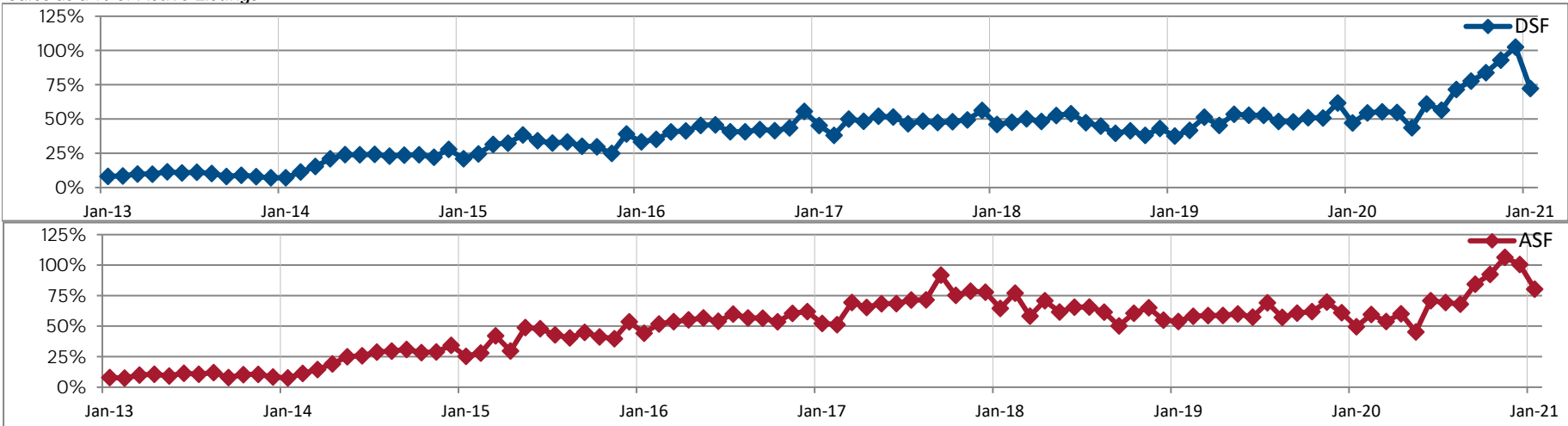


## Year to Date - Average



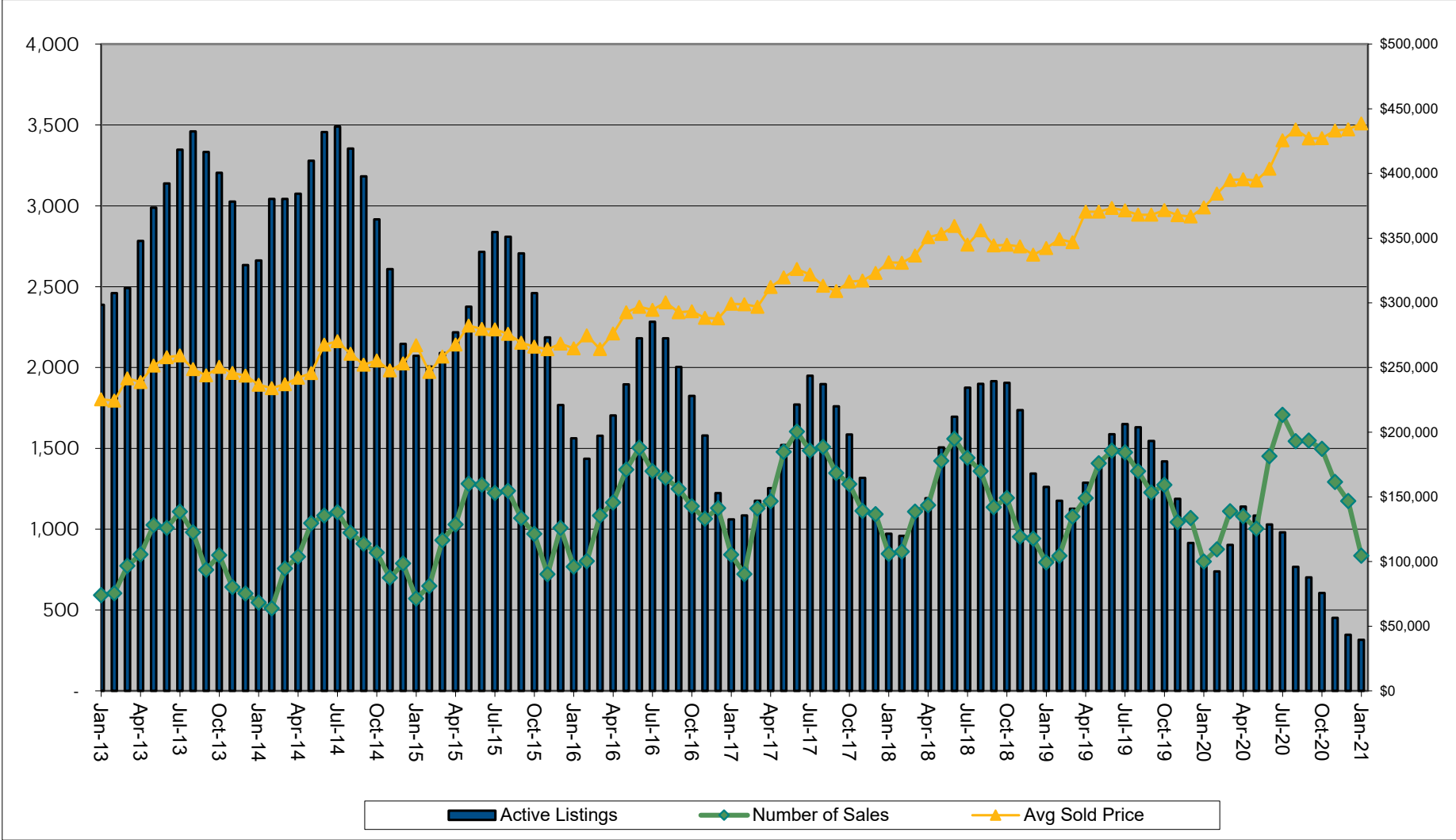
	Sales as a % of Active Listings	Percent Change
01/2017	52%	
01/2018	65%	23.56%
01/2019	54%	-16.56%
01/2020	50%	-7.92%
01/2021	80%	62.04%

## Sales as a % of Active Listings\*



\*Actives + Pending + Expired + Withdrawn

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