

Market Overview



Key Metrics	DSF Historical Sparkbars	March 2020	March 2021	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		1,569	1,420	-9.50%	3,783	3,556	-6.00%
Pending		994	1,157	16.40%	2,625	2,797	6.55%
Sold Listings		1,111	1,148	3.33%	2,786	2,822	1.29%
Median Sales Price		355,000	410,000	15.49%	340,000	405,000	19.12%
Average Sales Price		394,963	469,849	18.96%	384,358	452,355	17.69%
Pct. Of List Price Received		100.5	103.4	2.89%	100.1	102.5	2.33%
Days on Market		25	10	-60.00%	28	13	-51.81%
Active Listings		903	355	-60.69%	2,443	983	-59.76%

Market Overview

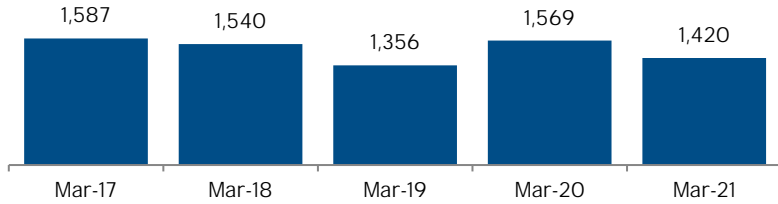


Key Metrics	ASF Historical Sparkbars	March 2020	March 2021	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		222	235	5.86%	585	554	-5.30%
Pending		175	164	-6.29%	441	419	-4.99%
Sold Listings		169	194	14.79%	415	483	16.39%
Median Sales Price		252,000	300,000	19.05%	235,250	295,050	25.42%
Average Sales Price		256,555	323,002	25.90%	253,923	297,699	17.24%
Pct. Of List Price Received		100.3	103.0	2.69%	100.2	102.3	2.10%
Days on Market		16	8	-50.00%	18	8	-54.55%
Active Listings		110	83	-24.55%	289	172	-40.48%

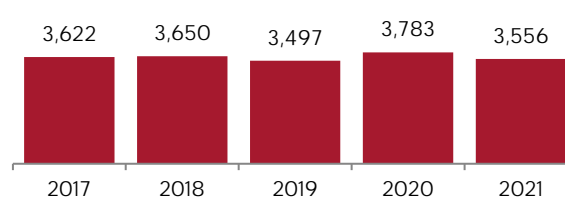
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March - DSF

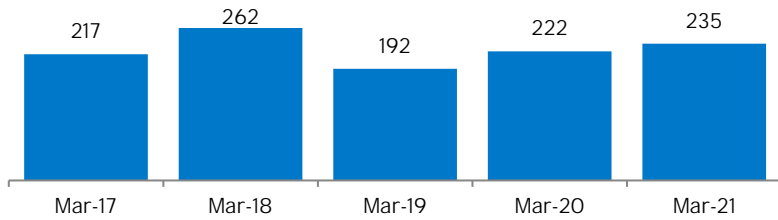


Year to Date

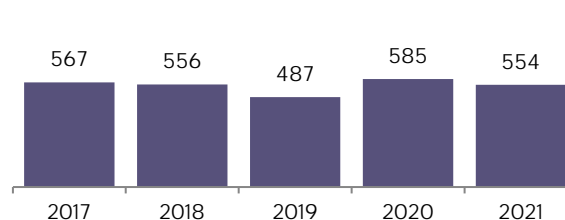


	New Listings	Percent Change
03/2017	1,587	
03/2018	1,540	-2.96%
03/2019	1,356	-11.95%
03/2020	1,569	15.71%
03/2021	1,420	-9.50%

March - ASF

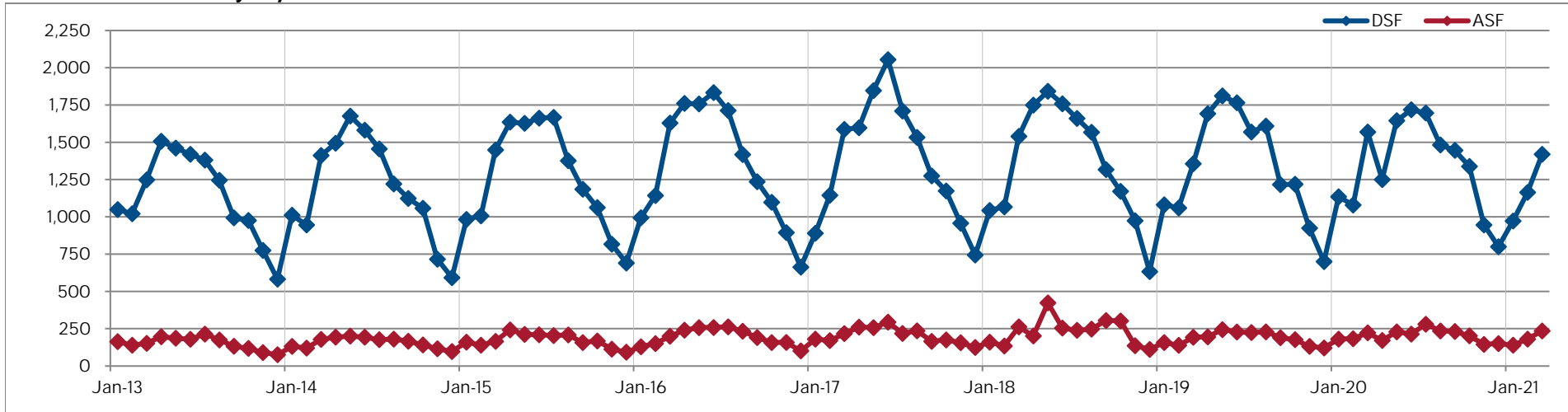


Year to Date



	New Listings	Percent Change
03/2017	217	
03/2018	262	20.74%
03/2019	192	-26.72%
03/2020	222	15.63%
03/2021	235	5.86%

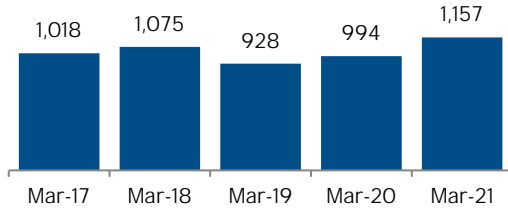
Historical New Listings by Month



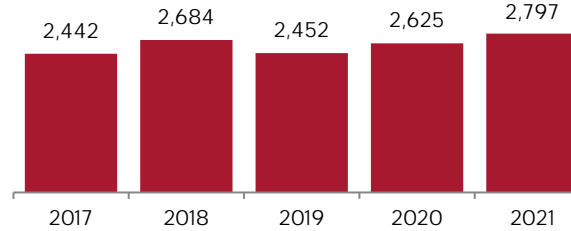
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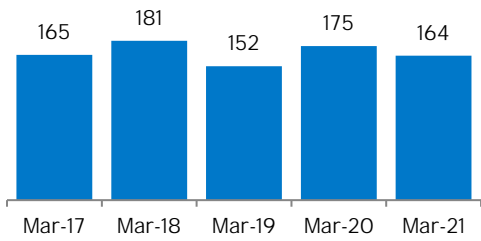


Year to Date

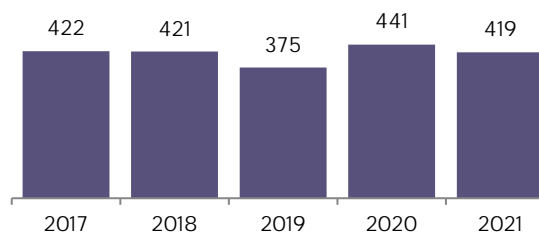


	Pending	Percent Change
03/2017	1,018	
03/2018	1,075	5.60%
03/2019	928	-13.67%
03/2020	994	7.11%
03/2021	1,157	16.40%

March - ASF

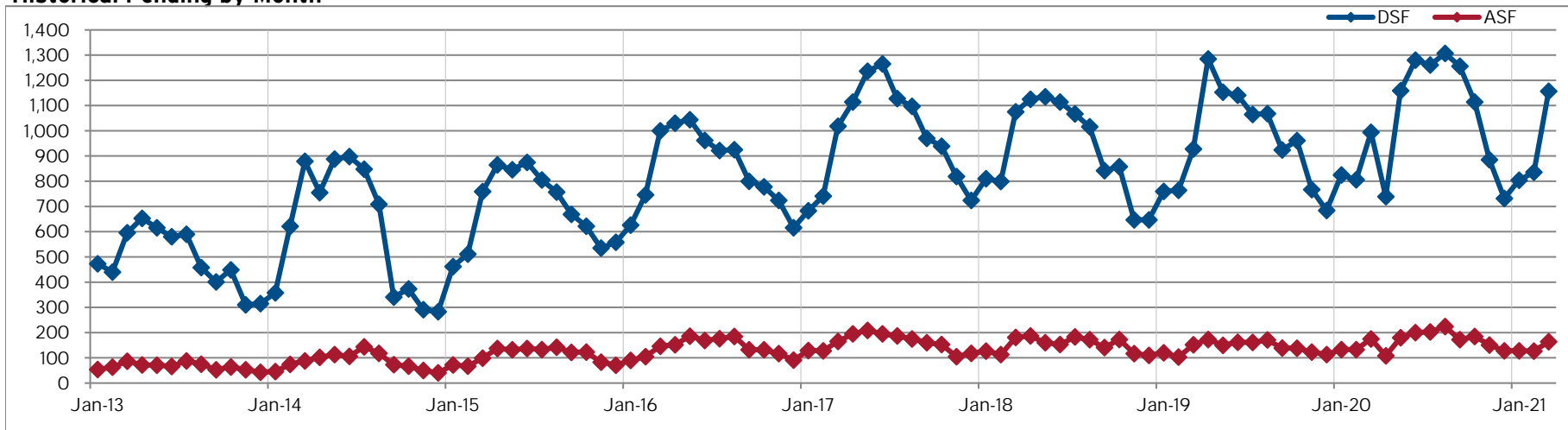


Year to Date



	Pending	Percent Change
03/2017	165	
03/2018	181	9.70%
03/2019	152	-16.02%
03/2020	175	15.13%
03/2021	164	-6.29%

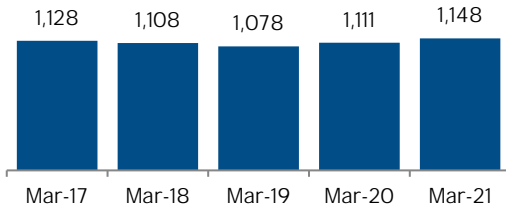
Historical Pending by Month



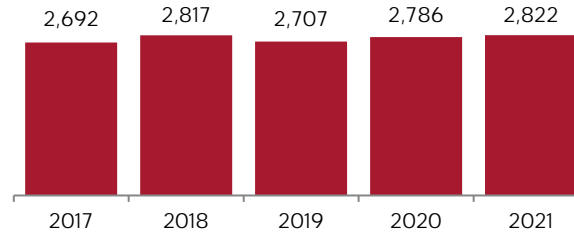
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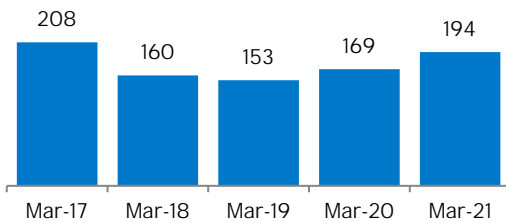


Year to Date

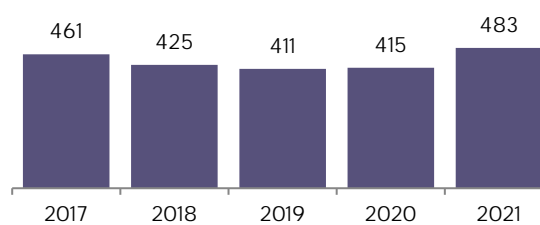


	Sold Listings	Percent Change
03/2017	1,128	
03/2018	1,108	-1.77%
03/2019	1,078	-2.71%
03/2020	1,111	3.06%
03/2021	1,148	3.33%

March - ASF

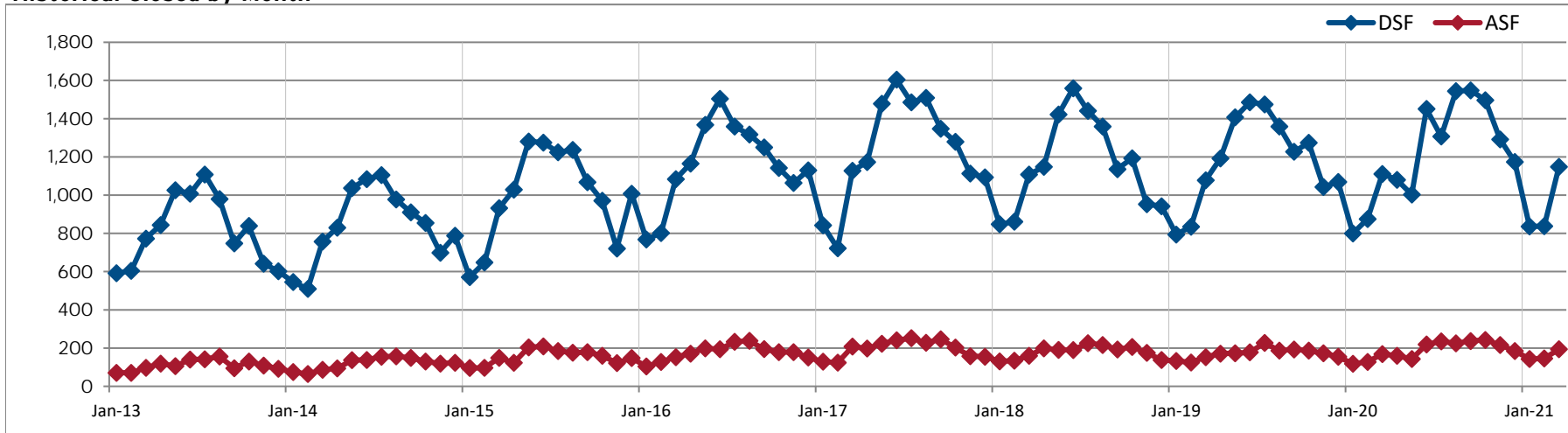


Year to Date



	Sold Listings	Percent Change
03/2017	208	
03/2018	160	-23.08%
03/2019	153	-4.38%
03/2020	169	10.46%
03/2021	194	14.79%

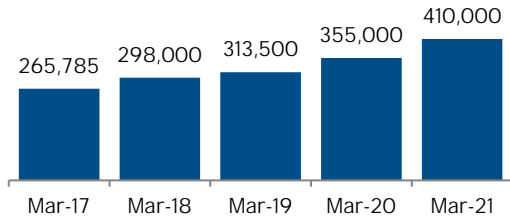
Historical Closed by Month



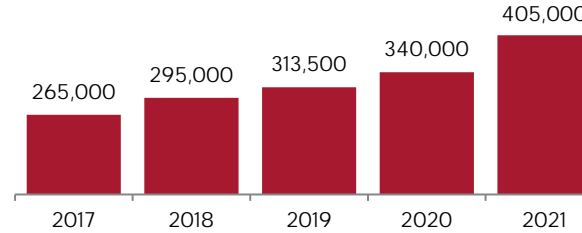
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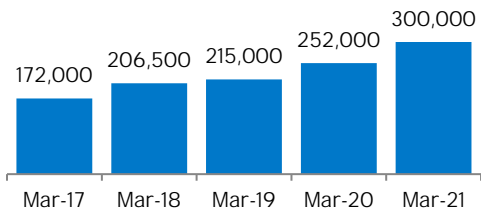


Year to Date - Median

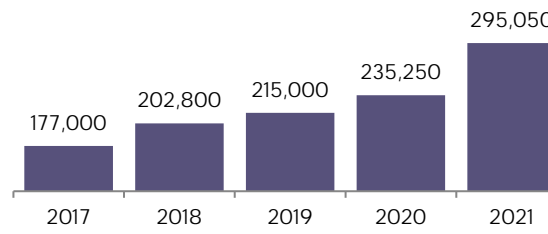


	Median Sales Price	Percent Change
03/2017	265,785	
03/2018	298,000	12.12%
03/2019	313,500	5.20%
03/2020	355,000	13.24%
03/2021	410,000	15.49%

March - ASF

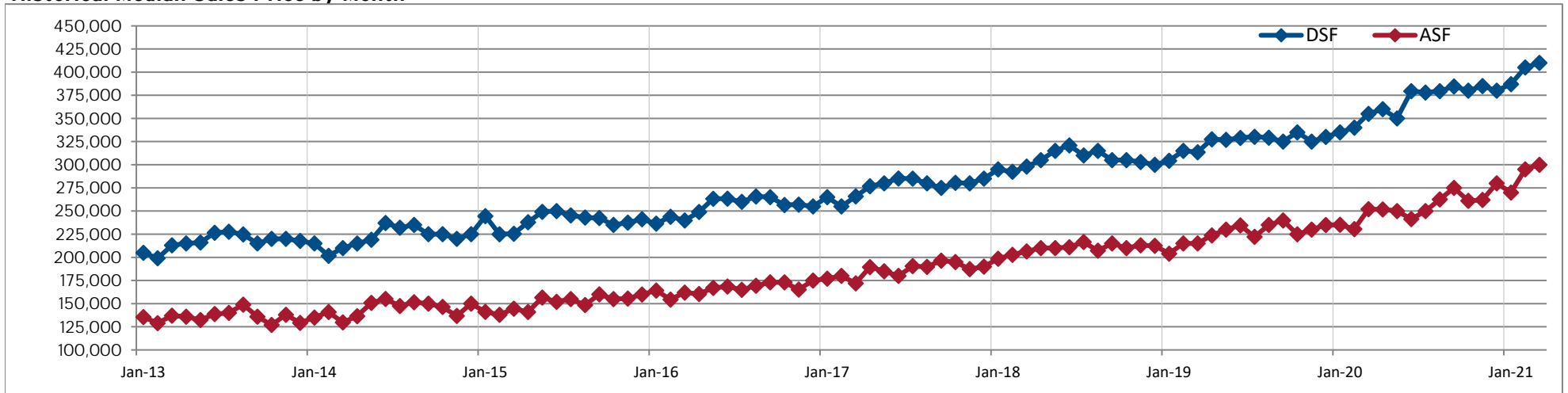


Year to Date - Median



	Median Sales Price	Percent Change
03/2017	172,000	
03/2018	206,500	20.06%
03/2019	215,000	4.12%
03/2020	252,000	17.21%
03/2021	300,000	19.05%

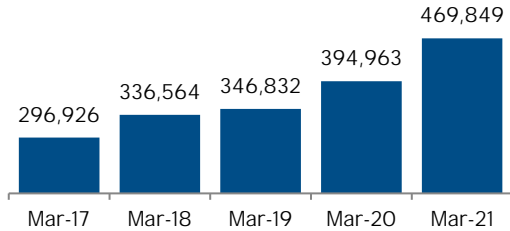
Historical Median Sales Price by Month



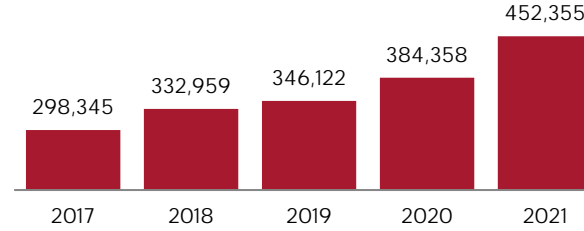
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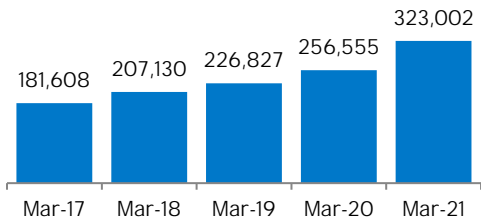


Year to Date - Average

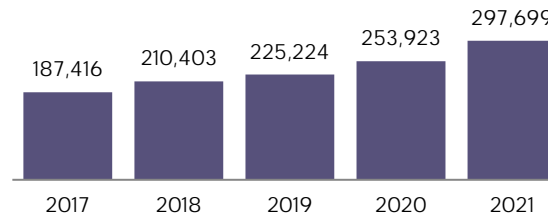


	Average Sales Price	Percent Change
03/2017	296,926	
03/2018	336,564	13.35%
03/2019	346,832	3.05%
03/2020	394,963	13.88%
03/2021	469,849	18.96%

March - ASF

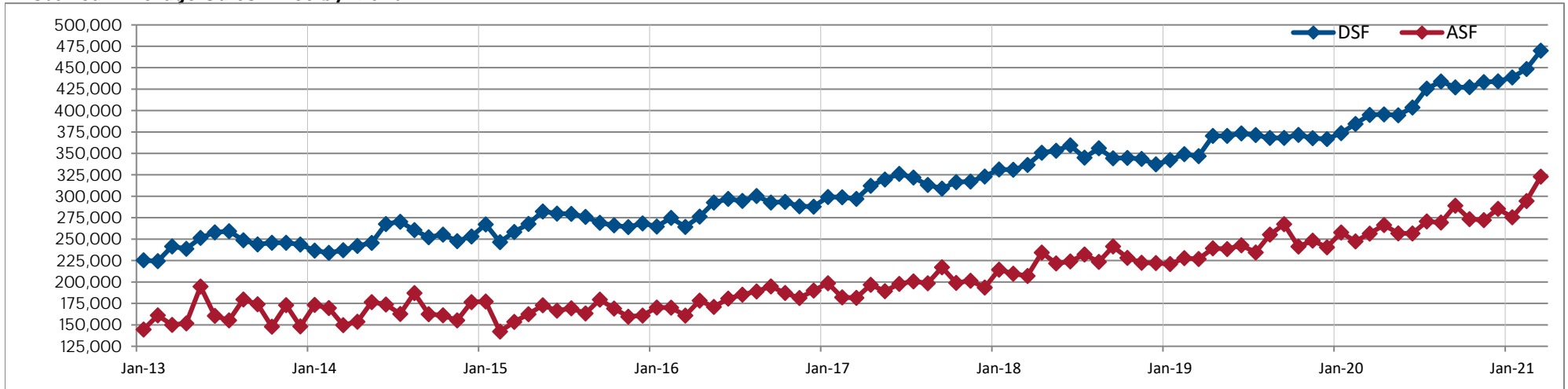


Year to Date - Average



	Average Sales Price	Percent Change
03/2017	181,608	
03/2018	207,130	14.05%
03/2019	226,827	9.51%
03/2020	256,555	13.11%
03/2021	323,002	25.90%

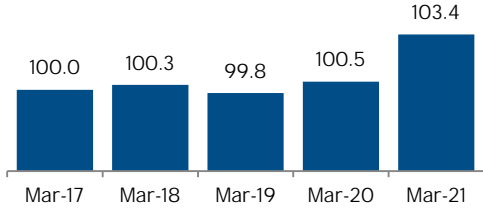
Historical Average Sales Price by Month



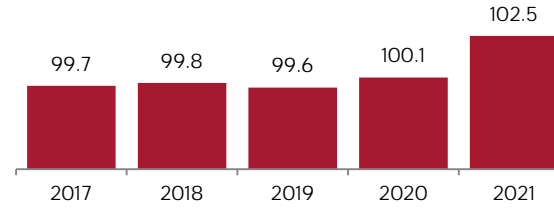
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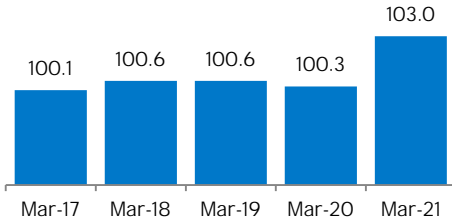


Year to Date - Average

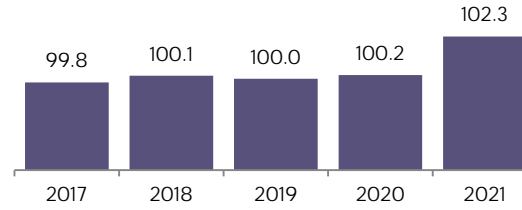


	Pct of List Recvd	Percent Change
03/2017	100.0	
03/2018	100.3	0.30%
03/2019	99.8	-0.50%
03/2020	100.5	0.70%
03/2021	103.4	2.89%

March - ASF

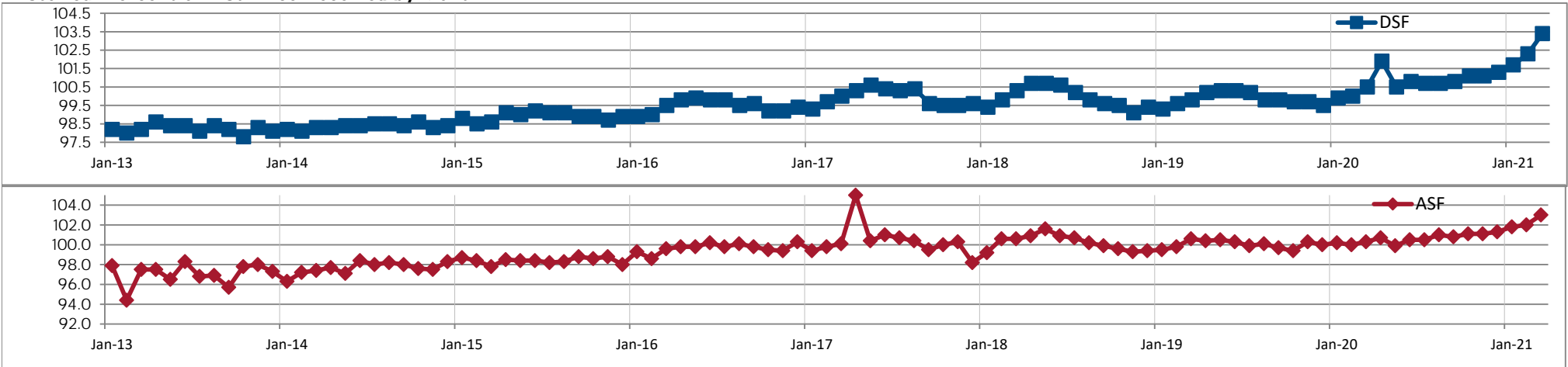


Year to Date - Average



	Pct of List Recvd	Percent Change
03/2017	100.1	
03/2018	100.6	0.50%
03/2019	100.6	0.00%
03/2020	100.3	-0.30%
03/2021	103.0	2.69%

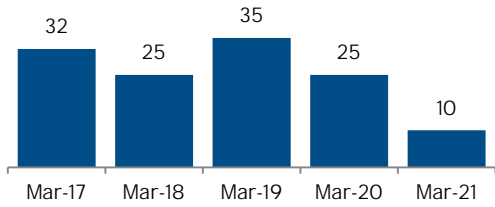
Historical Percent of List Price Received by Month



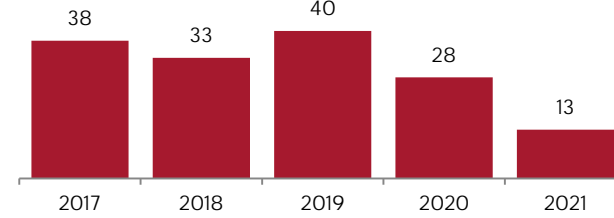
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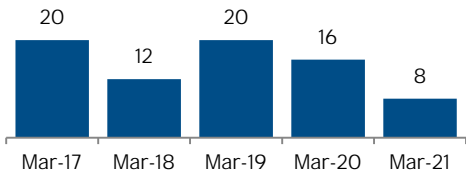


Year to Date - Average

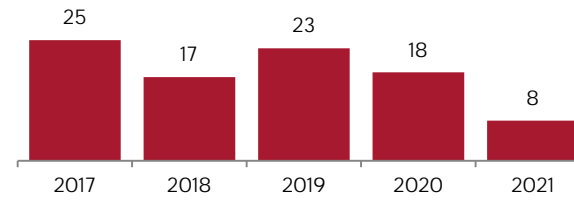


	DOM	Percent Change
03/2017	32	
03/2018	25	-21.88%
03/2019	35	40.00%
03/2020	25	-28.57%
03/2021	10	-60.00%

March - ASF

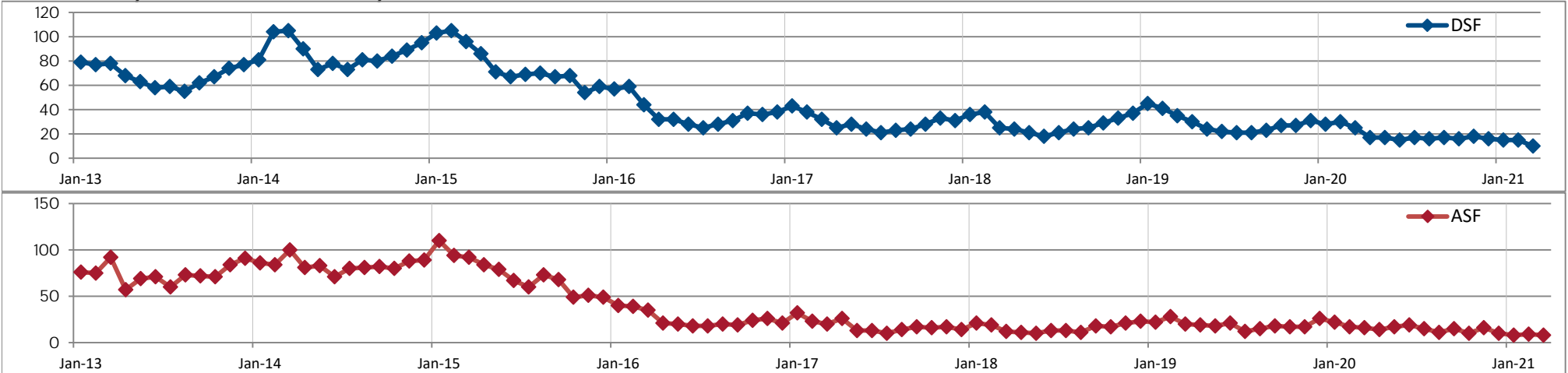


Year to Date - Average



	DOM	Percent Change
03/2017	20	
03/2018	12	-40.00%
03/2019	20	66.67%
03/2020	16	-20.00%
03/2021	8	-50.00%

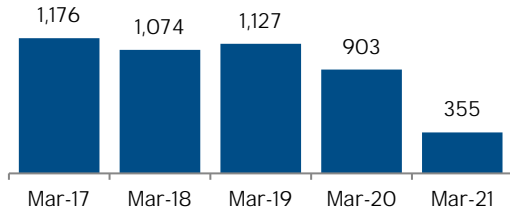
Historical Days on Market Until Sale by Month



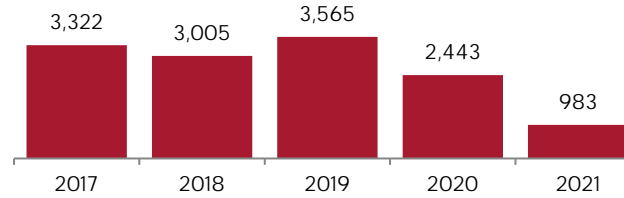
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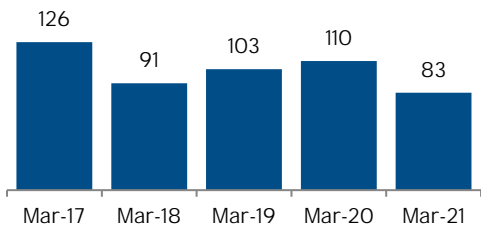


Year to Date

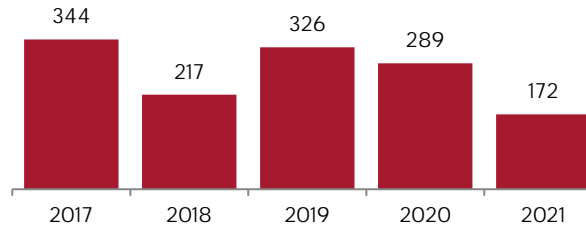


	Active Listings	Percent Change
03/2017	1,176	
03/2018	1,074	-8.67%
03/2019	1,127	4.93%
03/2020	903	-19.88%
03/2021	355	-60.69%

March - ASF

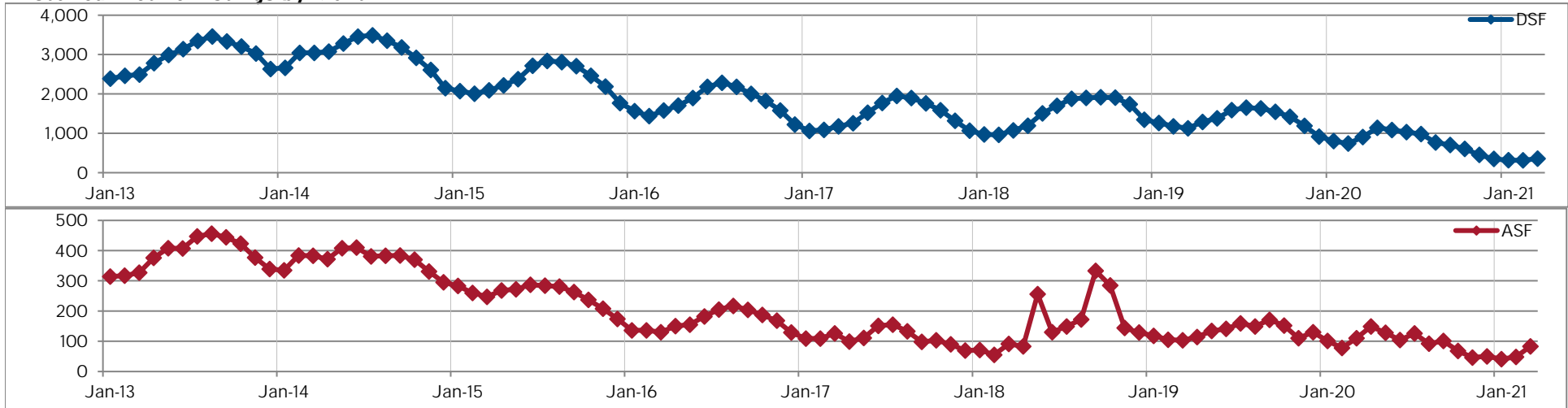


Year to Date



	Active Listings	Percent Change
03/2017	126	
03/2018	91	-27.78%
03/2019	103	13.19%
03/2020	110	6.80%
03/2021	83	-24.55%

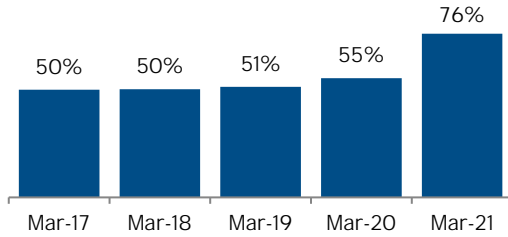
Historical Active Listings by Month



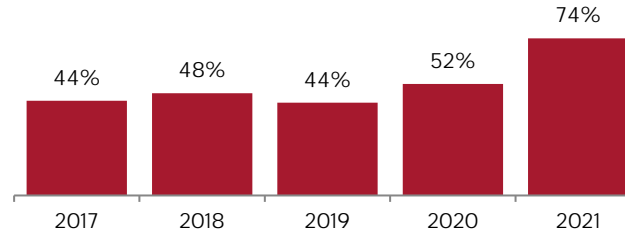
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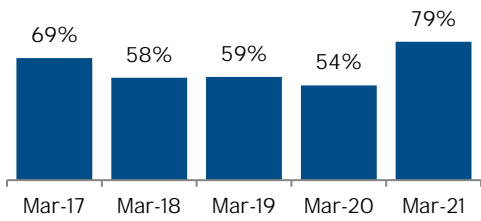


Year to Date - Average

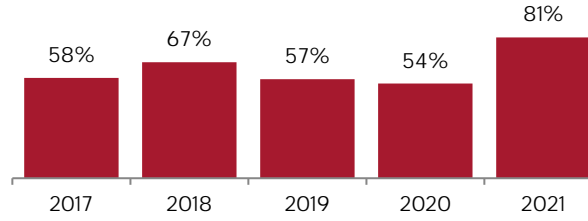


	Sales as a % of Active Listings	Percent Change
03/2017	50%	
03/2018	50%	0.45%
03/2019	51%	2.24%
03/2020	55%	7.83%
03/2021	76%	37.30%

March - ASF

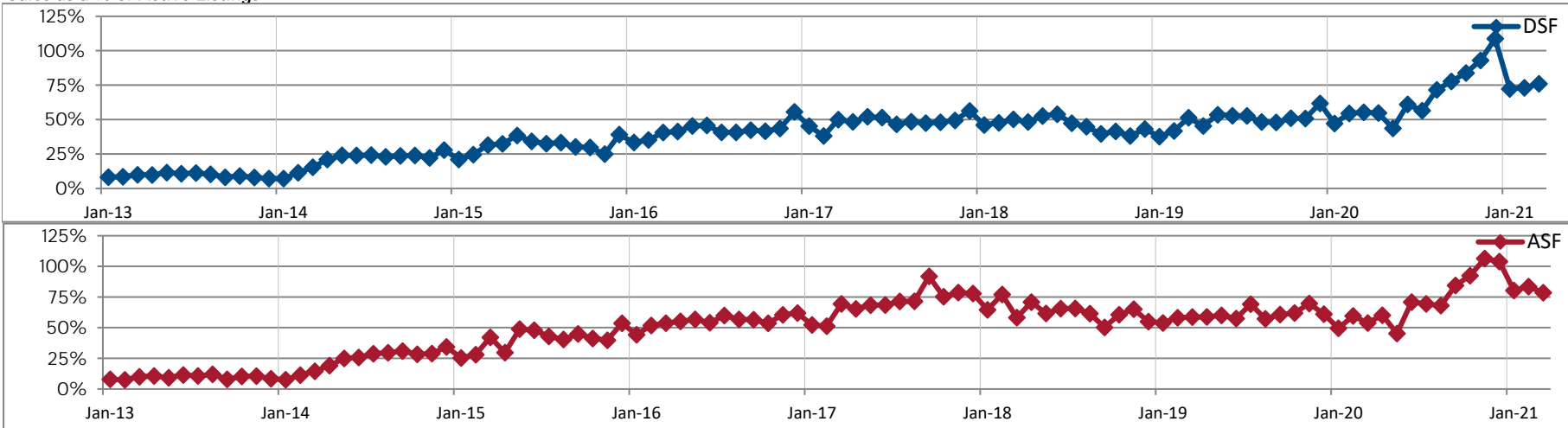


Year to Date - Average



	Sales as a % of Active Listings	Percent Change
03/2017	69%	
03/2018	58%	-16.08%
03/2019	59%	0.75%
03/2020	54%	-8.19%
03/2021	79%	45.93%

Sales as a % of Active Listings*

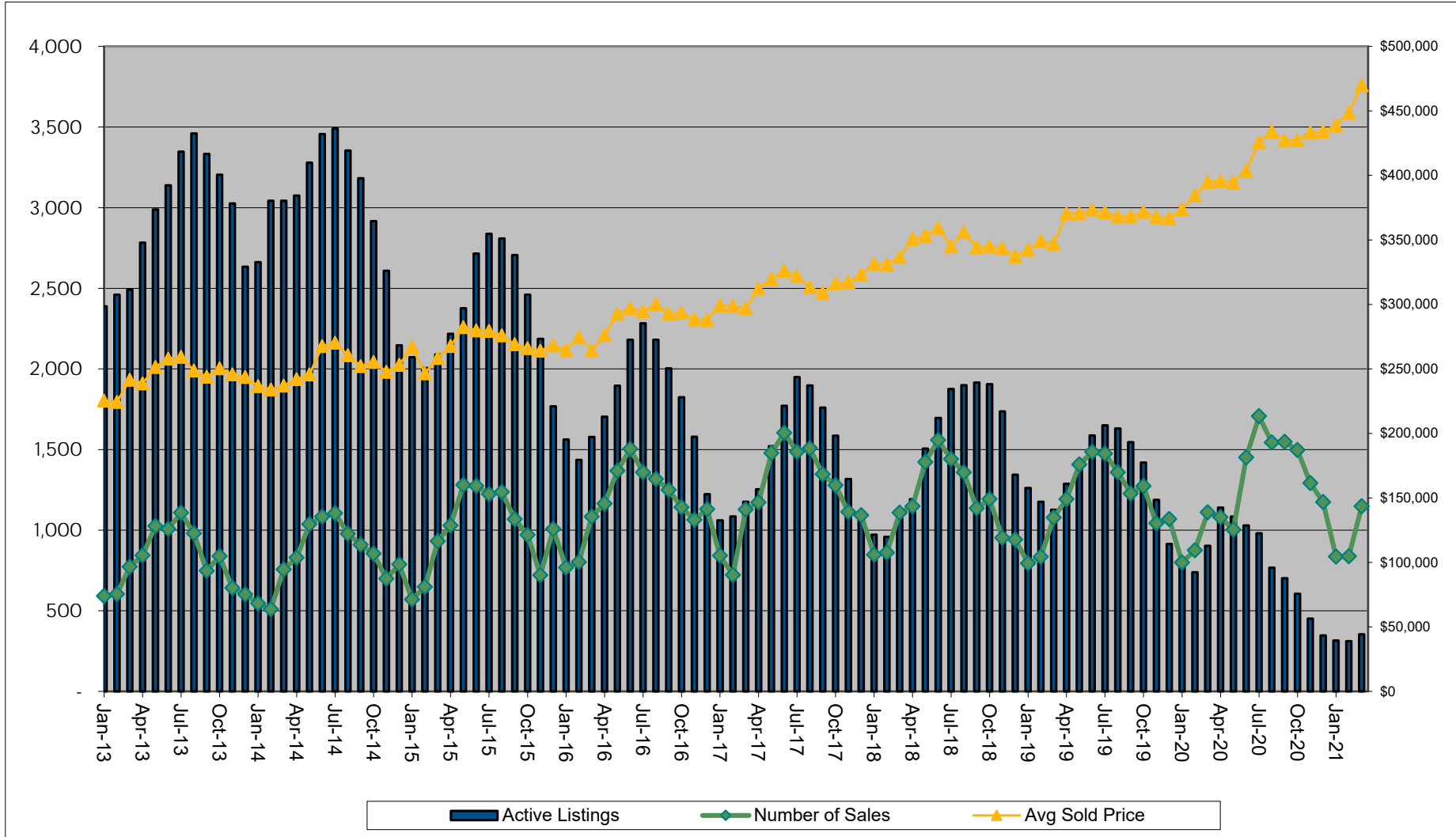


*Actives + Pending + Expired + Withdrawn

Market Overview



March 2021 - DSF



Market Overview



Freddie Mac Interest Rates

