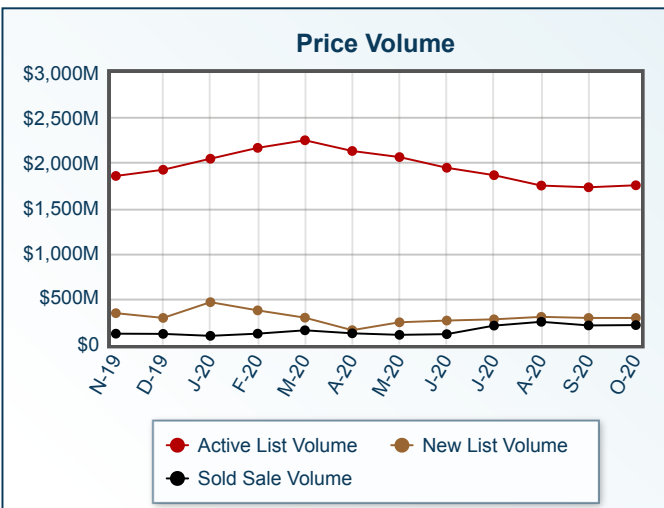
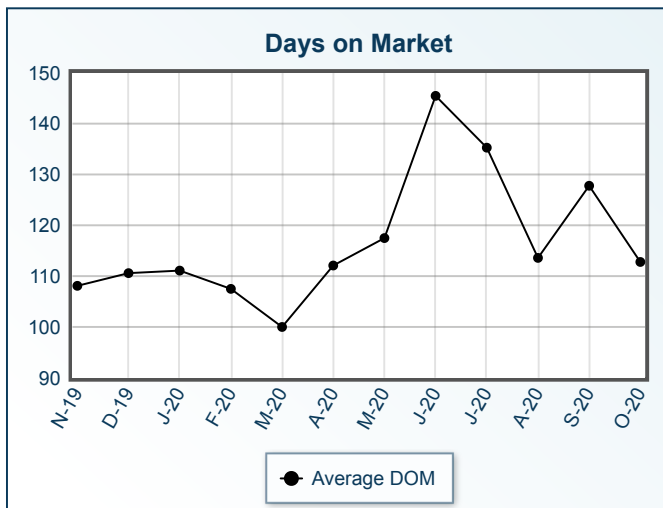
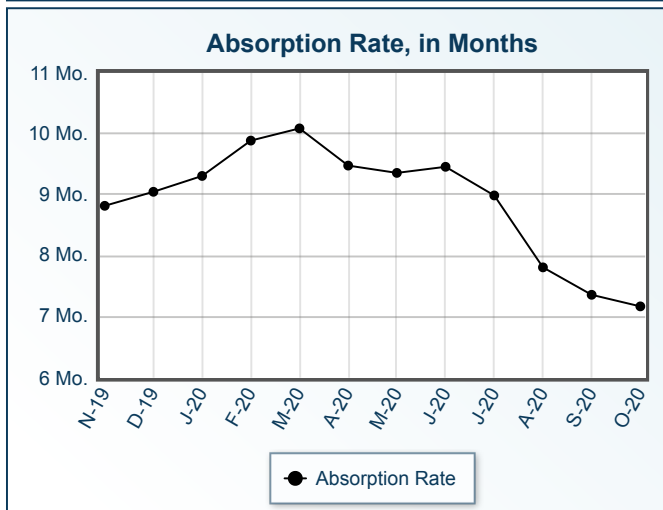
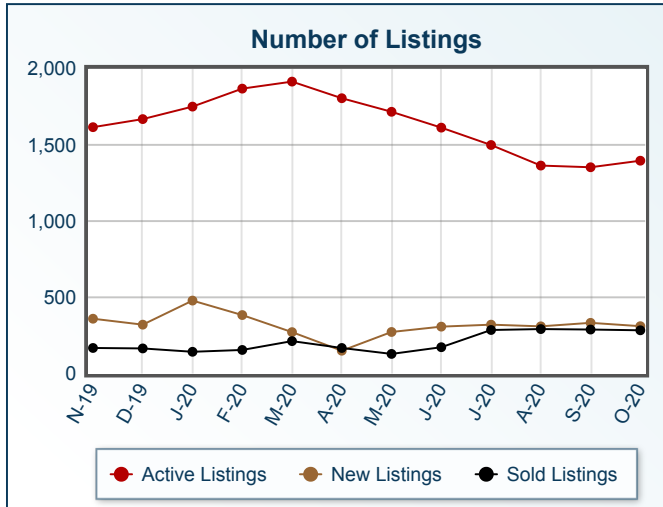


Market Summary

Residential, October 2020



| Summary Statistics | | | | | | |
|--------------------|-------------|-------------|--------|-------------|-----------|--------|
| | Oct-20 | Oct-19 | % Chg | 2020 YTD | 2019 YTD | % Chg |
| Absorption Rate | 7.17 | 8.45 | -15.15 | 8.89 | 9.97 | -10.83 |
| Average List Price | \$1,259,525 | \$1,154,098 | 9.14 | \$1,027,003 | \$962,354 | 6.72 |
| Median List Price | \$725,000 | \$679,500 | 6.70 | \$675,000 | \$625,000 | 8.00 |
| Average Sale Price | \$756,805 | \$709,434 | 6.68 | \$753,236 | \$698,903 | 7.77 |
| Median Sale Price | \$600,000 | \$525,000 | 14.29 | \$577,000 | \$530,000 | 8.87 |
| Average DOM | 112 | 144 | -22.22 | 119 | 115 | 3.48 |
| Median DOM | 73 | 104 | -29.81 | 80 | 79 | 1.27 |

| | Sold Listings | | | | | | Pending Listings | | | | | |
|---------------------|---------------|------|--------|--------------|------|--------|------------------|------|--------|--------------|------|--------|
| | This Month | | | Year to Date | | | This Month | | | Year to Date | | |
| | 2020 | 2019 | % Chg | 2020 | 2019 | % Chg | 2020 | 2019 | % Chg | 2020 | 2019 | % Chg |
| 0-99,999 | 0 | 0 | 0.0 | 3 | 2 | 50.0 | 0 | 0 | 0.0 | 2 | 2 | 0.0 |
| 100,000-149,999 | 1 | 5 | -80.0 | 13 | 25 | -48.0 | 1 | 1 | 0.0 | 10 | 15 | -33.3 |
| 150,000-199,999 | 2 | 5 | -60.0 | 59 | 76 | -22.4 | 3 | 4 | -25.0 | 52 | 69 | -24.6 |
| 200,000-249,999 | 11 | 9 | 22.2 | 66 | 65 | 1.5 | 6 | 2 | 200.0 | 68 | 66 | 3.0 |
| 250,000-299,999 | 4 | 3 | 33.3 | 68 | 75 | -9.3 | 5 | 3 | 66.7 | 60 | 76 | -21.1 |
| 300,000-349,999 | 8 | 6 | 33.3 | 95 | 101 | -5.9 | 5 | 7 | -28.6 | 78 | 87 | -10.3 |
| 350,000-399,999 | 33 | 18 | 83.3 | 154 | 151 | 2.0 | 12 | 14 | -14.3 | 146 | 160 | -8.7 |
| 400,000-449,999 | 18 | 17 | 5.9 | 174 | 211 | -17.5 | 9 | 13 | -30.8 | 151 | 185 | -18.4 |
| 450,000-499,999 | 23 | 12 | 91.7 | 166 | 160 | 3.8 | 13 | 22 | -40.9 | 183 | 197 | -7.1 |
| 500,000-549,999 | 18 | 8 | 125.0 | 169 | 151 | 11.9 | 8 | 10 | -20.0 | 146 | 132 | 10.6 |
| 550,000-599,999 | 23 | 10 | 130.0 | 145 | 115 | 26.1 | 10 | 16 | -37.5 | 163 | 152 | 7.2 |
| 600,000-649,999 | 14 | 7 | 100.0 | 111 | 103 | 7.8 | 7 | 3 | 133.3 | 101 | 87 | 16.1 |
| 650,000-699,999 | 17 | 6 | 183.3 | 132 | 88 | 50.0 | 11 | 11 | 0.0 | 139 | 105 | 32.4 |
| 700,000-749,999 | 16 | 3 | 433.3 | 97 | 68 | 42.6 | 1 | 6 | -83.3 | 74 | 58 | 27.6 |
| 750,000-799,999 | 11 | 5 | 120.0 | 65 | 53 | 22.6 | 5 | 3 | 66.7 | 93 | 75 | 24.0 |
| 800,000-849,999 | 13 | 1 | 1200.0 | 75 | 38 | 97.4 | 2 | 4 | -50.0 | 50 | 34 | 47.1 |
| 850,000-899,999 | 5 | 2 | 150.0 | 65 | 55 | 18.2 | 4 | 7 | -42.9 | 85 | 57 | 49.1 |
| 900,000-949,999 | 7 | 6 | 16.7 | 50 | 46 | 8.7 | 1 | 0 | N/A | 37 | 28 | 32.1 |
| 950,000-999,999 | 6 | 2 | 200.0 | 31 | 23 | 34.8 | 4 | 9 | -55.6 | 50 | 55 | -9.1 |
| 1,000,000-1,099,999 | 6 | 3 | 100.0 | 44 | 38 | 15.8 | 1 | 0 | N/A | 31 | 26 | 19.2 |
| 1,100,000-1,199,999 | 8 | 3 | 166.7 | 43 | 41 | 4.9 | 3 | 7 | -57.1 | 45 | 45 | 0.0 |
| 1,200,000-1,299,999 | 10 | 8 | 25.0 | 74 | 52 | 42.3 | 7 | 5 | 40.0 | 67 | 53 | 26.4 |
| 1,300,000-1,399,999 | 3 | 6 | -50.0 | 37 | 33 | 12.1 | 2 | 3 | -33.3 | 45 | 39 | 15.4 |
| 1,400,000-1,499,999 | 5 | 2 | 150.0 | 23 | 15 | 53.3 | 2 | 6 | -66.7 | 35 | 21 | 66.7 |
| 1,500,000-1,599,999 | 1 | 1 | 0.0 | 21 | 15 | 40.0 | 1 | 0 | N/A | 24 | 21 | 14.3 |
| 1,600,000-1,699,999 | 6 | 3 | 100.0 | 22 | 17 | 29.4 | 1 | 0 | N/A | 17 | 13 | 30.8 |
| 1,700,000-1,799,999 | 0 | 1 | -100.0 | 15 | 15 | 0.0 | 1 | 0 | N/A | 16 | 14 | 14.3 |
| 1,800,000-1,899,999 | 2 | 1 | 100.0 | 19 | 8 | 137.5 | 0 | 0 | 0.0 | 22 | 7 | 214.3 |
| 1,900,000-1,999,999 | 1 | 0 | N/A | 15 | 17 | -11.8 | 0 | 1 | -100.0 | 22 | 18 | 22.2 |
| 2,000,000-2,249,999 | 4 | 1 | 300.0 | 19 | 22 | -13.6 | 1 | 1 | 0.0 | 10 | 16 | -37.5 |
| 2,250,000-2,499,999 | 3 | 0 | N/A | 15 | 8 | 87.5 | 4 | 0 | N/A | 24 | 11 | 118.2 |
| 2,500,000-2,749,999 | 1 | 0 | N/A | 12 | 11 | 9.1 | 1 | 1 | 0.0 | 12 | 10 | 20.0 |
| 2,750,000-2,999,999 | 1 | 0 | N/A | 9 | 3 | 200.0 | 0 | 1 | -100.0 | 14 | 13 | 7.7 |
| 3,000,000-3,249,999 | 0 | 1 | -100.0 | 5 | 4 | 25.0 | 1 | 1 | 0.0 | 3 | 2 | 50.0 |
| 3,250,000-3,499,999 | 0 | 0 | 0.0 | 3 | 7 | -57.1 | 0 | 0 | 0.0 | 7 | 5 | 40.0 |
| 3,500,000-3,749,999 | 3 | 0 | N/A | 4 | 3 | 33.3 | 0 | 0 | 0.0 | 4 | 3 | 33.3 |
| 3,750,000-3,999,999 | 0 | 1 | -100.0 | 0 | 1 | -100.0 | 0 | 1 | -100.0 | 4 | 4 | 0.0 |
| 4,000,000-4,249,999 | 0 | 0 | 0.0 | 1 | 1 | 0.0 | 0 | 0 | 0.0 | 0 | 1 | -100.0 |
| 4,250,000-4,499,999 | 0 | 0 | 0.0 | 1 | 3 | -66.7 | 0 | 0 | 0.0 | 2 | 2 | 0.0 |
| 4,500,000-4,749,999 | 0 | 0 | 0.0 | 2 | 1 | 100.0 | 0 | 0 | 0.0 | 0 | 2 | -100.0 |
| 4,750,000-4,999,999 | 0 | 1 | -100.0 | 0 | 1 | -100.0 | 0 | 0 | 0.0 | 1 | 3 | -66.7 |
| 5,000,000+ | 0 | 0 | 0.0 | 10 | 3 | 233.3 | 0 | 0 | 0.0 | 11 | 3 | 266.7 |
| Totals | 284 | 157 | 80.9 | 2132 | 1925 | 10.8 | 132 | 162 | -18.5 | 2104 | 1972 | 6.7 |

| Active Listings | This Month | | | Year to Date | | | New Listings | This Month | | | Year to Date | | |
|---------------------|------------|------|-------|--------------|------|-------|---------------------|------------|----------|--------|--------------|------|--------|
| | 2020 | 2019 | % Chg | 2020 | 2019 | % Chg | | 2020 | 2019 | % Chg | 2020 | 2019 | % Chg |
| | 0-99,999 | 1 | 3 | -66.7 | 8 | 20 | | -60.0 | 0-99,999 | 0 | 0 | 0.0 | 6 |
| 100,000-149,999 | 5 | 7 | -28.6 | 22 | 32 | -31.2 | 100,000-149,999 | 1 | 3 | -66.7 | 13 | 16 | -18.7 |
| 150,000-199,999 | 25 | 35 | -28.6 | 118 | 132 | -10.6 | 150,000-199,999 | 5 | 8 | -37.5 | 78 | 93 | -16.1 |
| 200,000-249,999 | 41 | 60 | -31.7 | 156 | 178 | -12.4 | 200,000-249,999 | 10 | 4 | 150.0 | 96 | 108 | -11.1 |
| 250,000-299,999 | 51 | 45 | 13.3 | 146 | 174 | -16.1 | 250,000-299,999 | 5 | 11 | -54.5 | 91 | 100 | -9.0 |
| 300,000-349,999 | 65 | 59 | 10.2 | 192 | 201 | -4.5 | 300,000-349,999 | 13 | 11 | 18.2 | 136 | 126 | 7.9 |
| 350,000-399,999 | 70 | 95 | -26.3 | 297 | 344 | -13.7 | 350,000-399,999 | 21 | 20 | 5.0 | 199 | 221 | -10.0 |
| 400,000-449,999 | 73 | 108 | -32.4 | 293 | 379 | -22.7 | 400,000-449,999 | 14 | 19 | -26.3 | 192 | 266 | -27.8 |
| 450,000-499,999 | 78 | 107 | -27.1 | 335 | 390 | -14.1 | 450,000-499,999 | 17 | 37 | -54.1 | 224 | 262 | -14.5 |
| 500,000-549,999 | 75 | 65 | 15.4 | 268 | 253 | 5.9 | 500,000-549,999 | 23 | 18 | 27.8 | 191 | 176 | 8.5 |
| 550,000-599,999 | 75 | 98 | -23.5 | 300 | 338 | -11.2 | 550,000-599,999 | 25 | 24 | 4.2 | 206 | 210 | -1.9 |
| 600,000-649,999 | 47 | 53 | -11.3 | 184 | 195 | -5.6 | 600,000-649,999 | 14 | 7 | 100.0 | 130 | 137 | -5.1 |
| 650,000-699,999 | 79 | 71 | 11.3 | 272 | 266 | 2.3 | 650,000-699,999 | 21 | 20 | 5.0 | 195 | 168 | 16.1 |
| 700,000-749,999 | 47 | 61 | -23.0 | 169 | 160 | 5.6 | 700,000-749,999 | 11 | 16 | -31.2 | 103 | 107 | -3.7 |
| 750,000-799,999 | 47 | 73 | -35.6 | 220 | 210 | 4.8 | 750,000-799,999 | 15 | 6 | 150.0 | 145 | 141 | 2.8 |
| 800,000-849,999 | 32 | 30 | 6.7 | 107 | 87 | 23.0 | 800,000-849,999 | 9 | 7 | 28.6 | 74 | 57 | 29.8 |
| 850,000-899,999 | 53 | 67 | -20.9 | 196 | 195 | 0.5 | 850,000-899,999 | 13 | 15 | -13.3 | 126 | 120 | 5.0 |
| 900,000-949,999 | 24 | 25 | -4.0 | 92 | 82 | 12.2 | 900,000-949,999 | 9 | 4 | 125.0 | 63 | 44 | 43.2 |
| 950,000-999,999 | 47 | 36 | 30.6 | 138 | 132 | 4.5 | 950,000-999,999 | 10 | 5 | 100.0 | 96 | 72 | 33.3 |
| 1,000,000-1,099,999 | 30 | 16 | 87.5 | 83 | 58 | 43.1 | 1,000,000-1,099,999 | 5 | 5 | 0.0 | 53 | 37 | 43.2 |
| 1,100,000-1,199,999 | 37 | 52 | -28.8 | 134 | 140 | -4.3 | 1,100,000-1,199,999 | 9 | 6 | 50.0 | 82 | 97 | -15.5 |
| 1,200,000-1,299,999 | 46 | 34 | 35.3 | 149 | 139 | 7.2 | 1,200,000-1,299,999 | 7 | 15 | -53.3 | 99 | 88 | 12.5 |
| 1,300,000-1,399,999 | 38 | 38 | 0.0 | 111 | 114 | -2.6 | 1,300,000-1,399,999 | 13 | 8 | 62.5 | 65 | 78 | -16.7 |
| 1,400,000-1,499,999 | 31 | 34 | -8.8 | 100 | 83 | 20.5 | 1,400,000-1,499,999 | 4 | 7 | -42.9 | 61 | 52 | 17.3 |
| 1,500,000-1,599,999 | 18 | 22 | -18.2 | 66 | 82 | -19.5 | 1,500,000-1,599,999 | 1 | 4 | -75.0 | 41 | 46 | -10.9 |
| 1,600,000-1,699,999 | 21 | 23 | -8.7 | 53 | 56 | -5.4 | 1,600,000-1,699,999 | 5 | 4 | 25.0 | 35 | 40 | -12.5 |
| 1,700,000-1,799,999 | 19 | 29 | -34.5 | 46 | 61 | -24.6 | 1,700,000-1,799,999 | 3 | 4 | -25.0 | 22 | 35 | -37.1 |
| 1,800,000-1,899,999 | 7 | 11 | -36.4 | 42 | 39 | 7.7 | 1,800,000-1,899,999 | 1 | 2 | -50.0 | 28 | 23 | 21.7 |
| 1,900,000-1,999,999 | 26 | 21 | 23.8 | 65 | 66 | -1.5 | 1,900,000-1,999,999 | 2 | 3 | -33.3 | 44 | 36 | 22.2 |
| 2,000,000-2,249,999 | 18 | 25 | -28.0 | 49 | 60 | -18.3 | 2,000,000-2,249,999 | 1 | 3 | -66.7 | 26 | 34 | -23.5 |
| 2,250,000-2,499,999 | 30 | 27 | 11.1 | 75 | 73 | 2.7 | 2,250,000-2,499,999 | 6 | 7 | -14.3 | 39 | 42 | -7.1 |
| 2,500,000-2,749,999 | 17 | 18 | -5.6 | 39 | 41 | -4.9 | 2,500,000-2,749,999 | 3 | 3 | 0.0 | 20 | 27 | -25.9 |
| 2,750,000-2,999,999 | 23 | 23 | 0.0 | 63 | 55 | 14.5 | 2,750,000-2,999,999 | 4 | 1 | 300.0 | 40 | 22 | 81.8 |
| 3,000,000-3,249,999 | 10 | 6 | 66.7 | 25 | 12 | 108.3 | 3,000,000-3,249,999 | 3 | 0 | N/A | 21 | 8 | 162.5 |
| 3,250,000-3,499,999 | 20 | 16 | 25.0 | 40 | 37 | 8.1 | 3,250,000-3,499,999 | 2 | 1 | 100.0 | 25 | 20 | 25.0 |
| 3,500,000-3,749,999 | 10 | 7 | 42.9 | 22 | 22 | 0.0 | 3,500,000-3,749,999 | 1 | 2 | -50.0 | 11 | 9 | 22.2 |
| 3,750,000-3,999,999 | 13 | 8 | 62.5 | 27 | 21 | 28.6 | 3,750,000-3,999,999 | 1 | 3 | -66.7 | 17 | 9 | 88.9 |
| 4,000,000-4,249,999 | 1 | 0 | N/A | 1 | 3 | -66.7 | 4,000,000-4,249,999 | 0 | 0 | 0.0 | 1 | 0 | N/A |
| 4,250,000-4,499,999 | 3 | 5 | -40.0 | 10 | 8 | 25.0 | 4,250,000-4,499,999 | 0 | 1 | -100.0 | 6 | 5 | 20.0 |
| 4,500,000-4,749,999 | 2 | 3 | -33.3 | 3 | 8 | -62.5 | 4,500,000-4,749,999 | 0 | 0 | 0.0 | 0 | 3 | -100.0 |
| 4,750,000-4,999,999 | 4 | 3 | 33.3 | 10 | 13 | -23.1 | 4,750,000-4,999,999 | 1 | 1 | 0.0 | 5 | 5 | 0.0 |
| 5,000,000+ | 36 | 28 | 28.6 | 70 | 51 | 37.3 | 5,000,000+ | 3 | 2 | 50.0 | 36 | 27 | 33.3 |
| Totals | 1395 | 1547 | -9.8 | 4796 | 5010 | -4.3 | Totals | 311 | 317 | -1.9 | 3141 | 3175 | -1.1 |

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