

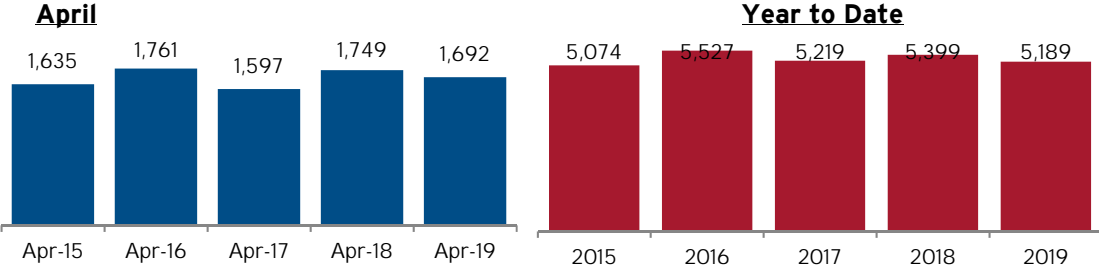
# Market Overview



Key Metrics	Historical Sparkbars	April 2018	April 2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		1,749	1,692	-3.26%	5,399	5,189	-3.89%
Pending		1125	1,285	14.22%	3809	3,737	-1.89%
Sold Listings		1,148	1,192	3.83%	3,965	3,899	-1.66%
Median Sales Price		305,000	327,453	7.36%	296,500	314,248	5.99%
Average Sales Price		350,782	370,451	5.61%	337,415	352,204	4.38%
Pct. Of List Price Received		100.7	100.2	-0.50%	100.1	99.7	-0.32%
Days on Market		24	30	25.00%	31	38	22.76%
Active Listings		1,192	1,288	8.05%	1,049	1,213	15.63%

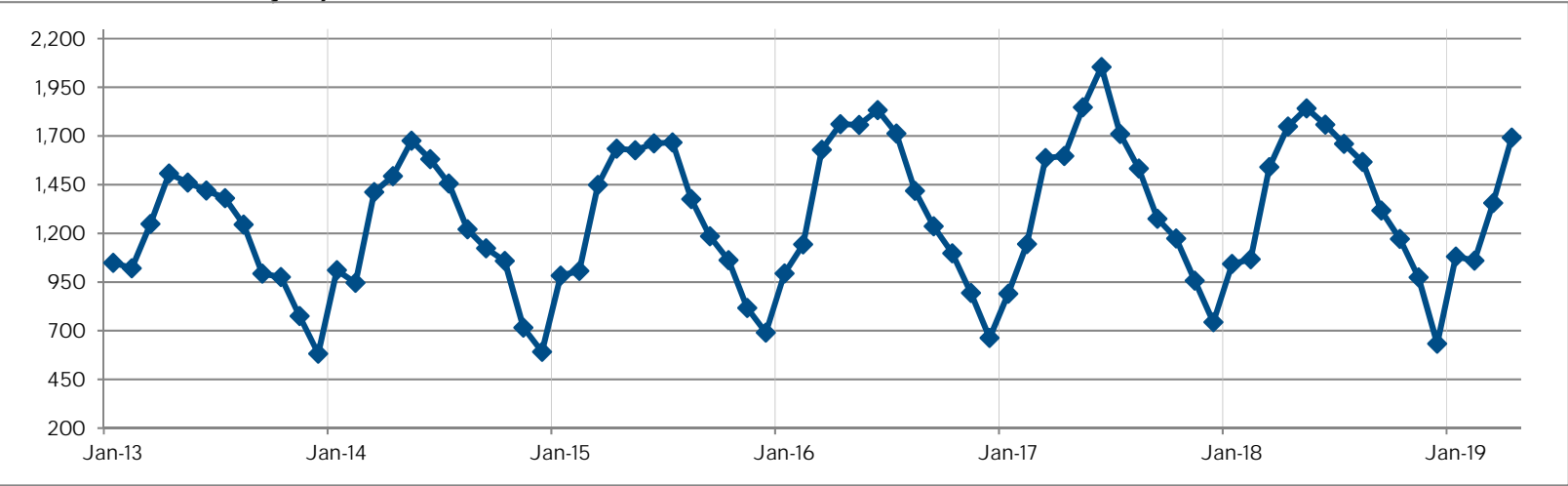
- New listings down 3.26% from last year.
- Solds up 3.83% from last year
- Average sales price up 5.61% from last year.
- Days on market down 14.29% from last month.

# Market Overview

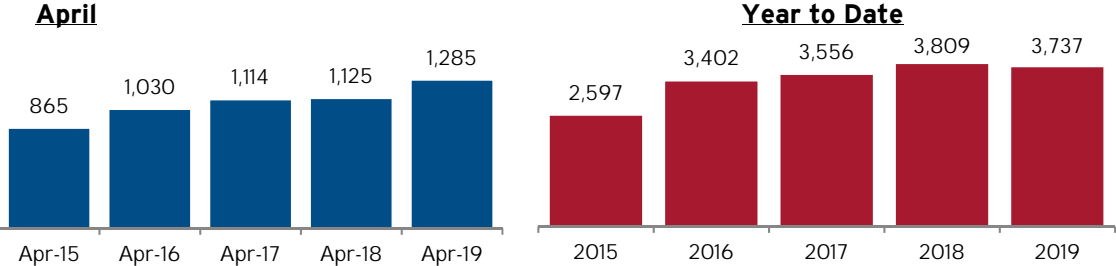


	New Listings	Percent Change
04/2015	1,635	
04/2016	1,761	7.71%
04/2017	1,597	-9.31%
04/2018	1,749	9.52%
04/2019	1,692	-3.26%

## Historical New Listings by Month

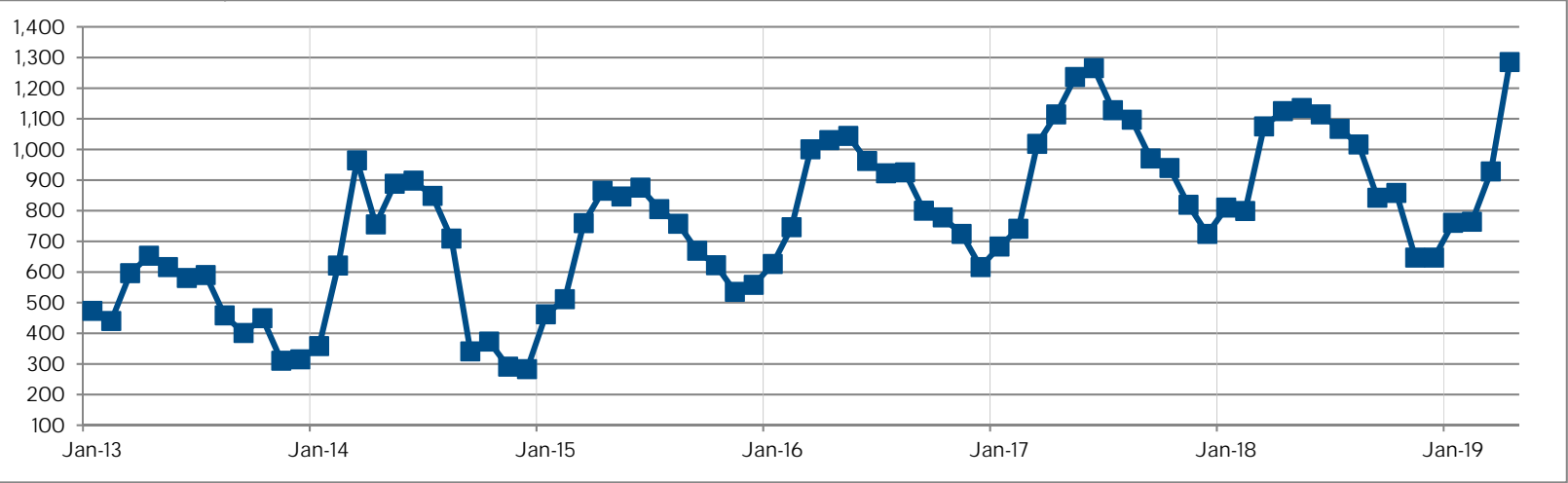


# Market Overview

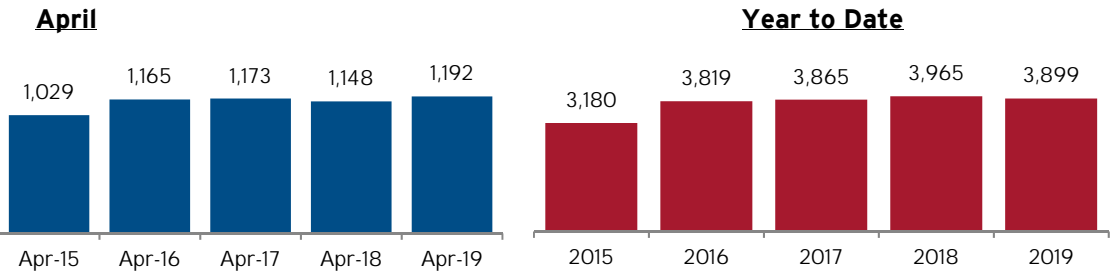


	Pending	Percent Change
04/2015	865	
04/2016	1,030	19.08%
04/2017	1,114	8.16%
04/2018	1,125	0.99%
04/2019	1,285	14.22%

## Historical Pending by Month

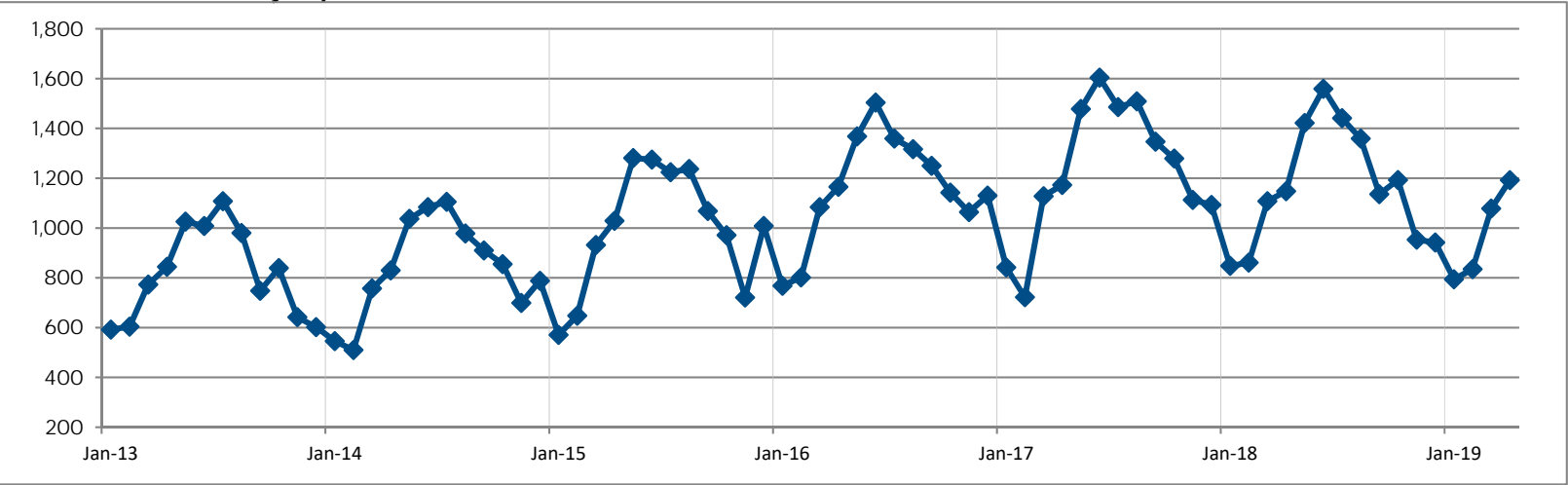


# Market Overview

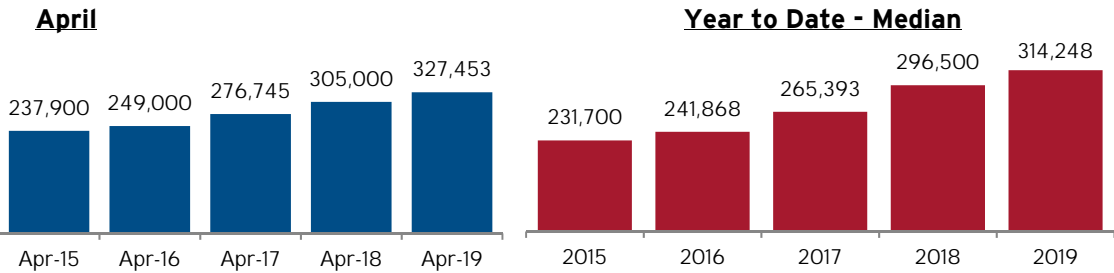


	Sold Listings	Percent Change
04/2015	1,029	
04/2016	1,165	13.22%
04/2017	1,173	0.69%
04/2018	1,148	-2.13%
04/2019	1,192	3.83%

## Historical Sold Listings by Month

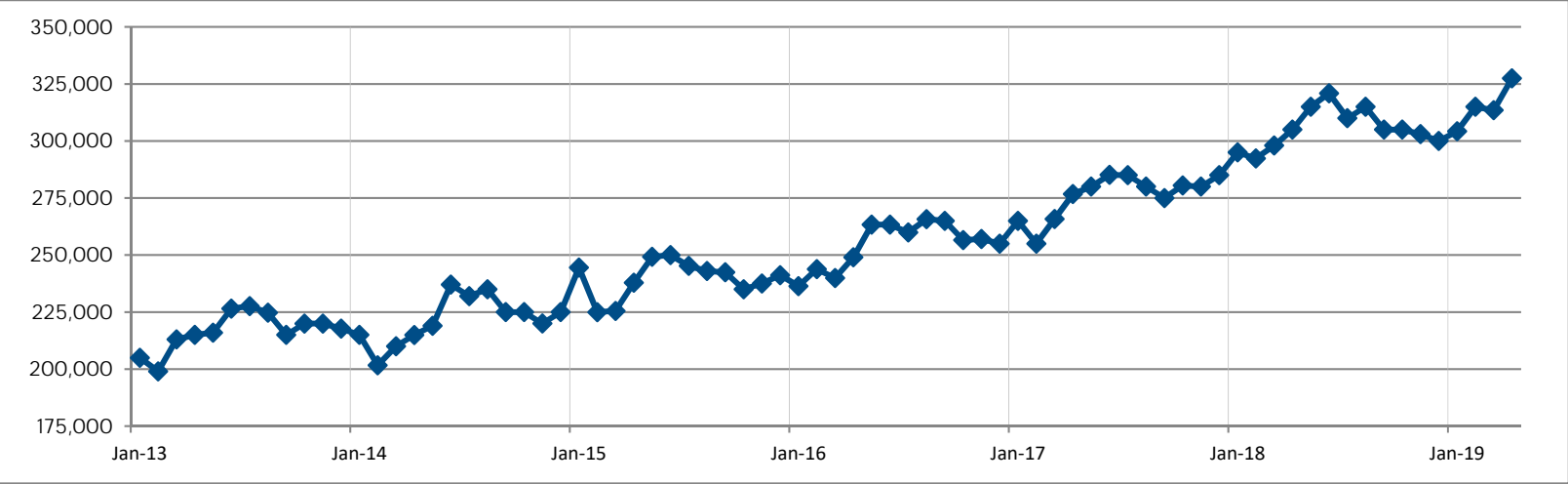


# Market Overview

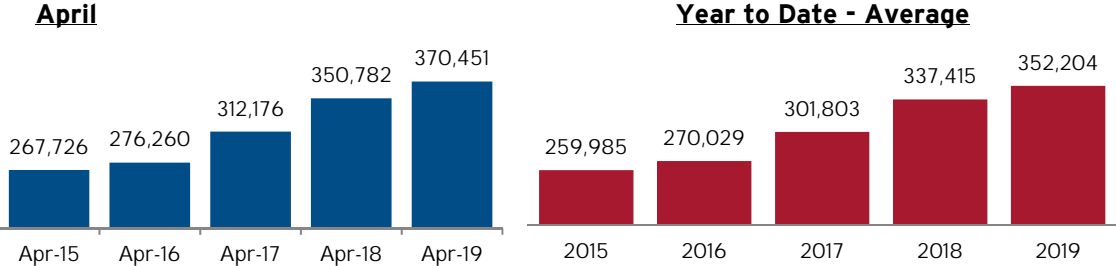


	Median Sales Price	Percent Change
04/2015	237,900	
04/2016	249,000	4.67%
04/2017	276,745	11.14%
04/2018	305,000	10.21%
04/2019	327,453	7.36%

## Historical Median Sales Price by Month

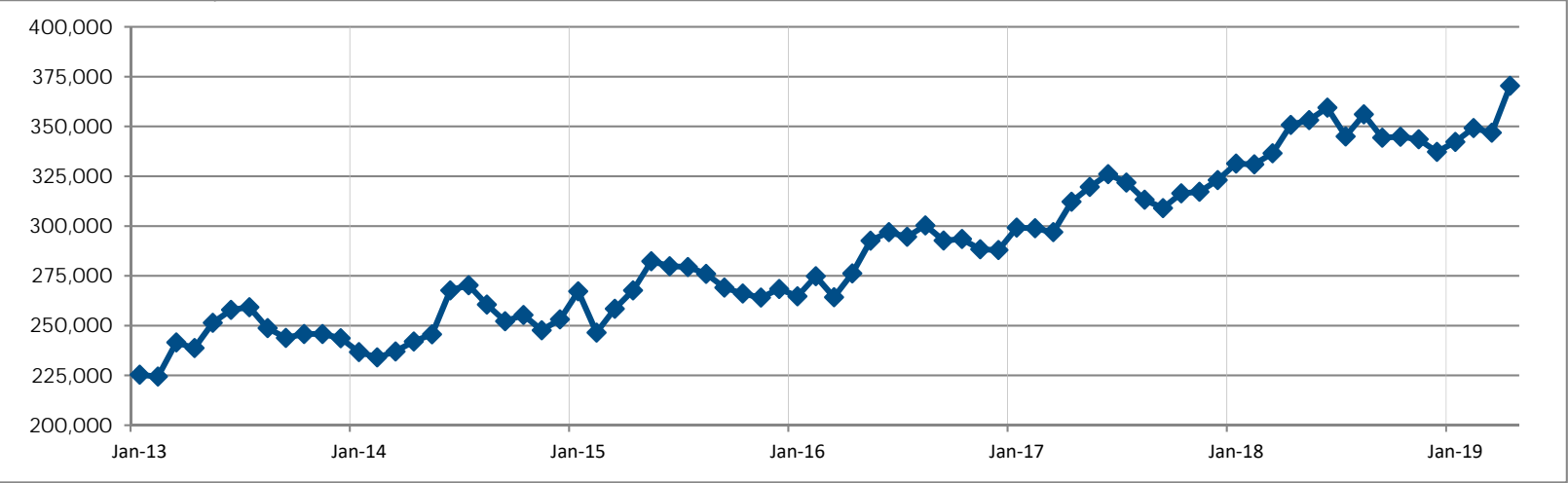


# Market Overview

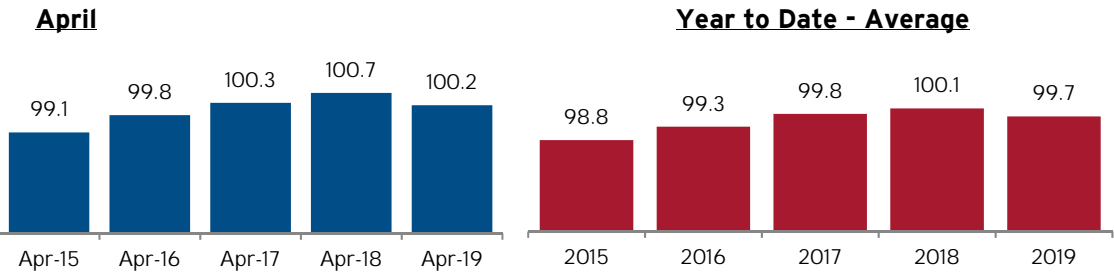


	Average Sales Price	Percent Change
04/2015	267,726	
04/2016	276,260	3.19%
04/2017	312,176	13.00%
04/2018	350,782	12.37%
04/2019	370,451	5.61%

Historical Average Sales Price by Month

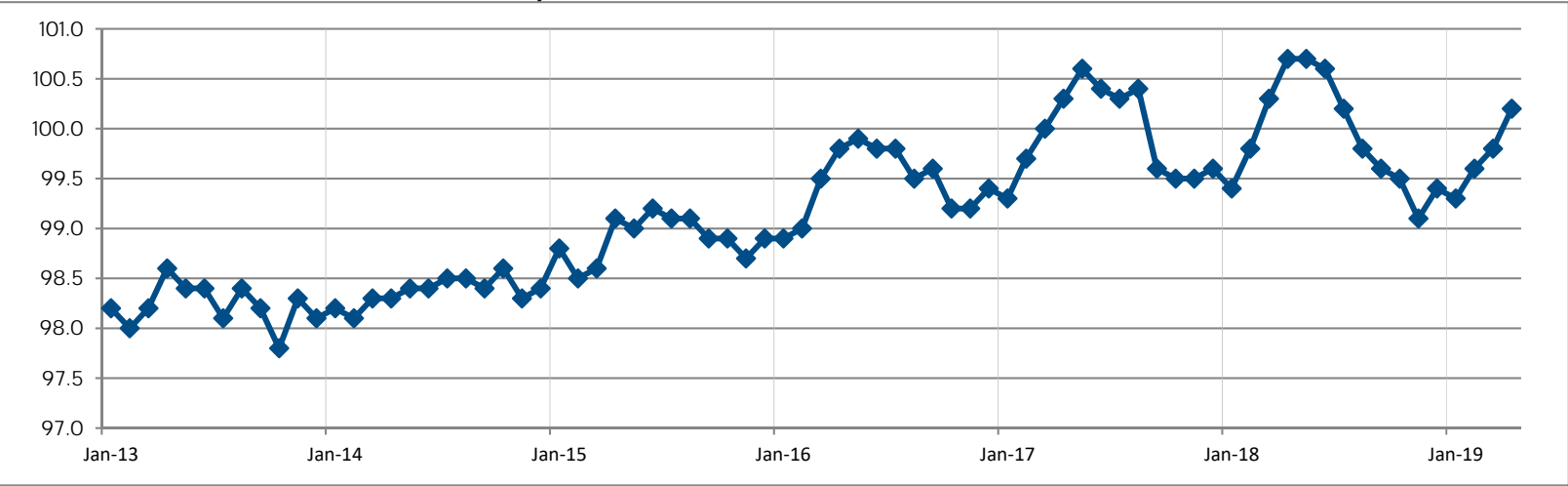


# Market Overview

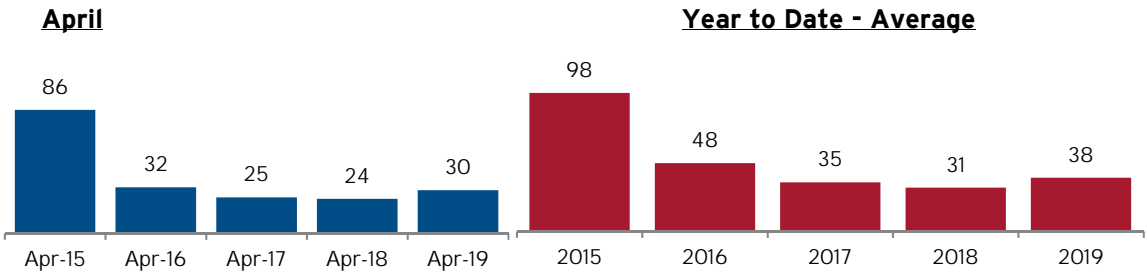


	Pct of List Recvd	Percent Change
04/2015	99.1	
04/2016	99.8	0.71%
04/2017	100.3	0.50%
04/2018	100.7	0.40%
04/2019	100.2	-0.50%

Historical Percent of List Price Received by Month

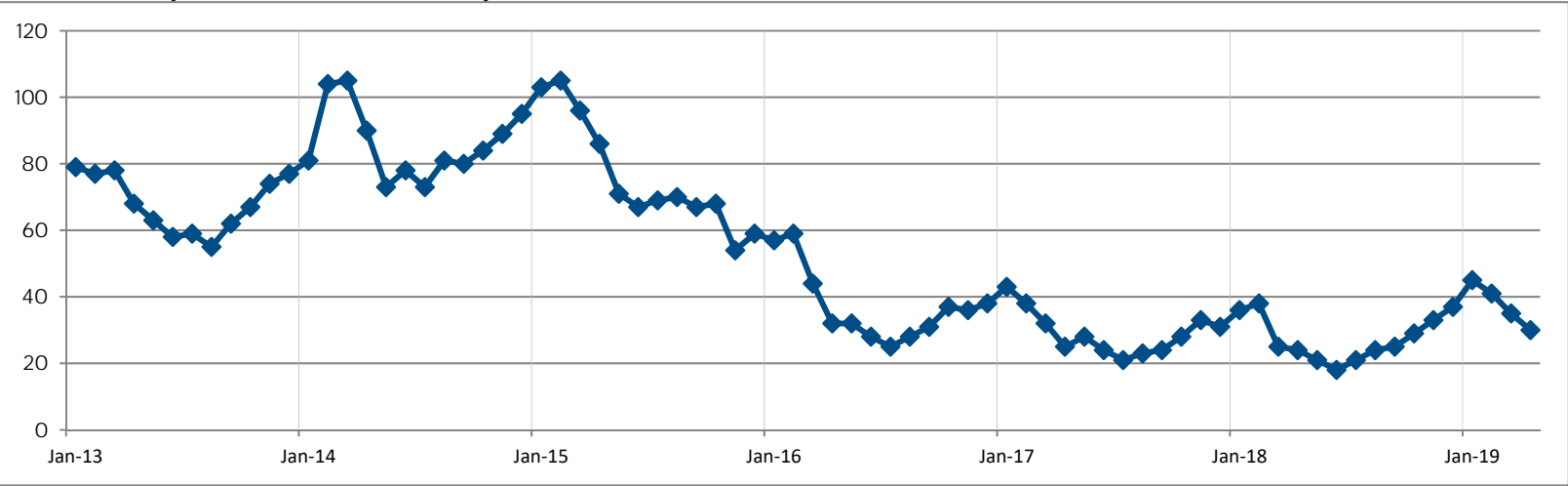


# Market Overview



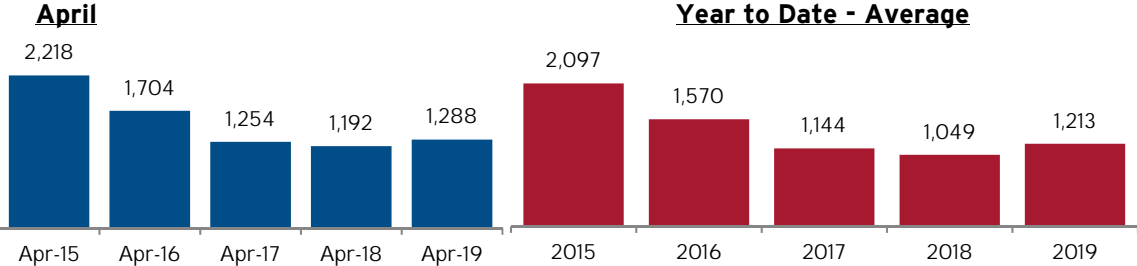
	DOM	Percent Change
04/2015	86	
04/2016	32	-62.79%
04/2017	25	-21.88%
04/2018	24	-4.00%
04/2019	30	25.00%

## Historical Days on Market Until Sale by Month



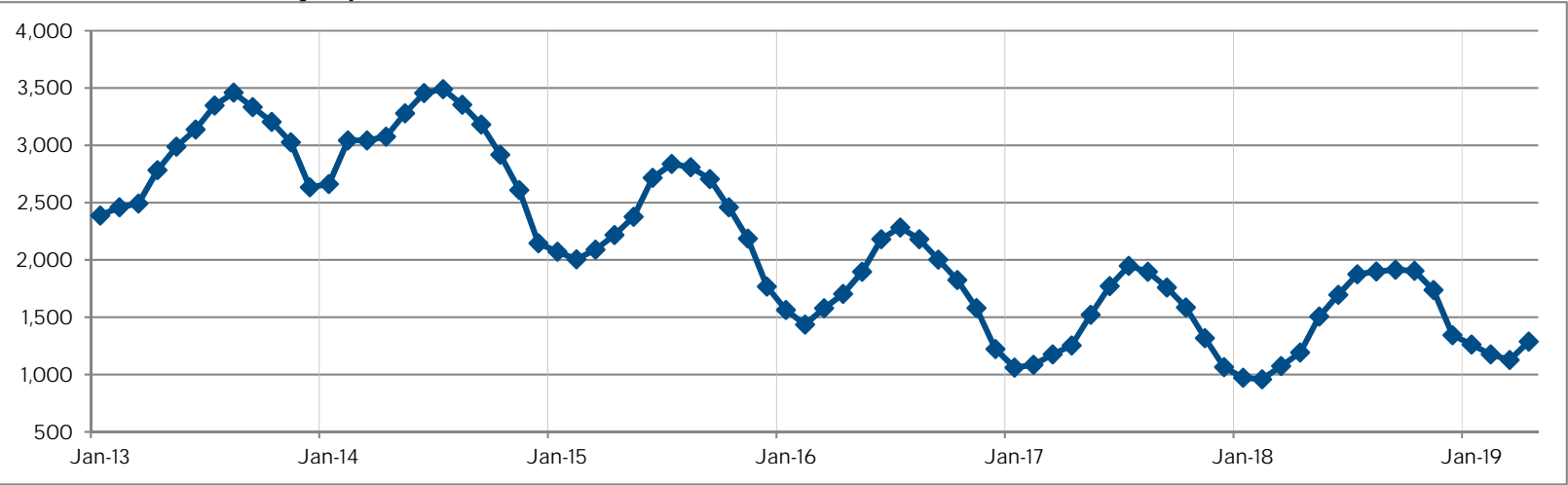


# Market Overview

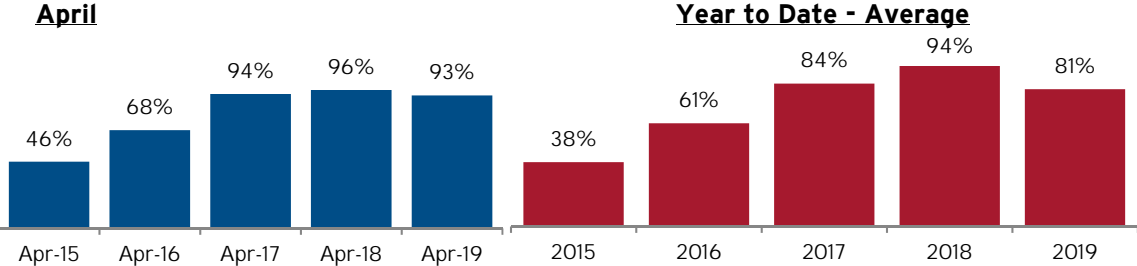


	Active Listings	Percent Change
04/2015	2,218	
04/2016	1,704	-23.17%
04/2017	1,254	-26.41%
04/2018	1,192	-4.94%
04/2019	1,288	8.05%

## Historical Active Listings by Month

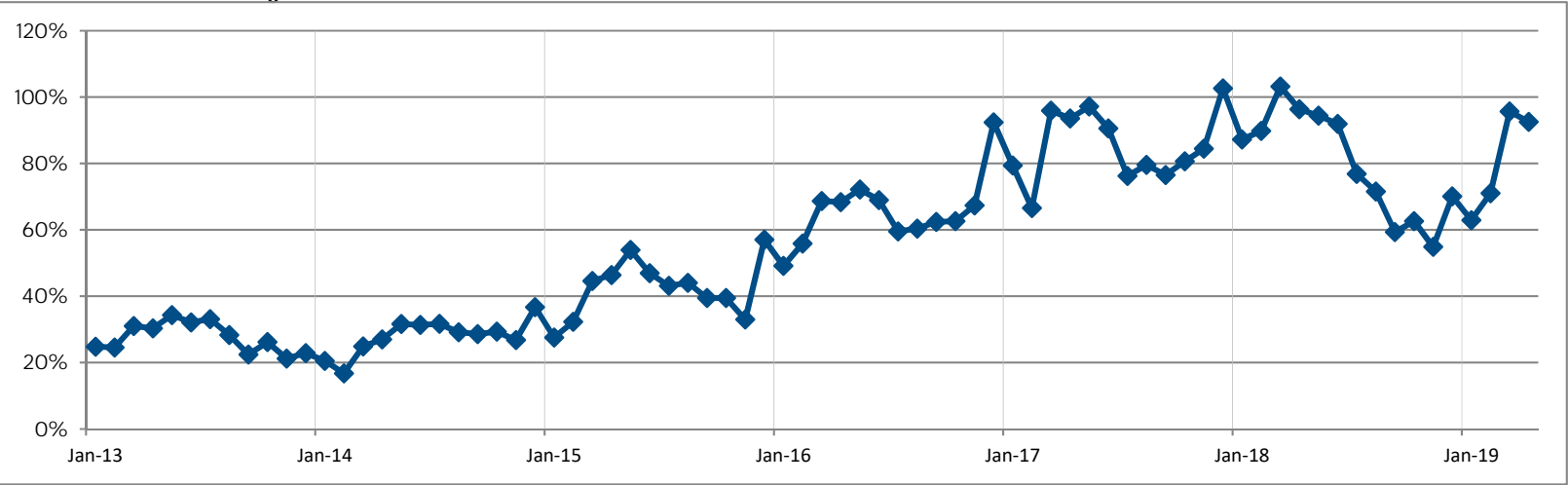


# Market Overview

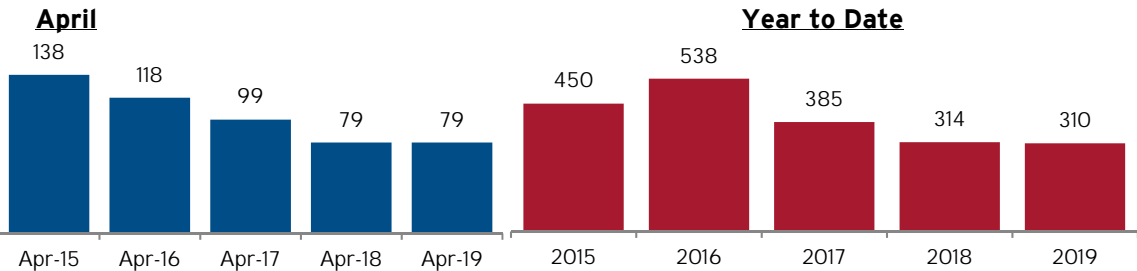


	Sales as a % of Active Listings	Percent Change
04/2015	46%	
04/2016	68%	47.37%
04/2017	94%	36.82%
04/2018	96%	2.96%
04/2019	93%	-3.91%

Sales as a % of Active Listings

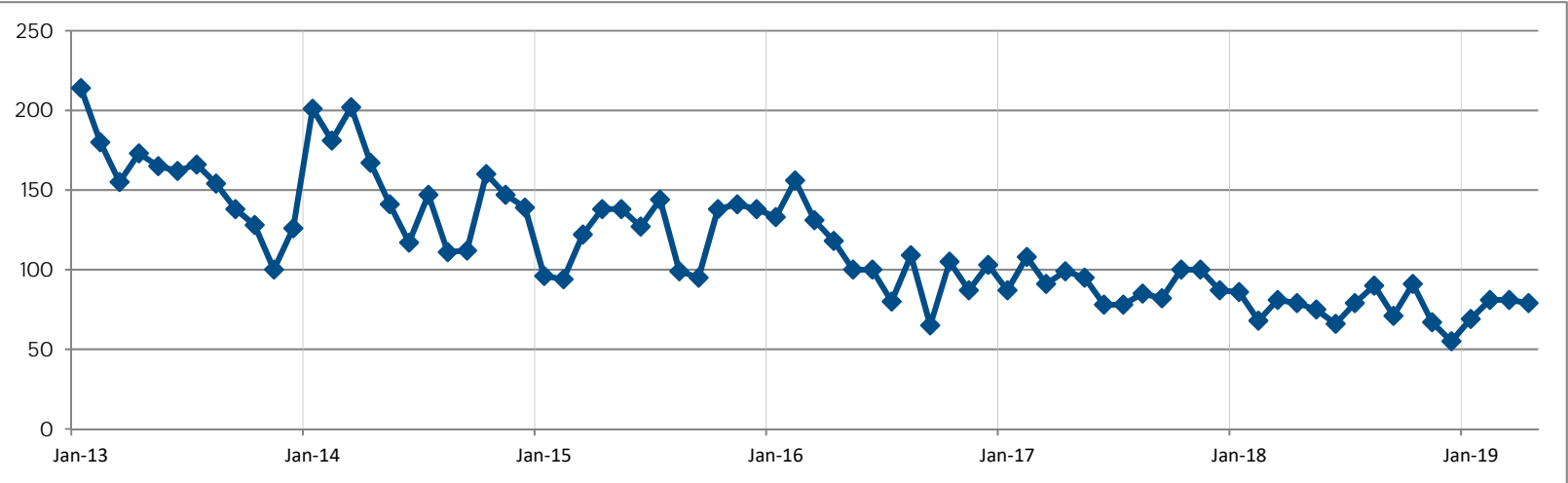


# Market Overview

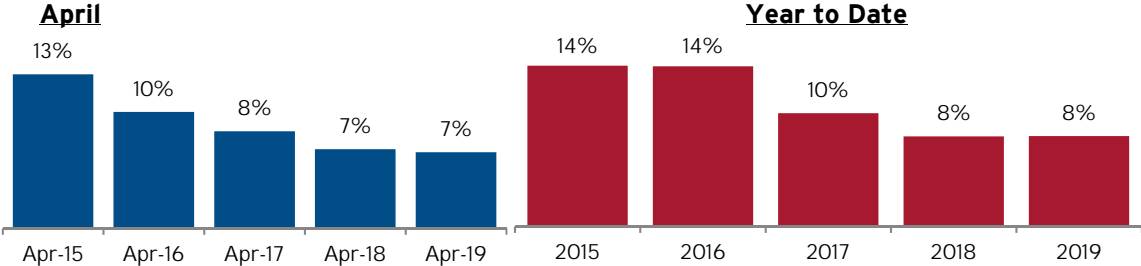


	Foreclosures	Percent Change
04/2015	138	
04/2016	118	-14.49%
04/2017	99	-16.10%
04/2018	79	-20.20%
04/2019	79	0.00%

Foreclosures

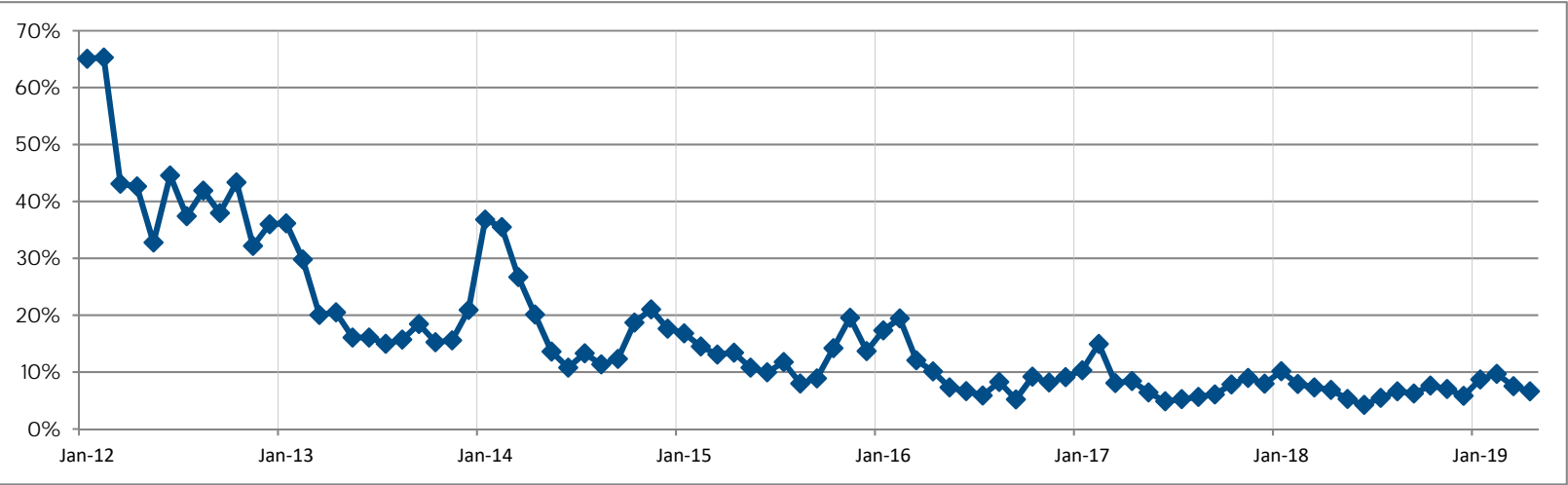


# Market Overview

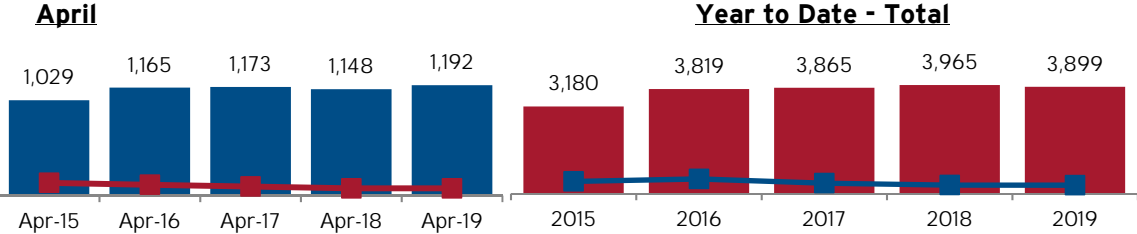


	Foreclosure as % of Sales	Percent Change
04/2015	13%	
04/2016	10%	-24.47%
04/2017	8%	-16.67%
04/2018	7%	-18.46%
04/2019	7%	-3.69%

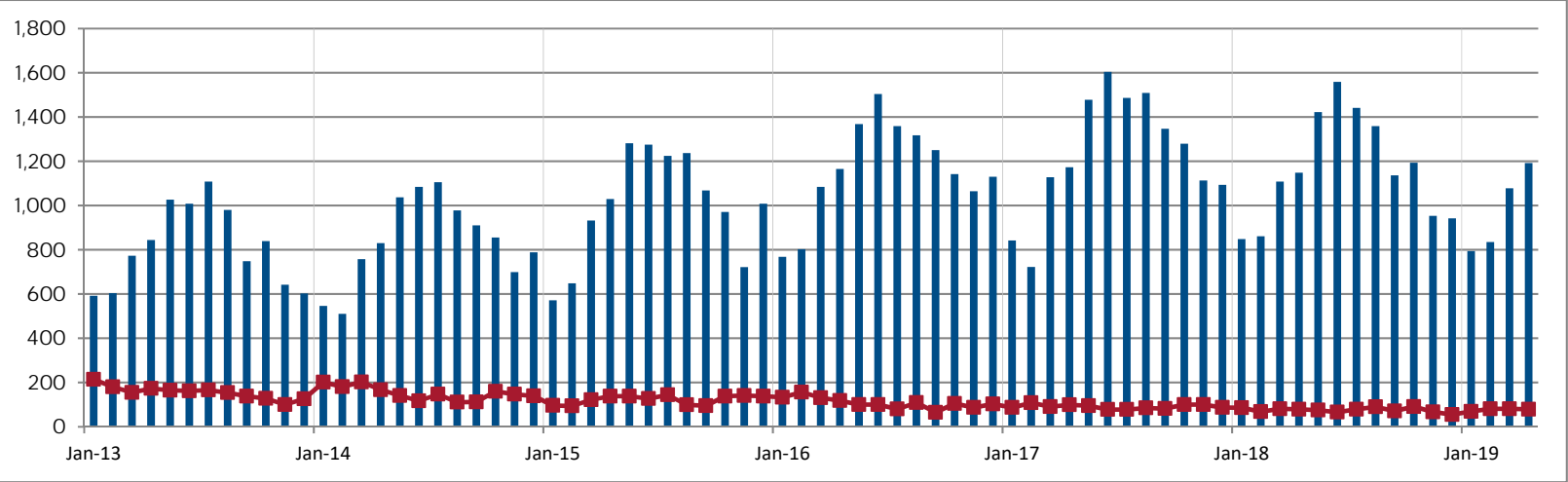
Foreclosures as a % of Sales



# Market Overview



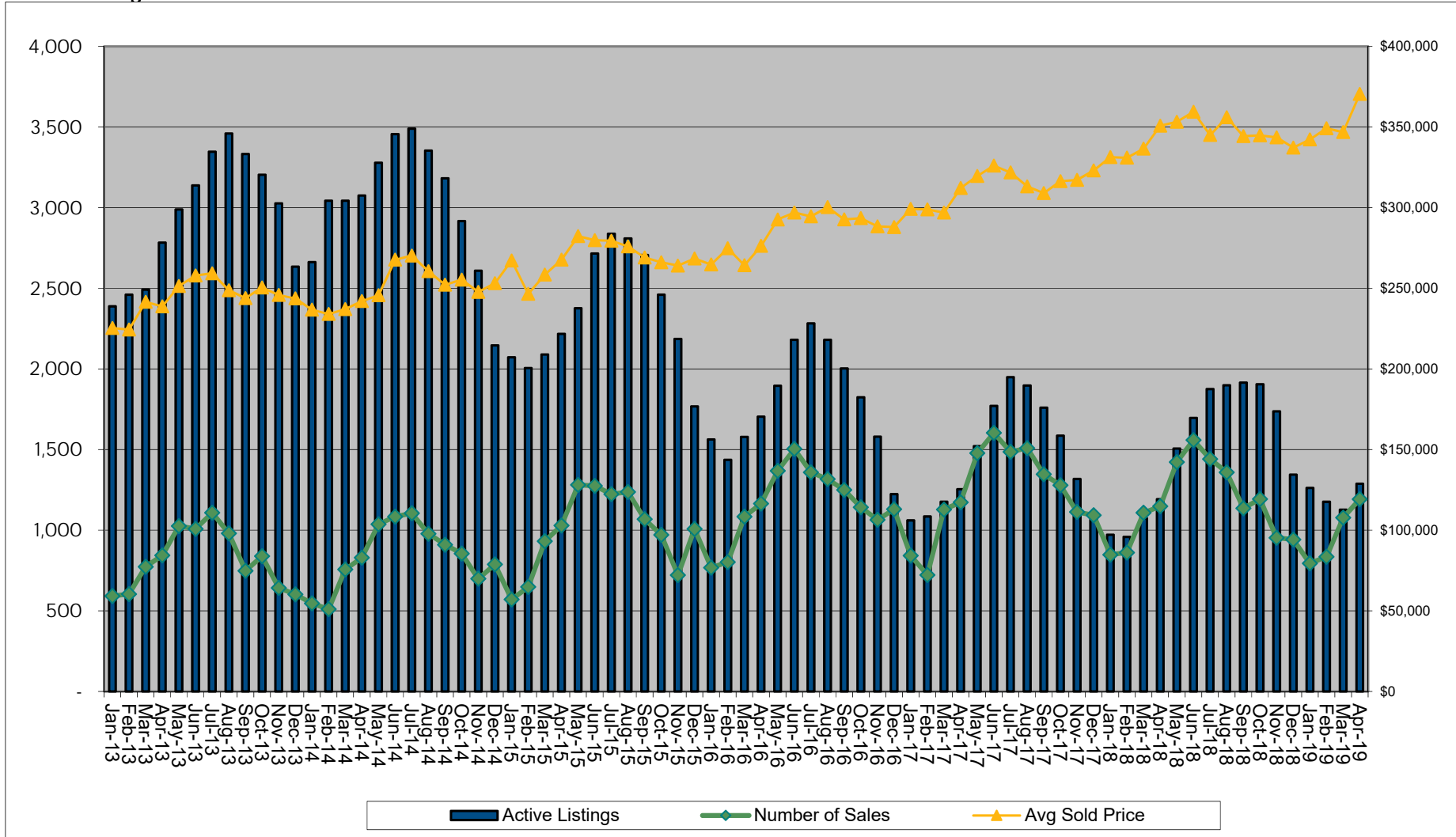
Number of Sales v Number of Foreclosures



# Market Overview



Active Listings v Number Sold v Sales Price



# Market Overview



## Freddie Mac 30-Year Fixed-Rate Mortgage rates

