2019 vs. 2018 Per Quarter

Prepared by Lisa Weener on Tuesday, October 15, 2019

Listing Inventory		Q1			Q2			Q3			Q4	
	2018	2019	Var.	2018	2019	Var.	2018	2019	Var.	2018	2019*	Var.
Listing Units	845	869	24	1139	1044	-95	1276	1115	-161	996	1109	113
Median Days on Market	67	65	-2	41	48	7	55	54	-1	88	132	44
Median List Price	\$382,500.00	\$419,900.00	\$37,400.00	\$399,000.00	\$435,000.00	\$36,000.00	\$389,900.00	\$419,900.00	\$30,000.00	\$389,900.00	\$415,000.00	\$25,100.00
Median List \$ / SqFt	\$206.73	\$217.06	\$10.33	\$211.47	\$215.07	\$3.60	\$206.01	\$219.24	\$13.23	\$212.35	\$216.40	\$4.05
Approx. Absorption Rate	48.05%	45.01%	-3.04%	35.49%	37.46%	1.97%	31.16%	34.90%	3.74%	39.05%	27.22%	-11.83%
Approx. Months Supply of Inventory	2.08	2.22	0.14	2.82	2.67	-0.15	3.21	2.87	-0.34	2.56	3.67	1.11
Listed (Per Quarter)		Q1			Q2			Q3			Q4	
	2018	2019	Var.	2018	2019	Var.	2018	2019	Var.	2018	2019*	Var.
Listing Units (Taken)	1202	1220	18	2075	1972	-103	1837	1705	-132	1193	240	-953
Median Original List Price	\$324,750.00	\$354,900.00	\$30,150.00	\$350,000.00	\$369,900.00	\$19,900.00	\$349,900.00	\$359,900.00	\$10,000.00	\$329,900.00	\$349,900.00	\$20,000.00
Median Original List \$ / SqFt	\$200.37	\$208.52	\$8.15	\$207.97	\$212.37	\$4.40	\$205.91	\$215.90	\$9.99	\$209.53	\$213.92	\$4.39
Listed & Price Changed (Per Quarter)		Q1			Q2			Q3			Q4	
	2018	2019	Var.	2018	2019	Var.	2018	2019	Var.	2018	2019*	Var.
Listing Units (Price Changed)	211	251	40	479	445	-34	532	444	-88	333	12	-321
Median Original List Price	\$299,999.00	\$342,000.00	\$42,001.00	\$369,900.00	\$399,999.00	\$30,099.00	\$349,945.00	\$375,000.00	\$25,055.00	\$329,900.00	\$474,900.00	\$145,000.00
Median Original List \$ / SqFt	\$196.52	\$204.94	\$8.42	\$207.26	\$214.24	\$6.98	\$207.00	\$219.46	\$12.46	\$212.28	\$207.71	-\$4.57
Went Pending (Per Quarter)		Q1			Q2			Q3			Q4	
	2018	2019	Var.	2018	2019	Var.	2018	2019	Var.	2018	2019*	Var.
Listing Units (Went Pending)	1136	1157	21	1681	1665	-16	1501	1500	-1	1091	262	-829
Median List Price	\$299,850.00	\$322,500.00	\$22,650.00	\$325,000.00	\$349,900.00	\$24,900.00	\$320,000.00	\$339,900.00	\$19,900.00	\$319,900.00	\$339,000.00	\$19,100.00
Median List \$ / SqFt	\$191.73	\$198.70	\$6.97	\$199.87	\$208.29	\$8.42	\$201.01	\$208.02	\$7.01	\$196.58	\$212.06	\$15.48
Median Days to Offer	30	37	7	15	16	1	26	22	-4	38	25	-13

2019 vs. 2018 Per Quarter

Prepared by Lisa Weener on Tuesday, October 15, 2019

Sold (Per Quarter)		Q1			Q2			Q3			Q4	
	2018	2019	Var.	2018	2019	Var.	2018	2019	Var.	2018	2019*	Var.
Closed Units (Sold)	816	841	25	1218	1219	1	1447	1424	-23	1186	114	-1072
Median Days on Market	54	57	3	29	30	1	30	31	1	39	28	-11
Median Days to Offer	37	39	2	17	17	0	17	19	2	27	17	-10
Median Sale Price	\$290,000.00	\$310,000.00	\$20,000.00	\$315,000.00	\$339,000.00	\$24,000.00	\$330,000.00	\$350,000.00	\$20,000.00	\$325,000.00	\$345,000.00	\$20,000.00
Median Sale \$ / SqFt	\$189.67	\$194.14	\$4.47	\$194.33	\$206.13	\$11.80	\$202.70	\$208.00	\$5.30	\$196.91	\$193.38	-\$3.53
Median List Price	\$299,000.00	\$319,000.00	\$20,000.00	\$315,000.00	\$339,900.00	\$24,900.00	\$330,000.00	\$349,900.00	\$19,900.00	\$329,900.00	\$349,900.00	\$20,000.00
Median List \$ / SqFt	\$192.54	\$198.86	\$6.32	\$194.69	\$208.27	\$13.58	\$203.68	\$209.71	\$6.03	\$201.26	\$198.95	-\$2.31
Median Original List Price	\$299,900.00	\$329,900.00	\$30,000.00	\$319,900.00	\$349,000.00	\$29,100.00	\$339,900.00	\$354,950.00	\$15,050.00	\$335,000.00	\$349,950.00	\$14,950.00
Median Original List \$ / SqFt	\$196.56	\$204.91	\$8.35	\$199.14	\$210.36	\$11.22	\$207.14	\$212.74	\$5.60	\$206.80	\$206.00	-\$0.80
Median Sale Price as % of List Price	98.68%	98.47%	-0.21%	99.61%	100.00%	0.39%	100.00%	99.80%	-0.20%	98.82%	99.67%	0.85%
Median Sale Price as % of Original List Price	97.05%	96.54%	-0.51%	98.58%	98.82%	0.24%	98.44%	98.41%	-0.03%	96.93%	98.08%	1.15%
Median Sale Price as % of Assessed Price	N/A	N/A	N/A									
Sold Units - Short Sale	15	6	-9	14	1	-13	12	9	-3	11	0	-11
Sold Units - Lender-Owned	57	56	-1	72	34	-38	53	34	-19	55	0	-55
12-Month Activity		Q1			Q2			Q3			Q4	
	2018	2019	Var.	2018	2019	Var.	2018	2019	Var.	2018	2019*	Var.
Units Listed	6196	6334	138	6307	6233	-74	6336	6095	-241	6308	5140	-1168
Units Price Changed	2122	2350	228	2052	2268	216	2112	2121	9	2273	1704	-569
Units Went Pending	5271	5148	-123	5311	5142	-169	5279	5154	-125	5105	4358	-747
Units Sold	4872	4694	-178	4851	4693	-158	4771	4670	-101	4667	3623	-1044

2019 vs. 2018 Per Quarter

Prepared by Lisa Weener on Tuesday, October 15, 2019

Listing Inventory		Q1			Q2			Q3			Q4	
	2018	2019	Var.	2018	2019	Var.	2018	2019	Var.	2018	2019*	Var.
Listing Units	98	133	35	123	142	19	147	142	-5	124	154	30
Median Days on Market	49	55	6	29	49	20	51	39	-12	68	111	43
Median List Price	\$214,900.00	\$265,000.00	\$50,100.00	\$224,900.00	\$252,450.00	\$27,550.00	\$245,500.00	\$242,500.00	-\$3,000.00	\$263,756.50	\$252,749.50	-\$11,007.00
Median List \$ / SqFt	\$186.13	\$193.03	\$6.90	\$176.16	\$195.39	\$19.23	\$189.24	\$188.25	-\$0.99	\$186.43	\$191.41	\$4.98
Approx. Absorption Rate	72.02%	54.07%	-17.95%	59.76%	47.07%	-12.69%	49.09%	45.19%	-3.90%	57.66%	32.03%	-25.63%
Approx. Months Supply of Inventory	1.39	1.85	0.46	1.67	2.12	0.45	2.04	2.21	0.17	1.73	3.12	1.39
Listed (Per Quarter)		Q1			Q2			Q3			Q4	
	2018	2019	Var.	2018	2019	Var.	2018	2019	Var.	2018	2019*	Var.
Listing Units (Taken)	201	241	40	345	288	-57	309	274	-35	208	58	-150
Median Original List Price	\$199,900.00	\$239,900.00	\$40,000.00	\$225,000.00	\$243,900.00	\$18,900.00	\$229,900.00	\$229,900.00	\$0.00	\$232,450.00	\$249,950.00	\$17,500.00
Median Original List \$ / SqFt	\$172.97	\$181.06	\$8.09	\$176.03	\$192.92	\$16.89	\$180.71	\$189.57	\$8.86	\$183.41	\$192.56	\$9.15
Listed & Price Changed (Per Quarter)		Q1			Q2			Q3			Q4	
	2018	2019	Var.	2018	2019	Var.	2018	2019	Var.	2018	2019*	Var.
Listing Units (Price Changed)	29	28	-1	50	48	-2	54	69	15	36	2	-34
Median Original List Price	\$199,000.00	\$249,000.00	\$50,000.00	\$209,450.00	\$289,450.00	\$80,000.00	\$229,900.00	\$254,900.00	\$25,000.00	\$257,400.00	\$337,000.00	\$79,600.00
Median Original List \$ / SqFt	\$186.23	\$197.76	\$11.53	\$176.16	\$200.25	\$24.09	\$199.52	\$193.91	-\$5.61	\$174.37	\$165.67	-\$8.70
Went Pending (Per Quarter)		Q1			Q2			Q3			Q4	
	2018	2019	Var.	2018	2019	Var.	2018	2019	Var.	2018	2019*	Var.
Listing Units (Went Pending)	196	218	22	296	270	-26	264	261	-3	190	47	-143
Median List Price	\$215,450.00	\$227,700.00	\$12,250.00	\$225,000.00	\$239,900.00	\$14,900.00	\$219,900.00	\$234,900.00	\$15,000.00	\$199,450.00	\$224,900.00	\$25,450.00
Median List \$ / SqFt	\$170.27	\$179.06	\$8.79	\$176.63	\$185.67	\$9.04	\$172.56	\$189.71	\$17.15	\$176.40	\$182.32	\$5.92
Median Days to Offer	20	21	1	10	15	5	14	24	10	33	17	-16

2019 vs. 2018 Per Quarter

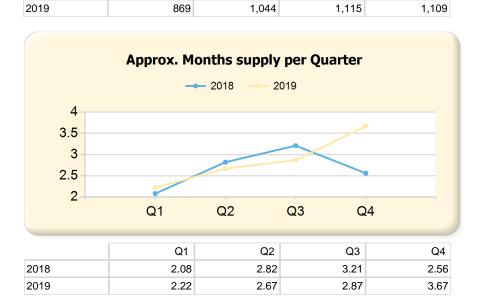
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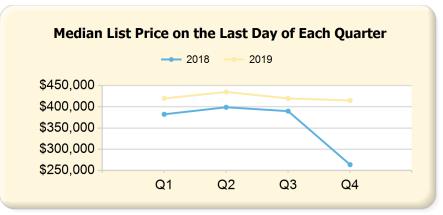
Sold (Per Quarter)		Q1			Q2			Q3			Q4	
	2018	2019	Var.	2018	2019	Var.	2018	2019	Var.	2018	2019*	Var.
Closed Units (Sold)	137	142	5	267	206	-61	254	222	-32	200	21	-179
Median Days on Market	44	43	-1	23	24	1	24	30	6	29	25	-4
Median Days to Offer	30	28	-2	11	12	1	13	20	7	17	13	-4
Median Sale Price	\$207,000.00	\$208,000.00	\$1,000.00	\$223,000.00	\$234,000.00	\$11,000.00	\$213,950.00	\$230,000.00	\$16,050.00	\$225,000.00	\$230,500.00	\$5,500.00
Median Sale \$ / SqFt	\$165.34	\$177.04	\$11.70	\$171.78	\$180.77	\$8.99	\$172.47	\$181.82	\$9.35	\$177.70	\$212.50	\$34.80
Median List Price	\$204,900.00	\$217,400.00	\$12,500.00	\$224,900.00	\$236,950.00	\$12,050.00	\$214,950.00	\$235,000.00	\$20,050.00	\$225,000.00	\$239,900.00	\$14,900.00
Median List \$ / SqFt	\$171.16	\$180.49	\$9.33	\$173.08	\$182.17	\$9.09	\$173.52	\$185.89	\$12.37	\$181.99	\$218.59	\$36.60
Median Original List Price	\$214,900.00	\$219,900.00	\$5,000.00	\$224,900.00	\$239,950.00	\$15,050.00	\$217,450.00	\$239,900.00	\$22,450.00	\$229,450.00	\$242,000.00	\$12,550.00
Median Original List \$ / SqFt	\$176.99	\$182.61	\$5.62	\$173.86	\$184.72	\$10.86	\$174.68	\$190.17	\$15.49	\$182.49	\$218.59	\$36.10
Median Sale Price as % of List Price	98.22%	98.67%	0.45%	100.00%	100.00%	0%	100.00%	98.80%	-1.20%	99.18%	98.14%	-1.04%
Median Sale Price as % of Original List Price	97.26%	97.52%	0.26%	99.36%	99.33%	-0.03%	99.66%	98.13%	-1.53%	98.11%	97.77%	-0.34%
Median Sale Price as % of Assessed Price	N/A	N/A	N/A									
Sold Units - Short Sale	2	1	-1	3	2	-1	4	0	-4	1	0	-1
Sold Units - Lender-Owned	8	3	-5	9	5	-4	7	8	1	8	0	-8
12-Month Activity		Q1			Q2			Q3			Q4	
	2018	2019	Var.	2018	2019	Var.	2018	2019	Var.	2018	2019*	Var.
Units Listed	955	1103	148	999	1047	48	1022	1013	-9	1064	861	-203
Units Price Changed	273	245	-28	245	255	10	226	264	38	253	220	-33
Units Went Pending	900	929	29	911	895	-16	929	874	-55	910	742	-168
Units Sold	847	863	16	882	802	-80	866	770	-96	858	592	-266

2019 vs. 2018 Per Quarter

Prepared by Lisa Weener on Tuesday, October 15, 2019







	Q1	Q2	Q3	Q4
2018	\$382,500.00	\$399,000.00	\$389,900.00	\$263,756.50
2019	\$419,900.00	\$435,000.00	\$419,900.00	\$415,000.00



	Q1	Q2	Q3	Q4
2018	48.05%	35.49%	31.16%	39.05%
2019	45.01%	37.46%	34.90%	27.22%

2019 vs. 2018 Per Quarter

Prepared by Lisa Weener on Tuesday, October 15, 2019

Single Family



	Q1	Q2	Q3	Q4
2018	1,202	2,075	1,837	1,193
2019	1,220	1,972	1,705	240



	Q1	Q2	Q3	Q4
2018	211	479	532	333
2019	251	445	444	12



2018	1,136	1,681	1,501	1,091
2019	1,157	1,665	1,500	262
	Sold Listings	During Each	Quarter	
	_	During Each	Quarter	
	_		Quarter	
1600 1400	_		Quarter	

	Q1	Q2	Q3	Q4
2018	816	1,218	1,447	1,186
2019	841	1,219	1,424	114

Q2

Q3

Q1

Q4

1200

1000 800 600

> 400 200

2019 vs. 2018 Per Quarter

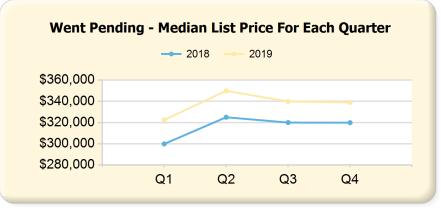
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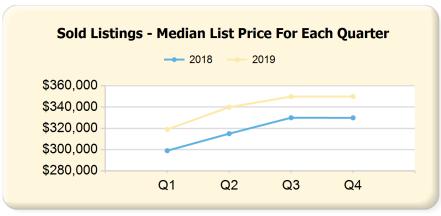
	Q1	Q2	Q3	Q4
2018	\$324,750.00	\$350,000.00	\$349,900.00	\$329,900.00
2019	\$354,900.00	\$369,900.00	\$359,900.00	\$349,900.00



	Q1	Q2	Q3	Q4
2018	\$299,999.00	\$369,900.00	\$349,945.00	\$329,900.00
2019	\$342,000.00	\$399,999.00	\$375,000.00	\$474,900.00



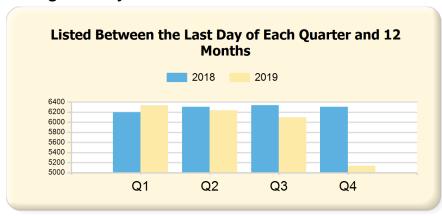
	Q1	Q2	Q3	Q4
2018	\$299,850.00	\$325,000.00	\$320,000.00	\$319,900.00
2019	\$322,500.00	\$349,900.00	\$339,900.00	\$339,000.00



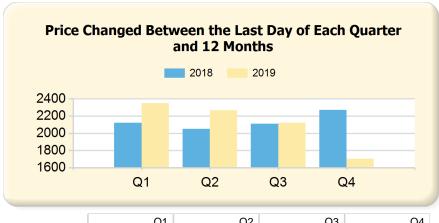
	Q1	Q2	Q3	Q4
2018	\$299,000.00	\$315,000.00	\$330,000.00	\$329,900.00
2019	\$319,000.00	\$339,900.00	\$349,900.00	\$349,900.00

2019 vs. 2018 Per Quarter

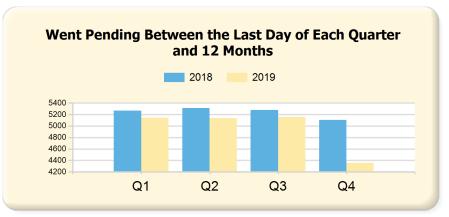
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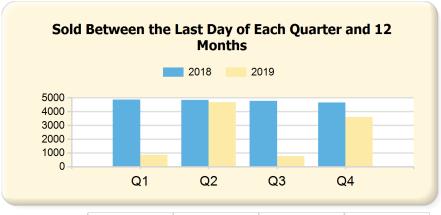
	Q1	Q2	Q3	Q4
2018	6,196	6,307	6,336	6,308
2019	6,334	6,233	6,095	5,140



	Q1	Q2	Q3	Q4
2018	2,122	2,052	2,112	2,273
2019	2,350	2,268	2,121	1,704



	Q1	Q2	Q3	Q4
2018	5,271	5,311	5,279	5,105
2019	5,148	5,142	5,154	4,358



	Q1	Q2	Q3	Q4
2018	4,872	4,851	4,771	4,667
2019	863	4,693	770	3,623

2019 vs. 2018 Per Quarter

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98

Condominium

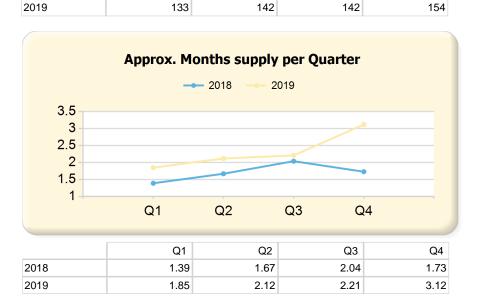
2018

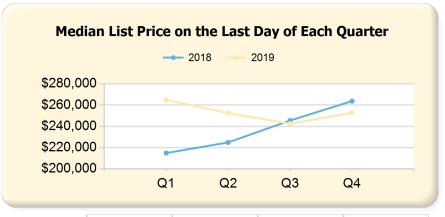


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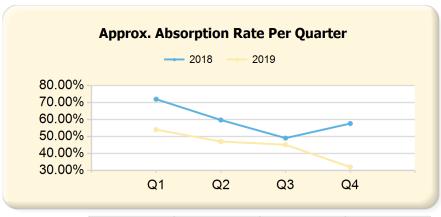
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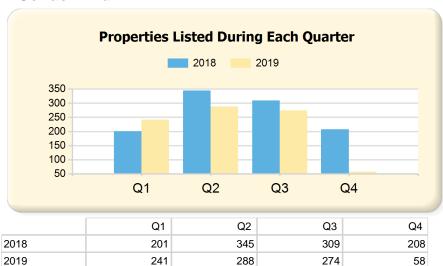
	Q1	Q2	Q3	Q4
2018	\$214,900.00	\$224,900.00	\$245,500.00	\$263,756.50
2019	\$265,000.00	\$252,450.00	\$242,500.00	\$252,749.50

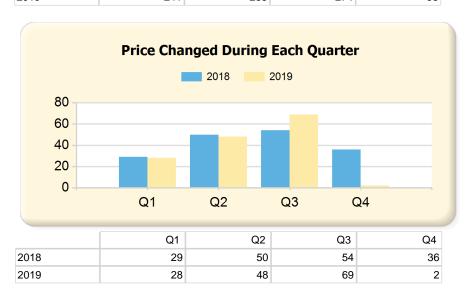


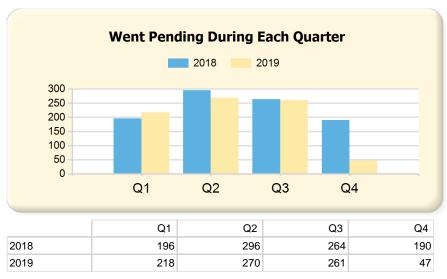
	Q1	Q2	Q3	Q4
2018	72.02%	59.76%	49.09%	57.66%
2019	54.07%	47.07%	45.19%	32.03%

2019 vs. 2018 Per Quarter

Prepared by Lisa Weener on Tuesday, October 15, 2019









2019 vs. 2018 Per Quarter

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\$199,900.00

\$239,900.00

Condominium

2018

2019



\$225,000.00

\$243,900.00

\$229,900.00

\$229,900.00

\$232,450.00

\$249,950.00

2018

2019



V.03,00	Q1	Q2	Q3	Q4	
	Q1	Q2		Q3	Q4
2018	\$199,000.00	\$209,450.00	\$229,9	00.00	\$257,400.00
2019	\$249,000.00	\$289,450.00	\$254,9	00.00	\$337,000.00



\$225,000.00

\$239,900.00

\$219,900.00

\$234,900.00

\$199,450.00

\$224,900.00

\$215,450.00

\$227,700.00



	Q1	Q2	Q3	Q4
2018	\$204,900.00	\$224,900.00	\$214,950.00	\$225,000.00
2019	\$217,400.00	\$236,950.00	\$235,000.00	\$239,900.00

2019 vs. 2018 Per Quarter

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