



# Greater Austin Area MLS Statistics October 2020 MLS Areas

 Independence Title

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# INDEPENDENCE TITLE MLS STATISTICS

## How to Use

### OVERVIEW

Our statistics are based solely on data from the Austin Board of Realtors MLS and therefore will not include all possible sales in the greater Austin area. For example, for-sale-by-owner properties and homes sold by licensed brokers but not listed in the MLS (often called “pocket listings”) would not be included in these figures. Not all sales are updated as “sold” in the MLS immediately after the sale, meaning some sales will be missing from the statistics until they’re updated the following month. Access to these statistics is restricted to members of the Austin Board of Realtors.

### Median vs. Average

- These statistics contain figures for both median and average, which are both useful for different purposes. The average simply means all the numbers are added together and divided by the total number. The median, on the other hand, is simply the middle number of a list of values.
- In an odd-numbered list, the median is the middle number. In an even-numbered list, the median is the average of the two middle numbers.  
Example: 1,3,6,7,9 6 is the median. (The average is 5.2)  
Example: 1,3,4,6,8,9 The median is the average of 4 and 6,  $4+6 / 2 = 5$ . (The average is 5.17)
- The median statistics can smooth out some of the large swings in trends often seen with averages. For example, if a few very expensive homes are sold in an otherwise middle-price-range neighborhood, the average price could go up quite a bit that month. But the median price probably won’t move much at all because it’s not affected by the larger numbers. This is especially true for smaller data sets where the ups and downs affect average pricing even more.

### Months of Inventory

- The months of inventory statistic answers the question: “If we kept selling the current active listings at the same rate we sold them in the previous month, how many months would it be until all the listings were sold?” For example, if there are 50 properties currently for sale in a certain area and last month there were 10 sales in that area, we can say the area has 5 months of inventory (50 active listings divided by 10 sold equals 5).
- While there is no universal standard for calculating months of inventory, the most common way is to take a snapshot of the number of active listings on a certain day each month and use that as the figure for dividing. Independence Title uses the number of active listings on the 15<sup>th</sup> day of each month divided by the total sales for that month.
- The months of inventory statistic is often used to determine if the local market is a seller’s or buyer’s market, and though it can be helpful for this purpose, it’s important to look at the recent trend over the past months to get the most accurate picture of inventory in your area. For example, four months of inventory would generally be considered a sign of a seller’s market, but if the trend line shows the figure rapidly increasing over the last several months, that could be an early sign of an oversupply. Conversely, a recent, significant decrease in months of inventory for a given area may be a sign that area is becoming “hot” for sellers, even if the current figure is higher than what would normally be considered a “seller’s market.”

### Sample Size

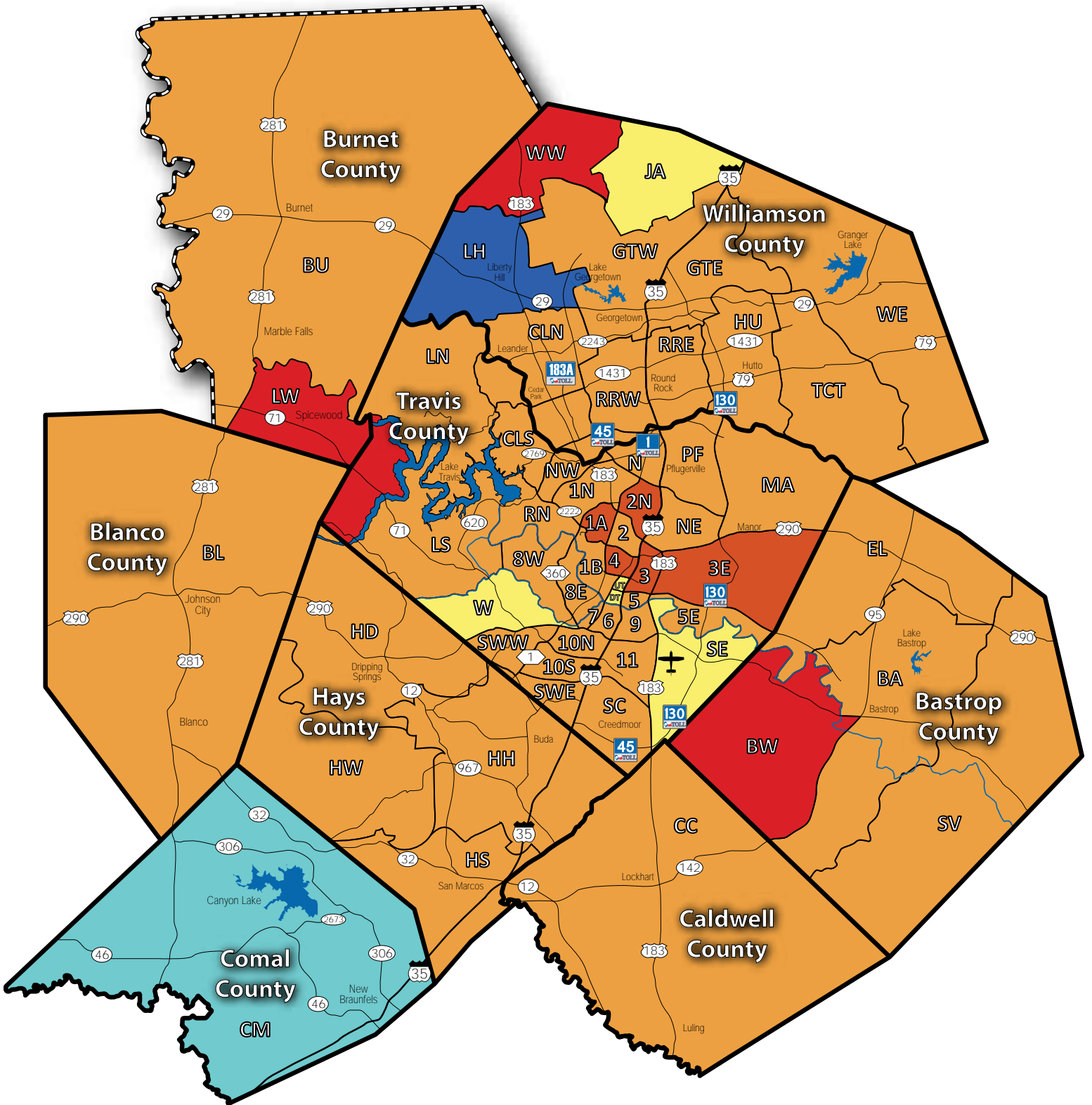
The larger the data set, the more accurate and useful the statistics become. Be careful when drawing conclusions from statistics based on a small number of sales, as they may not give an accurate picture of the true home value in an area.

### Zip Code Statistics vs MLS Areas

Independence Title publishes statistics both by MLS area and zip code. Both are useful in different circumstances, but keep in mind that MLS areas are created by the Board for consistency in both home value and area of town, whereas zip codes are created by the U.S. Postal Service for efficient mail routes, which may not correlate at all to home value or neighborhood characteristics. The best zip code statistics are found in zip codes with more consistent property types and values.

# Median Sales Price Heat Map

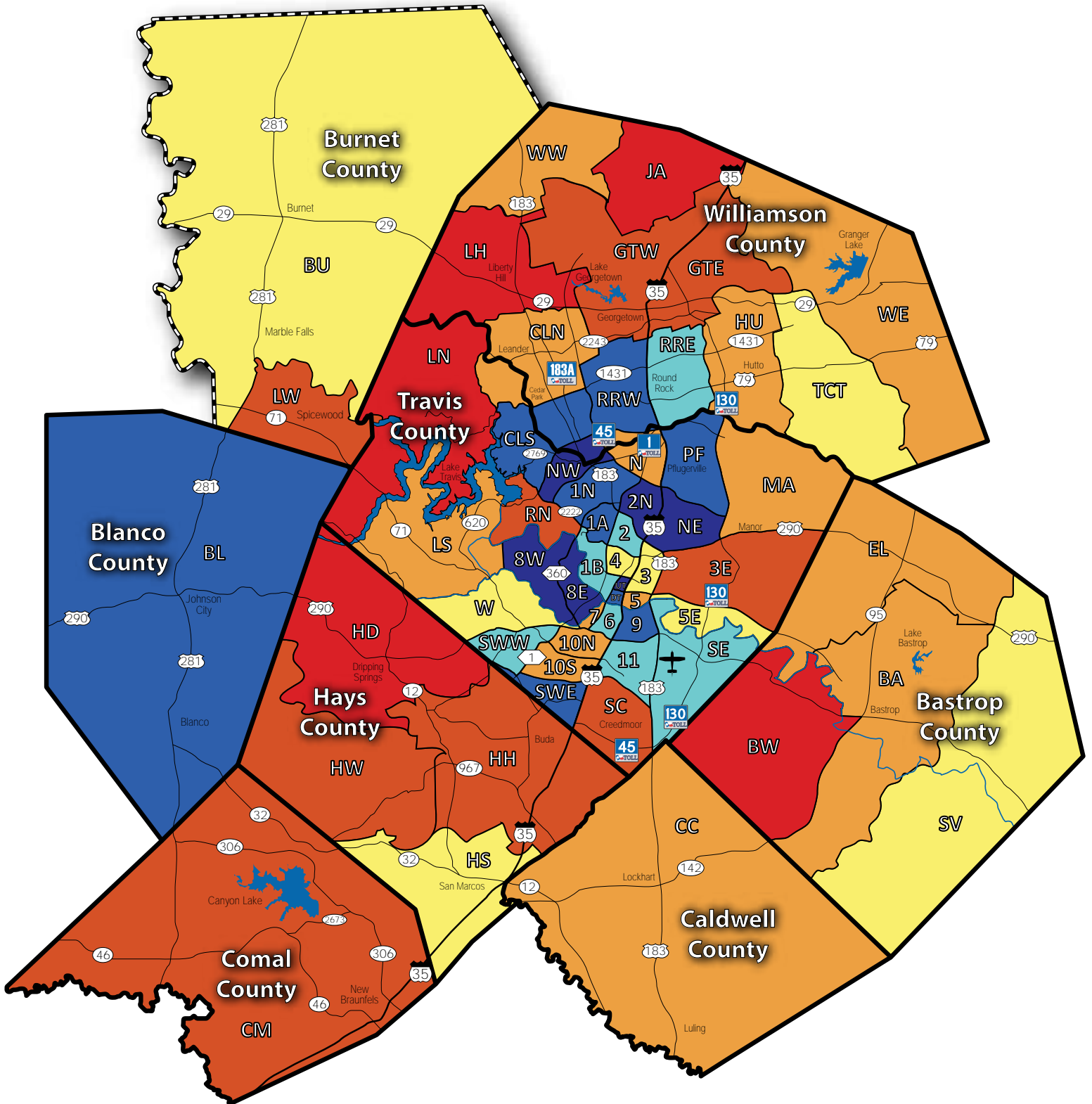
2020 YTD compared to 2019 YTD - October 2020 Update



# Number of Sales Heat Map

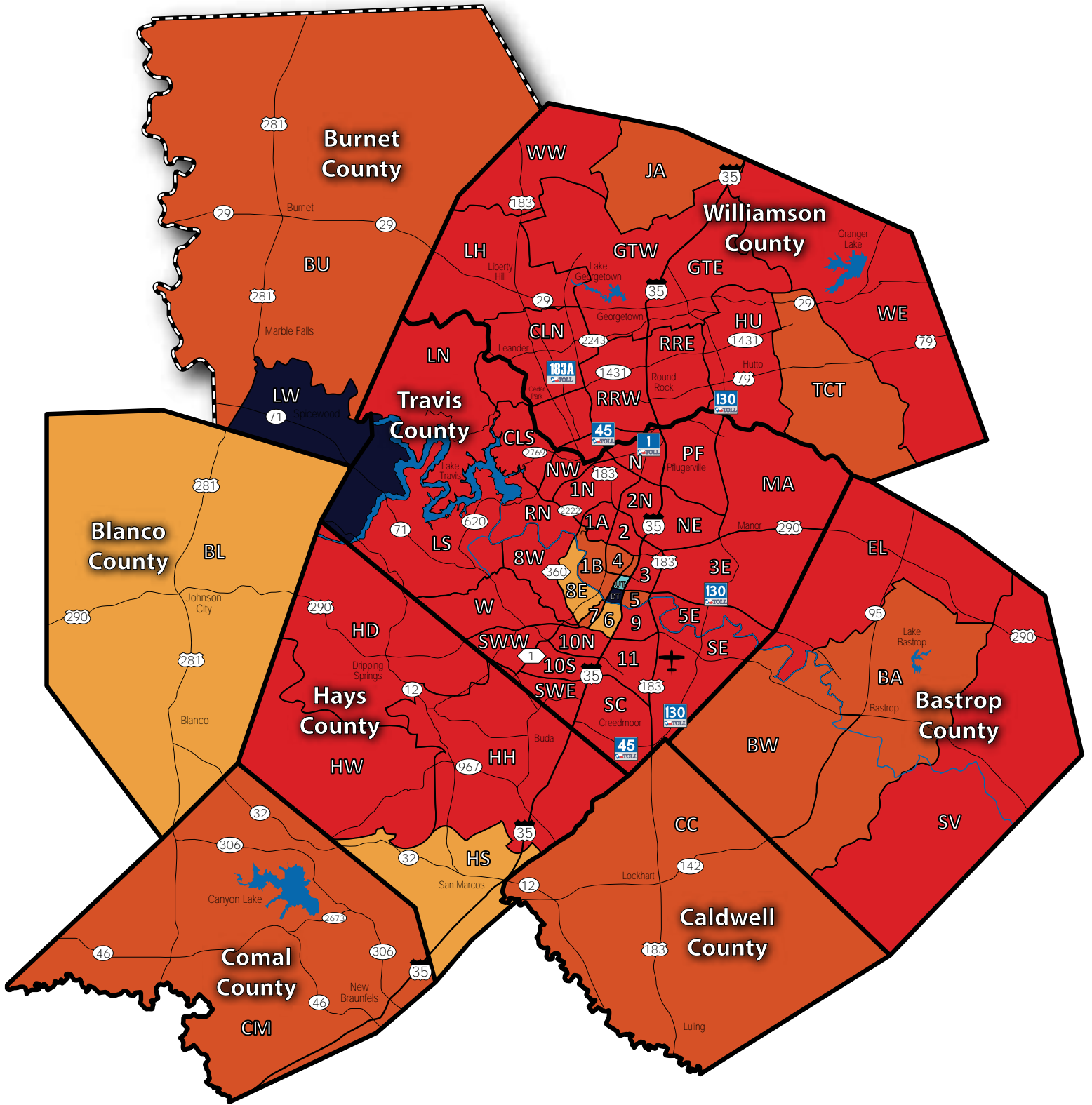
2020 YTD compared to 2019 YTD - October 2020 Update

-25% or more   -15% to -24%   -5% to -14%   -1% to -4%   0 to +4%   +5% to +14%   +15% to 24%   +25% or more



# Months of Inventory Heat Map

October 2020



# Greater Austin Area

# Residential Statistics



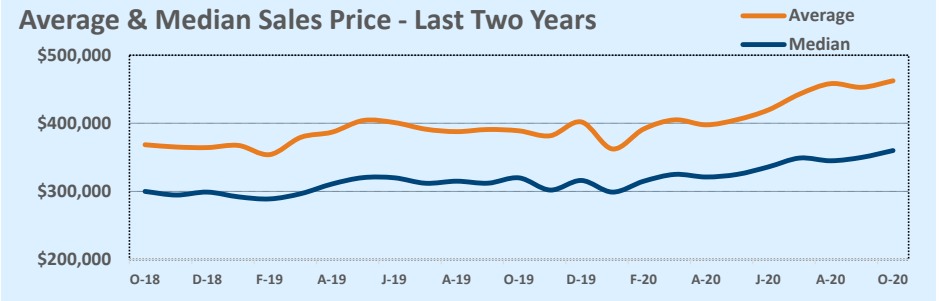
# October 2020

| Listings            | This Month      |                 |               | Year-to-Date     |                  |              |
|---------------------|-----------------|-----------------|---------------|------------------|------------------|--------------|
|                     | Oct 2020        | Oct 2019        | Change        | 2020             | 2019             | Change       |
| Single Family Sales | 3,453           | 2,880           | +19.9%        | 32,243           | 30,446           | +5.9%        |
| Condo/TH Sales      | 355             | 271             | +31.0%        | 3,194            | 3,095            | +3.2%        |
| <b>Total Sales</b>  | <b>3,808</b>    | <b>3,151</b>    | <b>+20.9%</b> | <b>35,437</b>    | <b>33,541</b>    | <b>+5.7%</b> |
| New Homes Only      | 337             | 321             | +5.0%         | 3,971            | 3,700            | +7.3%        |
| Resale Only         | 3,471           | 2,830           | +22.7%        | 31,466           | 29,841           | +5.4%        |
| Sales Volume        | \$1,761,176,999 | \$1,225,636,985 | +43.7%        | \$15,093,029,735 | \$13,002,185,113 | +16.1%       |
| New Listings        | 4,102           | 3,753           | +9.3%         | 42,160           | 43,272           | -2.6%        |
| Pending             | 4,076           | 3,194           | +27.6%        | 39,075           | 35,155           | +11.2%       |
| Withdrawn           | 303             | 630             | -51.9%        | 3,418            | 4,545            | -24.8%       |
| Expired             | 170             | 308             | -44.8%        | 2,066            | 2,680            | -22.9%       |
| Months of Inventory | 1.1             | 2.7             | -59.1%        | N/A              | N/A              | --           |

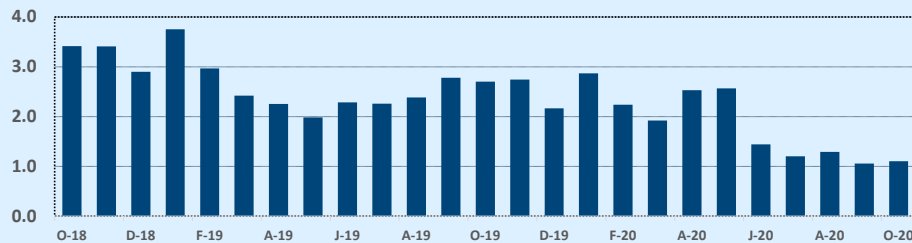
| Price Range          | This Month   |              |           | Year-to-Date  |               |           |
|----------------------|--------------|--------------|-----------|---------------|---------------|-----------|
|                      | New          | Sales        | DOM       | New           | Sales         | DOM       |
| \$149,999 or under   | 77           | 74           | 75        | 874           | 797           | 55        |
| \$150,000- \$199,999 | 157          | 139          | 34        | 1,966         | 1,756         | 40        |
| \$200,000- \$249,999 | 485          | 456          | 25        | 5,795         | 5,443         | 38        |
| \$250,000- \$299,999 | 743          | 630          | 29        | 7,298         | 6,215         | 46        |
| \$300,000- \$349,999 | 489          | 511          | 31        | 5,193         | 4,706         | 43        |
| \$350,000- \$399,999 | 449          | 438          | 31        | 4,587         | 3,835         | 46        |
| \$400,000- \$449,999 | 315          | 324          | 28        | 3,071         | 2,728         | 43        |
| \$450,000- \$499,999 | 267          | 242          | 30        | 2,658         | 2,078         | 44        |
| \$500,000- \$549,999 | 185          | 197          | 36        | 1,673         | 1,532         | 41        |
| \$550,000- \$599,999 | 157          | 143          | 30        | 1,640         | 1,257         | 45        |
| \$600,000- \$699,999 | 227          | 194          | 38        | 2,114         | 1,612         | 49        |
| \$700,000- \$799,999 | 141          | 123          | 36        | 1,360         | 990           | 43        |
| \$800,000- \$899,999 | 82           | 90           | 39        | 840           | 658           | 50        |
| \$900,000- \$999,999 | 64           | 39           | 43        | 578           | 364           | 56        |
| \$1M - \$1.99M       | 196          | 168          | 59        | 1,837         | 1,168         | 68        |
| \$2M - \$2.99M       | 39           | 26           | 110       | 392           | 192           | 99        |
| \$3M+                | 29           | 14           | 101       | 284           | 106           | 84        |
| <b>Totals</b>        | <b>4,102</b> | <b>3,808</b> | <b>34</b> | <b>42,160</b> | <b>35,437</b> | <b>45</b> |

| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$465,048  | \$397,251 | +17.1% | \$431,450    | \$394,933 | +9.2%  |
| List Price/SqFt      | \$212      | \$196     | +8.0%  | \$201        | \$189     | +6.0%  |
| Sold Price           | \$462,494  | \$388,968 | +18.9% | \$425,912    | \$387,650 | +9.9%  |
| Sold Price/SqFt      | \$211      | \$192     | +8.0%  | \$199        | \$186     | +6.7%  |
| Sold Price / Orig LP | 201.3%     | 130.3%    | +8.0%  | 152.6%       | 478.6%    | -68.1% |
| Days on Market       | 34         | 52        | -34.7% | 45           | 53        | -14.5% |

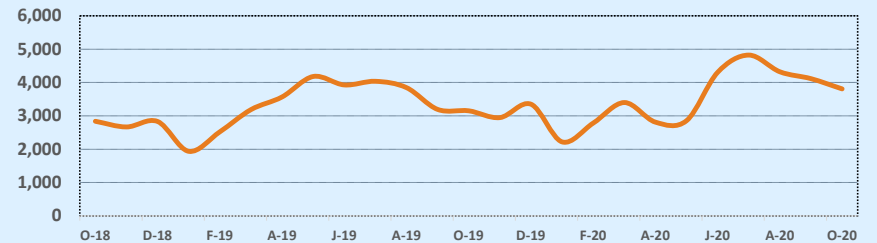
| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$360,000  | \$324,999 | +10.8% | \$339,000    | \$315,000 | +7.6%  |
| List Price/SqFt      | \$176      | \$162     | +8.4%  | \$168        | \$159     | +5.5%  |
| Sold Price           | \$360,000  | \$319,900 | +12.5% | \$335,000    | \$310,000 | +8.1%  |
| Sold Price/SqFt      | \$176      | \$160     | +10.3% | \$166        | \$157     | +6.1%  |
| Sold Price / Orig LP | 100.0%     | 98.0%     | +2.0%  | 99.0%        | 98.0%     | +1.0%  |
| Days on Market       | 9          | 28        | -67.9% | 15           | 23        | -34.8% |



## Months of Inventory - Last Two Years



## Number of Sales - Last Two Years



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# MLS Area 1A

# Residential Statistics



# October 2020

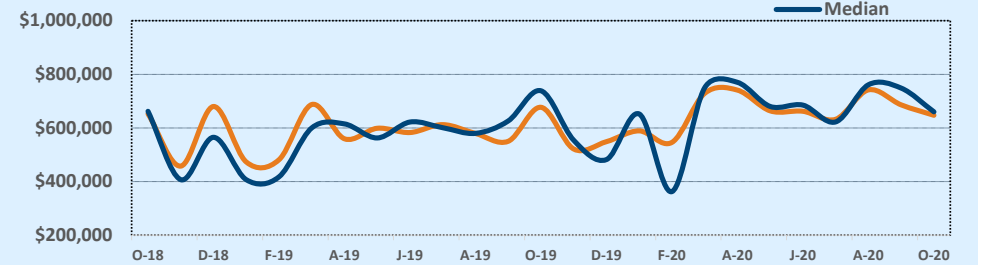
| Listings            | This Month   |              |               | Year-to-Date  |               |               |
|---------------------|--------------|--------------|---------------|---------------|---------------|---------------|
|                     | Oct 2020     | Oct 2019     | Change        | 2020          | 2019          | Change        |
| Single Family Sales | 24           | 27           | -11.1%        | 211           | 238           | -11.3%        |
| Condo/TH Sales      | 22           | 12           | +83.3%        | 142           | 174           | -18.4%        |
| <b>Total Sales</b>  | <b>46</b>    | <b>39</b>    | <b>+17.9%</b> | <b>353</b>    | <b>412</b>    | <b>-14.3%</b> |
| New Homes Only      | --           | --           | --            | 6             | 6             | --            |
| Resale Only         | 46           | 39           | +17.9%        | 347           | 406           | -14.5%        |
| Sales Volume        | \$29,765,925 | \$26,398,964 | +12.8%        | \$235,405,878 | \$238,758,982 | -1.4%         |
| New Listings        | 40           | 44           | -9.1%         | 423           | 484           | -12.6%        |
| Pending             | 28           | 33           | -15.2%        | 361           | 424           | -14.9%        |
| Withdrawn           | 4            | 6            | -33.3%        | 26            | 43            | -39.5%        |
| Expired             | --           | 1            | --            | 15            | 28            | -46.4%        |
| Months of Inventory | 0.9          | 1.2          | -20.7%        | N/A           | N/A           | --            |

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | --         | --        | --        | 1            | 1          | 8         |
| \$150,000- \$199,999 | 1          | 1         | 6         | 15           | 13         | 28        |
| \$200,000- \$249,999 | 3          | 3         | 11        | 42           | 34         | 16        |
| \$250,000- \$299,999 | 4          | 1         | 6         | 25           | 23         | 35        |
| \$300,000- \$349,999 | 3          | 1         | 13        | 20           | 12         | 21        |
| \$350,000- \$399,999 | 3          | 6         | 25        | 33           | 31         | 11        |
| \$400,000- \$449,999 | 4          | 5         | 18        | 16           | 11         | 11        |
| \$450,000- \$499,999 | 2          | 2         | 4         | 8            | 4          | 32        |
| \$500,000- \$549,999 | 2          | --        | --        | 9            | 8          | 11        |
| \$550,000- \$599,999 | 1          | 2         | 5         | 19           | 11         | 35        |
| \$600,000- \$699,999 | 4          | 4         | 15        | 30           | 32         | 18        |
| \$700,000- \$799,999 | 3          | 6         | 23        | 59           | 48         | 26        |
| \$800,000- \$899,999 | 1          | 8         | 7         | 44           | 49         | 11        |
| \$900,000- \$999,999 | --         | 2         | 5         | 33           | 27         | 18        |
| \$1M - \$1.99M       | 8          | 5         | 55        | 67           | 49         | 32        |
| \$2M - \$2.99M       | 1          | --        | --        | 2            | --         | --        |
| \$3M+                | --         | --        | --        | --           | --         | --        |
| <b>Totals</b>        | <b>40</b>  | <b>46</b> | <b>19</b> | <b>423</b>   | <b>353</b> | <b>21</b> |

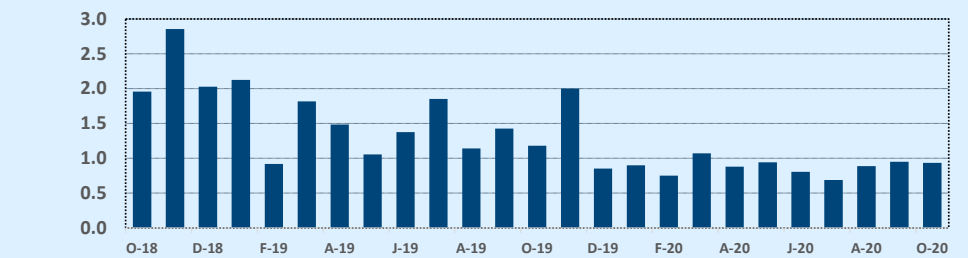
| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$653,717  | \$698,090 | -6.4%  | \$669,204    | \$588,531 | +13.7% |
| List Price/SqFt      | \$296      | \$290     | +2.3%  | \$291        | \$272     | +6.9%  |
| Sold Price           | \$647,085  | \$676,897 | -4.4%  | \$666,872    | \$579,512 | +15.1% |
| Sold Price/SqFt      | \$294      | \$283     | +3.8%  | \$290        | \$268     | +8.1%  |
| Sold Price / Orig LP | 98.2%      | 95.1%     | +3.3%  | 98.7%        | 97.0%     | +1.8%  |
| Days on Market       | 19         | 36        | -49.0% | 21           | 34        | -36.9% |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$662,500  | \$730,000 | -9.2%  | \$699,000    | \$599,000 | +16.7% |
| List Price/SqFt      | \$271      | \$297     | -8.8%  | \$285        | \$269     | +6.1%  |
| Sold Price           | \$660,000  | \$738,500 | -10.6% | \$685,000    | \$592,750 | +15.6% |
| Sold Price/SqFt      | \$266      | \$290     | -8.2%  | \$282        | \$264     | +6.9%  |
| Sold Price / Orig LP | 99.5%      | 95.0%     | +4.7%  | 99.0%        | 98.0%     | +1.0%  |
| Days on Market       | 9          | 20        | -57.5% | 6            | 13        | -52.0% |

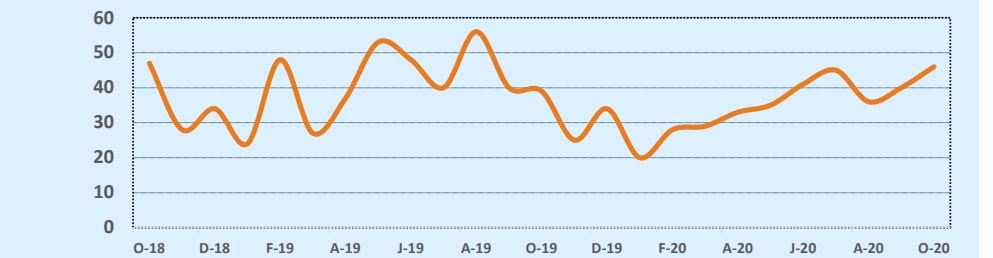
Average & Median Sales Price - Last Two Years



Months of Inventory - Last Two Years



Number of Sales - Last Two Years



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# MLS Area 1B

# Residential Statistics



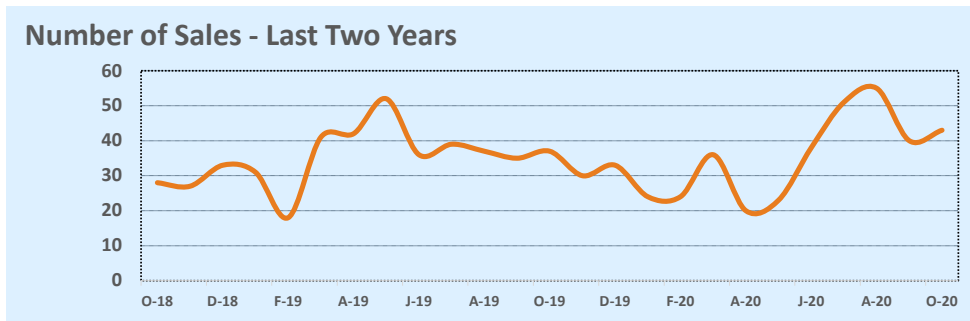
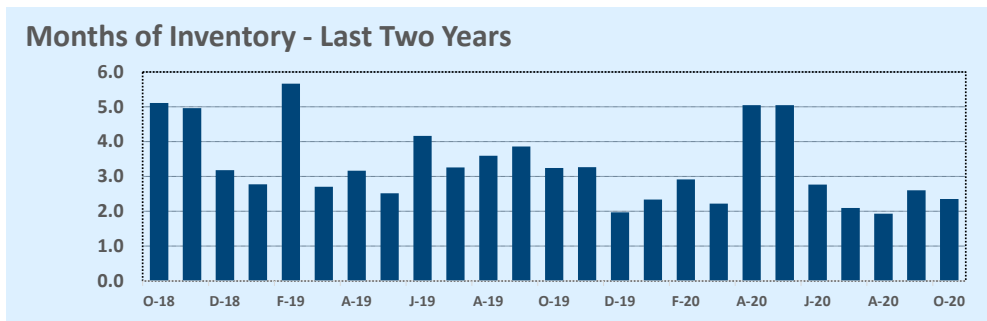
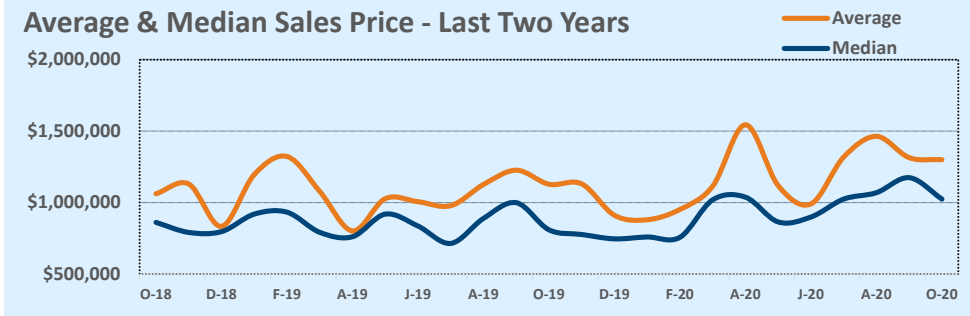
# October 2020

| Listings            | This Month   |              |               | Year-to-Date  |               |              |
|---------------------|--------------|--------------|---------------|---------------|---------------|--------------|
|                     | Oct 2020     | Oct 2019     | Change        | 2020          | 2019          | Change       |
| Single Family Sales | 30           | 30           | --            | 260           | 276           | -5.8%        |
| Condo/TH Sales      | 13           | 7            | +85.7%        | 94            | 92            | +2.2%        |
| <b>Total Sales</b>  | <b>43</b>    | <b>37</b>    | <b>+16.2%</b> | <b>354</b>    | <b>368</b>    | <b>-3.8%</b> |
| New Homes Only      | 2            | 2            | --            | 17            | 20            | -15.0%       |
| Resale Only         | 41           | 35           | +17.1%        | 337           | 348           | -3.2%        |
| Sales Volume        | \$55,934,000 | \$41,760,080 | +33.9%        | \$434,760,304 | \$393,141,522 | +10.6%       |
| New Listings        | 45           | 35           | +28.6%        | 555           | 552           | +0.5%        |
| Pending             | 39           | 24           | +62.5%        | 371           | 368           | +0.8%        |
| Withdrawn           | 13           | 15           | -13.3%        | 104           | 113           | -8.0%        |
| Expired             | 5            | 5            | --            | 31            | 40            | -22.5%       |
| Months of Inventory | 2.3          | 3.2          | -27.6%        | N/A           | N/A           | --           |

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | --         | --        | --        | --           | --         | --        |
| \$150,000- \$199,999 | --         | 1         | 8         | 3            | 2          | 6         |
| \$200,000- \$249,999 | --         | --        | --        | 3            | 3          | 4         |
| \$250,000- \$299,999 | 4          | --        | --        | 35           | 18         | 56        |
| \$300,000- \$349,999 | 1          | 1         | 6         | 17           | 13         | 35        |
| \$350,000- \$399,999 | --         | 3         | 37        | 13           | 12         | 28        |
| \$400,000- \$449,999 | 3          | 1         | 17        | 11           | 8          | 78        |
| \$450,000- \$499,999 | 1          | 1         | 28        | 11           | 4          | 40        |
| \$500,000- \$549,999 | --         | 2         | 195       | 9            | 9          | 65        |
| \$550,000- \$599,999 | --         | 1         | 41        | 12           | 9          | 33        |
| \$600,000- \$699,999 | 1          | 4         | 35        | 38           | 25         | 30        |
| \$700,000- \$799,999 | 3          | 3         | 9         | 37           | 30         | 60        |
| \$800,000- \$899,999 | 5          | 3         | 16        | 39           | 32         | 46        |
| \$900,000- \$999,999 | 5          | --        | --        | 39           | 15         | 63        |
| \$1M - \$1.99M       | 17         | 17        | 40        | 196          | 124        | 42        |
| \$2M - \$2.99M       | 5          | 4         | 37        | 51           | 26         | 38        |
| \$3M+                | --         | 2         | 64        | 41           | 24         | 51        |
| <b>Totals</b>        | <b>45</b>  | <b>43</b> | <b>41</b> | <b>555</b>   | <b>354</b> | <b>45</b> |

| Average              | This Month  |             |        | Year-to-Date |             |        |
|----------------------|-------------|-------------|--------|--------------|-------------|--------|
|                      | Oct 2020    | Oct 2019    | Change | 2020         | 2019        | Change |
| List Price           | \$1,352,393 | \$1,184,627 | +14.2% | \$1,279,798  | \$1,114,644 | +14.8% |
| List Price/SqFt      | \$487       | \$520       | -6.4%  | \$477        | \$449       | +6.2%  |
| Sold Price           | \$1,300,791 | \$1,128,651 | +15.3% | \$1,228,136  | \$1,068,319 | +15.0% |
| Sold Price/SqFt      | \$472       | \$496       | -4.8%  | \$463        | \$432       | +7.2%  |
| Sold Price / Orig LP | 94.9%       | 92.8%       | +2.2%  | 94.9%        | 93.9%       | +1.0%  |
| Days on Market       | 41          | 50          | -18.0% | 45           | 57          | -22.0% |

| Median               | This Month  |           |        | Year-to-Date |           |        |
|----------------------|-------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020    | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$1,049,000 | \$800,000 | +31.1% | \$982,000    | \$854,500 | +14.9% |
| List Price/SqFt      | \$445       | \$408     | +9.1%  | \$453        | \$429     | +5.7%  |
| Sold Price           | \$1,025,000 | \$810,000 | +26.5% | \$950,000    | \$835,000 | +13.8% |
| Sold Price/SqFt      | \$429       | \$394     | +9.0%  | \$438        | \$409     | +7.0%  |
| Sold Price / Orig LP | 96.0%       | 96.0%     | +0.0%  | 96.0%        | 96.0%     | --     |
| Days on Market       | 28          | 27        | +3.7%  | 26           | 28        | -8.9%  |



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# MLS Area 1N

# Residential Statistics



# October 2020

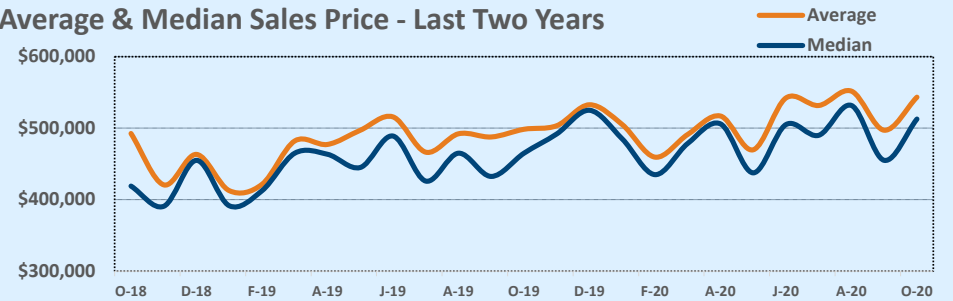
| Listings            | This Month   |              |               | Year-to-Date  |               |              |
|---------------------|--------------|--------------|---------------|---------------|---------------|--------------|
|                     | Oct 2020     | Oct 2019     | Change        | 2020          | 2019          | Change       |
| Single Family Sales | 49           | 36           | +36.1%        | 381           | 416           | -8.4%        |
| Condo/TH Sales      | 7            | 3            | +133.3%       | 56            | 40            | +40.0%       |
| <b>Total Sales</b>  | <b>56</b>    | <b>39</b>    | <b>+43.6%</b> | <b>437</b>    | <b>456</b>    | <b>-4.2%</b> |
| New Homes Only      | --           | --           | --            | 4             | 4             | --           |
| Resale Only         | 56           | 39           | +43.6%        | 433           | 452           | -4.2%        |
| Sales Volume        | \$30,428,280 | \$19,440,150 | +56.5%        | \$225,544,859 | \$218,441,802 | +3.3%        |
| New Listings        | 57           | 48           | +18.8%        | 524           | 504           | +4.0%        |
| Pending             | 59           | 40           | +47.5%        | 471           | 464           | +1.5%        |
| Withdrawn           | 3            | 4            | -25.0%        | 27            | 24            | +12.5%       |
| Expired             | 2            | 2            | --            | 9             | 14            | -35.7%       |
| Months of Inventory | 0.6          | 1.1          | -46.9%        | N/A           | N/A           | --           |

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | --         | --        | --        | --           | --         | --        |
| \$150,000- \$199,999 | --         | --        | --        | 4            | 3          | 23        |
| \$200,000- \$249,999 | --         | 1         | 10        | 12           | 10         | 15        |
| \$250,000- \$299,999 | 3          | 3         | 20        | 25           | 22         | 11        |
| \$300,000- \$349,999 | 3          | 3         | 4         | 20           | 21         | 15        |
| \$350,000- \$399,999 | 7          | 5         | 10        | 56           | 43         | 21        |
| \$400,000- \$449,999 | 9          | 6         | 36        | 83           | 77         | 22        |
| \$450,000- \$499,999 | 6          | 6         | 8         | 69           | 49         | 11        |
| \$500,000- \$549,999 | 5          | 6         | 8         | 40           | 50         | 11        |
| \$550,000- \$599,999 | 6          | 8         | 11        | 64           | 46         | 11        |
| \$600,000- \$699,999 | 3          | 7         | 14        | 62           | 55         | 16        |
| \$700,000- \$799,999 | 10         | 9         | 25        | 49           | 33         | 23        |
| \$800,000- \$899,999 | 2          | 1         | 5         | 18           | 18         | 31        |
| \$900,000- \$999,999 | 2          | --        | --        | 11           | 5          | 6         |
| \$1M - \$1.99M       | 1          | 1         | 1         | 9            | 5          | 4         |
| \$2M - \$2.99M       | --         | --        | --        | 2            | --         | --        |
| \$3M+                | --         | --        | --        | --           | --         | --        |
| <b>Totals</b>        | <b>57</b>  | <b>56</b> | <b>15</b> | <b>524</b>   | <b>437</b> | <b>17</b> |

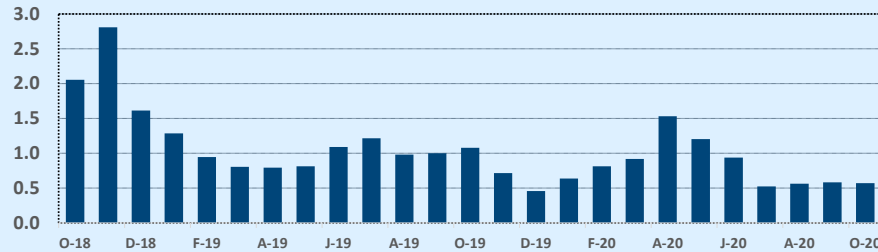
| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$537,183  | \$506,246 | +6.1%  | \$515,146    | \$481,014 | +7.1%  |
| List Price/SqFt      | \$254      | \$235     | +8.1%  | \$248        | \$229     | +8.1%  |
| Sold Price           | \$543,362  | \$498,465 | +9.0%  | \$516,121    | \$479,039 | +7.7%  |
| Sold Price/SqFt      | \$257      | \$231     | +11.2% | \$249        | \$229     | +8.8%  |
| Sold Price / Orig LP | 100.7%     | 96.3%     | +4.6%  | 99.6%        | 100.5%    | -0.9%  |
| Days on Market       | 15         | 28        | -44.7% | 17           | 24        | -32.2% |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$499,995  | \$474,999 | +5.3%  | \$485,000    | \$449,000 | +8.0%  |
| List Price/SqFt      | \$250      | \$238     | +5.0%  | \$248        | \$228     | +9.1%  |
| Sold Price           | \$512,750  | \$465,000 | +10.3% | \$490,000    | \$450,000 | +8.9%  |
| Sold Price/SqFt      | \$248      | \$235     | +5.8%  | \$249        | \$226     | +9.8%  |
| Sold Price / Orig LP | 100.5%     | 98.0%     | +2.6%  | 100.0%       | 99.0%     | +1.0%  |
| Days on Market       | 5          | 13        | -61.5% | 5            | 7         | -28.6% |

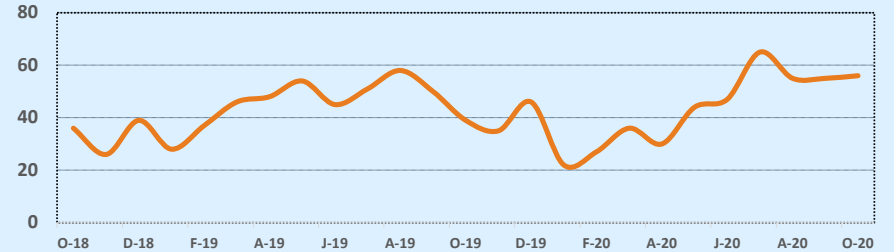
Average & Median Sales Price - Last Two Years



Months of Inventory - Last Two Years



Number of Sales - Last Two Years



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## MLS Area 2

## Residential Statistics



October 2020

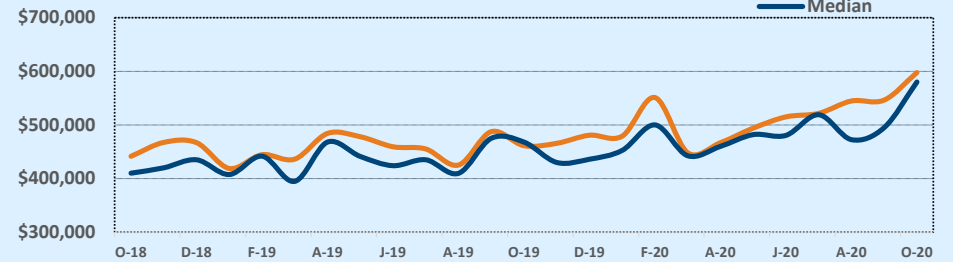
| Listings            | This Month   |              |              | Year-to-Date  |               |              |
|---------------------|--------------|--------------|--------------|---------------|---------------|--------------|
|                     | Oct 2020     | Oct 2019     | Change       | 2020          | 2019          | Change       |
| Single Family Sales | 40           | 39           | +2.6%        | 373           | 411           | -9.2%        |
| Condo/TH Sales      | 8            | 10           | -20.0%       | 131           | 109           | +20.2%       |
| <b>Total Sales</b>  | <b>48</b>    | <b>49</b>    | <b>-2.0%</b> | <b>504</b>    | <b>520</b>    | <b>-3.1%</b> |
| New Homes Only      | 9            | 4            | +125.0%      | 62            | 49            | +26.5%       |
| Resale Only         | 39           | 45           | -13.3%       | 442           | 471           | -6.2%        |
| Sales Volume        | \$28,687,150 | \$22,600,100 | +26.9%       | \$262,188,365 | \$237,567,772 | +10.4%       |
| New Listings        | 80           | 53           | +50.9%       | 635           | 610           | +4.1%        |
| Pending             | 73           | 48           | +52.1%       | 552           | 527           | +4.7%        |
| Withdrawn           | 3            | 2            | +50.0%       | 54            | 41            | +31.7%       |
| Expired             | 1            | 3            | -66.7%       | 25            | 20            | +25.0%       |
| Months of Inventory | 0.9          | 1.2          | -27.3%       | N/A           | N/A           | --           |

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | --         | --        | --        | 6            | 4          | 18        |
| \$150,000- \$199,999 | 4          | 1         | 63        | 48           | 45         | 27        |
| \$200,000- \$249,999 | 5          | 2         | 3         | 37           | 24         | 12        |
| \$250,000- \$299,999 | 1          | --        | --        | 11           | 9          | 44        |
| \$300,000- \$349,999 | 3          | 1         | 8         | 22           | 16         | 23        |
| \$350,000- \$399,999 | 3          | 9         | 30        | 39           | 37         | 44        |
| \$400,000- \$449,999 | 7          | 4         | 15        | 67           | 65         | 25        |
| \$450,000- \$499,999 | 9          | 1         | 76        | 91           | 64         | 15        |
| \$500,000- \$549,999 | 5          | 1         | --        | 54           | 57         | 22        |
| \$550,000- \$599,999 | 9          | 6         | 32        | 69           | 40         | 20        |
| \$600,000- \$699,999 | 16         | 8         | 8         | 79           | 55         | 15        |
| \$700,000- \$799,999 | 7          | 7         | 42        | 47           | 38         | 23        |
| \$800,000- \$899,999 | 4          | 3         | 9         | 20           | 13         | 26        |
| \$900,000- \$999,999 | 1          | 3         | 22        | 11           | 11         | 24        |
| \$1M - \$1.99M       | 6          | 2         | 15        | 34           | 26         | 22        |
| \$2M - \$2.99M       | --         | --        | --        | --           | --         | --        |
| \$3M+                | --         | --        | --        | --           | --         | --        |
| <b>Totals</b>        | <b>80</b>  | <b>48</b> | <b>24</b> | <b>635</b>   | <b>504</b> | <b>23</b> |

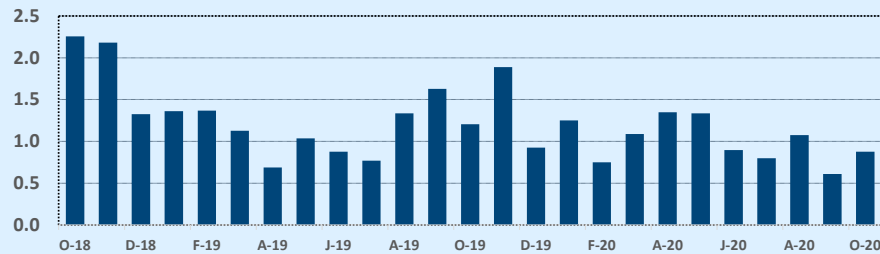
| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$594,164  | \$468,855 | +26.7% | \$518,803    | \$461,092 | +12.5% |
| List Price/SqFt      | \$353      | \$330     | +7.1%  | \$341        | \$319     | +6.8%  |
| Sold Price           | \$597,649  | \$461,227 | +29.6% | \$520,215    | \$456,861 | +13.9% |
| Sold Price/SqFt      | \$356      | \$324     | +9.9%  | \$342        | \$316     | +8.1%  |
| Sold Price / Orig LP | 99.6%      | 96.3%     | +3.4%  | 99.3%        | 97.8%     | +1.6%  |
| Days on Market       | 24         | 23        | +4.5%  | 23           | 24        | -5.1%  |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$591,950  | \$469,000 | +26.2% | \$485,000    | \$436,200 | +11.2% |
| List Price/SqFt      | \$361      | \$321     | +12.2% | \$340        | \$316     | +7.4%  |
| Sold Price           | \$580,000  | \$468,000 | +23.9% | \$485,000    | \$435,000 | +11.5% |
| Sold Price/SqFt      | \$365      | \$324     | +12.6% | \$342        | \$316     | +8.3%  |
| Sold Price / Orig LP | 100.0%     | 98.0%     | +2.0%  | 100.0%       | 99.0%     | +1.0%  |
| Days on Market       | 7          | 10        | -35.0% | 7            | 7         | --     |

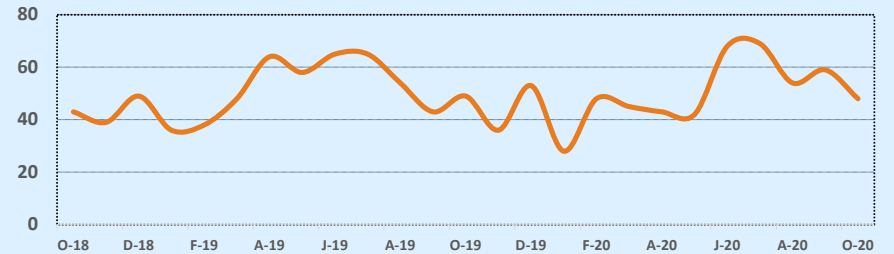
Average & Median Sales Price - Last Two Years



Months of Inventory - Last Two Years



Number of Sales - Last Two Years



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## MLS Area 2N

## Residential Statistics

## Independence Title

## October 2020

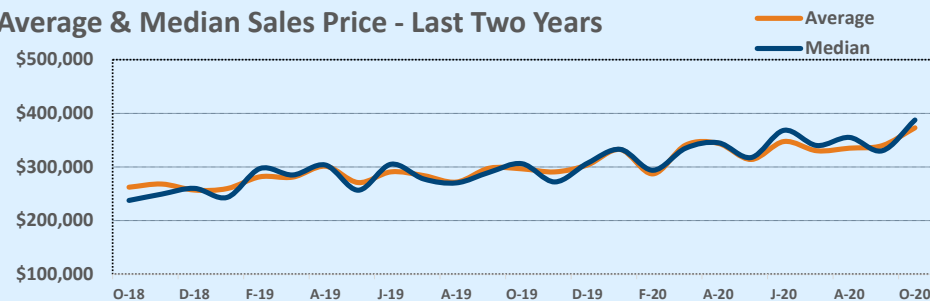
| Listings            | This Month   |              |               | Year-to-Date  |               |               |
|---------------------|--------------|--------------|---------------|---------------|---------------|---------------|
|                     | Oct 2020     | Oct 2019     | Change        | 2020          | 2019          | Change        |
| Single Family Sales | 30           | 27           | +11.1%        | 238           | 276           | -13.8%        |
| Condo/TH Sales      | 5            | 12           | -58.3%        | 78            | 103           | -24.3%        |
| <b>Total Sales</b>  | <b>35</b>    | <b>39</b>    | <b>-10.3%</b> | <b>316</b>    | <b>379</b>    | <b>-16.6%</b> |
| New Homes Only      | --           | 1            | --            | --            | 1             | --            |
| Resale Only         | 35           | 38           | -7.9%         | 316           | 378           | -16.4%        |
| Sales Volume        | \$13,054,650 | \$11,558,865 | +12.9%        | \$106,089,733 | \$107,829,787 | -1.6%         |
| New Listings        | 49           | 41           | +19.5%        | 421           | 421           | --            |
| Pending             | 43           | 25           | +72.0%        | 368           | 374           | -1.6%         |
| Withdrawn           | 6            | 3            | +100.0%       | 26            | 23            | +13.0%        |
| Expired             | 3            | 1            | +200.0%       | 12            | 16            | -25.0%        |
| Months of Inventory | 1.1          | 1.1          | +8.7%         | N/A           | N/A           | --            |

| Average              | This Month |           |        | Year-to-Date |           |         |
|----------------------|------------|-----------|--------|--------------|-----------|---------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change  |
| List Price           | \$375,167  | \$297,690 | +26.0% | \$335,869    | \$286,496 | +17.2%  |
| List Price/SqFt      | \$256      | \$217     | +18.2% | \$231        | \$206     | +12.2%  |
| Sold Price           | \$372,990  | \$296,381 | +25.8% | \$335,727    | \$284,511 | +18.0%  |
| Sold Price/SqFt      | \$256      | \$216     | +18.3% | \$231        | \$204     | +13.1%  |
| Sold Price / Orig LP | 98.7%      | 97.7%     | +1.0%  | 244.5%       | 98.2%     | +148.9% |
| Days on Market       | 35         | 26        | +30.8% | 21           | 23        | -11.3%  |

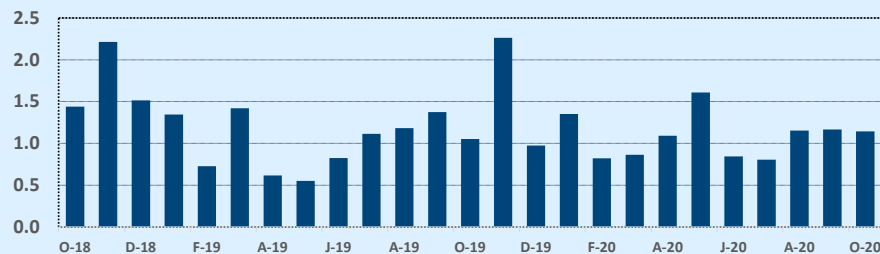
| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$379,900  | \$300,000 | +26.6% | \$339,900    | \$294,900 | +15.3% |
| List Price/SqFt      | \$245      | \$210     | +16.9% | \$228        | \$202     | +13.2% |
| Sold Price           | \$387,500  | \$306,000 | +26.6% | \$339,950    | \$287,500 | +18.2% |
| Sold Price/SqFt      | \$243      | \$206     | +17.9% | \$231        | \$200     | +15.8% |
| Sold Price / Orig LP | 100.0%     | 99.0%     | +1.0%  | 100.0%       | 99.0%     | +1.0%  |
| Days on Market       | 7          | 10        | -30.0% | 5            | 7         | -28.6% |

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | 1          | 1         | 556       | 14           | 11         | 71        |
| \$150,000- \$199,999 | 6          | 3         | 16        | 57           | 37         | 14        |
| \$200,000- \$249,999 | 4          | 3         | 4         | 46           | 39         | 18        |
| \$250,000- \$299,999 | 7          | --        | --        | 37           | 29         | 12        |
| \$300,000- \$349,999 | 5          | 5         | 14        | 50           | 50         | 19        |
| \$350,000- \$399,999 | 8          | 9         | 15        | 69           | 48         | 26        |
| \$400,000- \$449,999 | 11         | 9         | 10        | 68           | 53         | 18        |
| \$450,000- \$499,999 | 1          | 3         | 15        | 35           | 32         | 12        |
| \$500,000- \$549,999 | 6          | 1         | 11        | 14           | 9          | 8         |
| \$550,000- \$599,999 | --         | --        | --        | 14           | 3          | 38        |
| \$600,000- \$699,999 | --         | --        | --        | 14           | 3          | 68        |
| \$700,000- \$799,999 | --         | --        | --        | --           | --         | --        |
| \$800,000- \$899,999 | --         | --        | --        | 1            | 1          | 18        |
| \$900,000- \$999,999 | --         | --        | --        | 1            | --         | --        |
| \$1M - \$1.99M       | --         | 1         | 241       | 1            | 1          | 241       |
| \$2M - \$2.99M       | --         | --        | --        | --           | --         | --        |
| \$3M+                | --         | --        | --        | --           | --         | --        |
| <b>Totals</b>        | <b>49</b>  | <b>35</b> | <b>35</b> | <b>421</b>   | <b>316</b> | <b>21</b> |

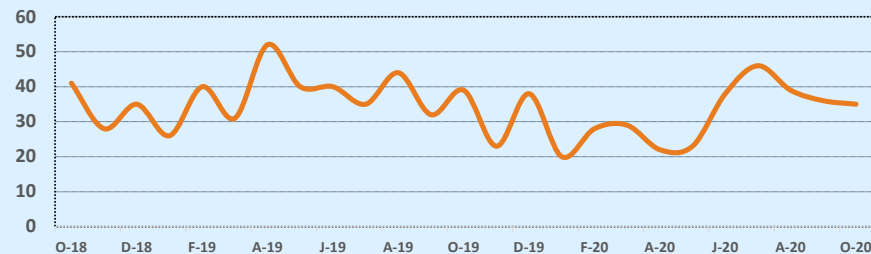
### Average & Median Sales Price - Last Two Years



### Months of Inventory - Last Two Years



### Number of Sales - Last Two Years



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## MLS Area 3

## Residential Statistics

## Independence Title

## October 2020

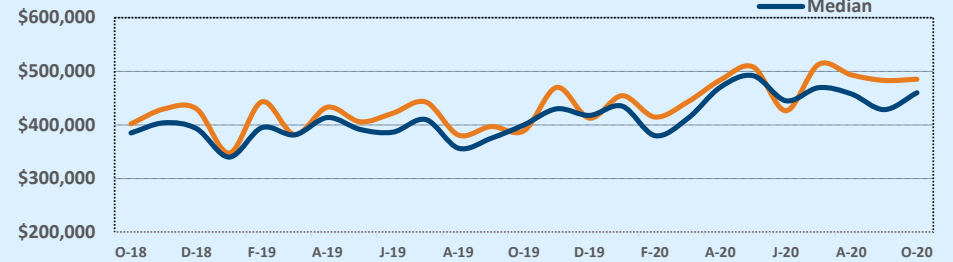
| Listings            | This Month   |              |               | Year-to-Date  |               |              |
|---------------------|--------------|--------------|---------------|---------------|---------------|--------------|
|                     | Oct 2020     | Oct 2019     | Change        | 2020          | 2019          | Change       |
| Single Family Sales | 40           | 45           | -11.1%        | 409           | 384           | +6.5%        |
| Condo/TH Sales      | 8            | 14           | -42.9%        | 111           | 139           | -20.1%       |
| <b>Total Sales</b>  | <b>48</b>    | <b>59</b>    | <b>-18.6%</b> | <b>520</b>    | <b>523</b>    | <b>-0.6%</b> |
| New Homes Only      | 3            | 5            | -40.0%        | 48            | 37            | +29.7%       |
| Resale Only         | 45           | 54           | -16.7%        | 472           | 486           | -2.9%        |
| Sales Volume        | \$23,290,526 | \$22,953,414 | +1.5%         | \$246,943,542 | \$212,411,659 | +16.3%       |
| New Listings        | 81           | 68           | +19.1%        | 660           | 663           | -0.5%        |
| Pending             | 64           | 45           | +42.2%        | 570           | 527           | +8.2%        |
| Withdrawn           | 7            | 13           | -46.2%        | 56            | 68            | -17.6%       |
| Expired             | 2            | 5            | -60.0%        | 23            | 44            | -47.7%       |
| Months of Inventory | 1.4          | 1.7          | -17.2%        | N/A           | N/A           | --           |

| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$486,878  | \$392,784 | +24.0% | \$474,630    | \$412,096 | +15.2% |
| List Price/SqFt      | \$305      | \$298     | +2.3%  | \$306        | \$287     | +6.6%  |
| Sold Price           | \$485,219  | \$389,041 | +24.7% | \$474,891    | \$406,141 | +16.9% |
| Sold Price/SqFt      | \$304      | \$295     | +2.8%  | \$306        | \$282     | +8.6%  |
| Sold Price / Orig LP | 98.9%      | 97.2%     | +1.8%  | 100.4%       | 97.2%     | +3.2%  |
| Days on Market       | 14         | 30        | -52.1% | 25           | 35        | -28.5% |

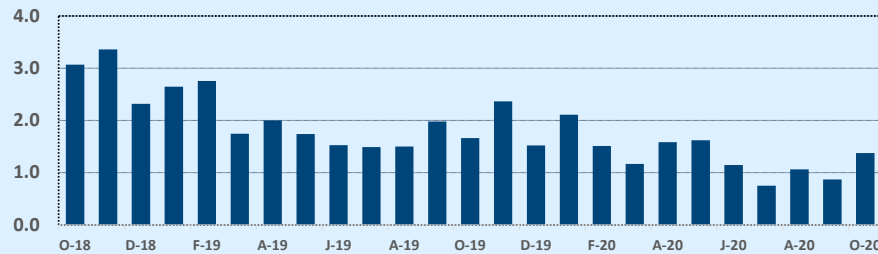
| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$455,000  | \$395,000 | +15.2% | \$449,925    | \$395,000 | +13.9% |
| List Price/SqFt      | \$289      | \$294     | -1.7%  | \$299        | \$273     | +9.7%  |
| Sold Price           | \$460,000  | \$400,000 | +15.0% | \$450,000    | \$389,900 | +15.4% |
| Sold Price/SqFt      | \$297      | \$290     | +2.4%  | \$303        | \$269     | +12.6% |
| Sold Price / Orig LP | 100.0%     | 98.0%     | +2.0%  | 100.0%       | 99.0%     | +1.0%  |
| Days on Market       | 7          | 14        | -50.0% | 7            | 12        | -41.7% |

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | --         | --        | --        | --           | --         | --        |
| \$150,000- \$199,999 | 3          | --        | --        | 18           | 11         | 94        |
| \$200,000- \$249,999 | 3          | 4         | 10        | 44           | 39         | 36        |
| \$250,000- \$299,999 | 5          | --        | --        | 24           | 25         | 25        |
| \$300,000- \$349,999 | 7          | 4         | 11        | 55           | 38         | 22        |
| \$350,000- \$399,999 | 9          | 7         | 11        | 94           | 63         | 26        |
| \$400,000- \$449,999 | 10         | 8         | 29        | 92           | 82         | 19        |
| \$450,000- \$499,999 | 10         | 5         | 12        | 93           | 65         | 25        |
| \$500,000- \$549,999 | 9          | 5         | 6         | 51           | 50         | 28        |
| \$550,000- \$599,999 | 8          | 4         | 10        | 55           | 31         | 20        |
| \$600,000- \$699,999 | 10         | 7         | 15        | 73           | 59         | 25        |
| \$700,000- \$799,999 | 3          | 3         | 6         | 33           | 36         | 9         |
| \$800,000- \$899,999 | 3          | --        | --        | 13           | 12         | 23        |
| \$900,000- \$999,999 | 1          | --        | --        | 8            | 4          | 25        |
| \$1M - \$1.99M       | --         | 1         | 48        | 7            | 5          | 14        |
| \$2M - \$2.99M       | --         | --        | --        | --           | --         | --        |
| \$3M+                | --         | --        | --        | --           | --         | --        |
| <b>Totals</b>        | <b>81</b>  | <b>48</b> | <b>14</b> | <b>660</b>   | <b>520</b> | <b>25</b> |

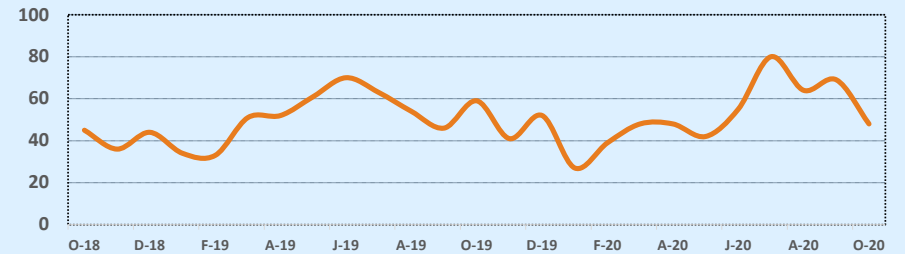
Average & Median Sales Price - Last Two Years



Months of Inventory - Last Two Years



Number of Sales - Last Two Years



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## MLS Area 3E

## Residential Statistics



October 2020

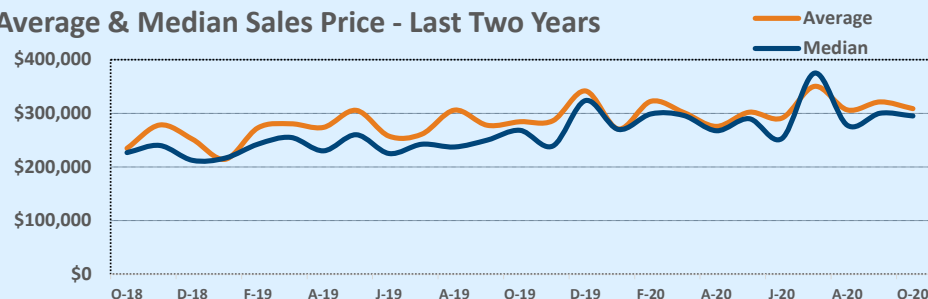
| Listings            | This Month  |             |              | Year-to-Date |              |               |
|---------------------|-------------|-------------|--------------|--------------|--------------|---------------|
|                     | Oct 2020    | Oct 2019    | Change       | 2020         | 2019         | Change        |
| Single Family Sales | 21          | 23          | -8.7%        | 205          | 172          | +19.2%        |
| Condo/TH Sales      | --          | --          | --           | --           | --           | --            |
| <b>Total Sales</b>  | <b>21</b>   | <b>23</b>   | <b>-8.7%</b> | <b>205</b>   | <b>172</b>   | <b>+19.2%</b> |
| New Homes Only      | 2           | 1           | +100.0%      | 32           | 24           | +33.3%        |
| Resale Only         | 19          | 22          | -13.6%       | 173          | 148          | +16.9%        |
| Sales Volume        | \$6,481,475 | \$6,537,933 | -0.9%        | \$63,125,856 | \$47,878,766 | +31.8%        |
| New Listings        | 19          | 25          | -24.0%       | 265          | 233          | +13.7%        |
| Pending             | 25          | 19          | +31.6%       | 262          | 200          | +31.0%        |
| Withdrawn           | 1           | 3           | -66.7%       | 12           | 10           | +20.0%        |
| Expired             | 2           | --          | --           | 10           | 8            | +25.0%        |
| Months of Inventory | 0.4         | 1.2         | -67.5%       | N/A          | N/A          | --            |

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | 1          | --        | --        | 4            | 4          | 71        |
| \$150,000- \$199,999 | --         | 1         | 25        | 10           | 11         | 47        |
| \$200,000- \$249,999 | 5          | 4         | 18        | 60           | 50         | 22        |
| \$250,000- \$299,999 | 4          | 6         | 35        | 75           | 54         | 38        |
| \$300,000- \$349,999 | 3          | 7         | 24        | 53           | 33         | 28        |
| \$350,000- \$399,999 | 2          | --        | --        | 13           | 10         | 26        |
| \$400,000- \$449,999 | 2          | --        | --        | 14           | 13         | 13        |
| \$450,000- \$499,999 | 1          | 3         | 17        | 29           | 23         | 37        |
| \$500,000- \$549,999 | --         | --        | --        | 3            | 2          | 7         |
| \$550,000- \$599,999 | 1          | --        | --        | 4            | 4          | 84        |
| \$600,000- \$699,999 | --         | --        | --        | --           | 1          | 2         |
| \$700,000- \$799,999 | --         | --        | --        | --           | --         | --        |
| \$800,000- \$899,999 | --         | --        | --        | --           | --         | --        |
| \$900,000- \$999,999 | --         | --        | --        | --           | --         | --        |
| \$1M - \$1.99M       | --         | --        | --        | --           | --         | --        |
| \$2M - \$2.99M       | --         | --        | --        | --           | --         | --        |
| \$3M+                | --         | --        | --        | --           | --         | --        |
| <b>Totals</b>        | <b>19</b>  | <b>21</b> | <b>25</b> | <b>265</b>   | <b>205</b> | <b>32</b> |

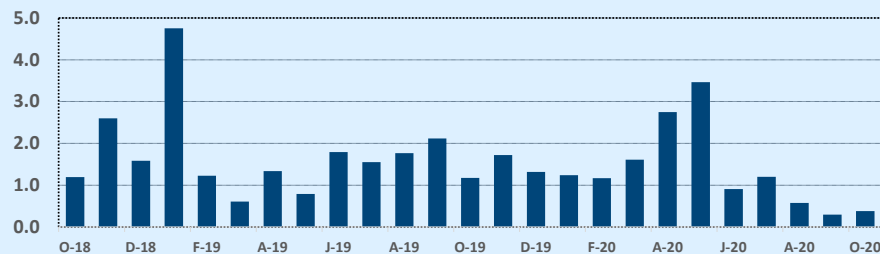
| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$301,866  | \$288,013 | +4.8%  | \$309,154    | \$280,573 | +10.2% |
| List Price/SqFt      | \$191      | \$161     | +18.2% | \$183        | \$167     | +9.7%  |
| Sold Price           | \$308,642  | \$284,258 | +8.6%  | \$307,931    | \$278,365 | +10.6% |
| Sold Price/SqFt      | \$195      | \$160     | +21.8% | \$183        | \$166     | +10.2% |
| Sold Price / Orig LP | 102.3%     | 96.6%     | +6.0%  | 103.0%       | 589.8%    | -82.5% |
| Days on Market       | 25         | 54        | -53.8% | 32           | 29        | +8.0%  |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$289,900  | \$263,990 | +9.8%  | \$287,470    | \$243,050 | +18.3% |
| List Price/SqFt      | \$192      | \$157     | +21.9% | \$179        | \$167     | +7.2%  |
| Sold Price           | \$295,000  | \$268,250 | +10.0% | \$282,990    | \$242,283 | +16.8% |
| Sold Price/SqFt      | \$192      | \$157     | +22.3% | \$179        | \$160     | +11.7% |
| Sold Price / Orig LP | 102.0%     | 99.0%     | +3.0%  | 100.0%       | 100.0%    | --     |
| Days on Market       | 9          | 25        | -64.0% | 10           | 12        | -16.7% |

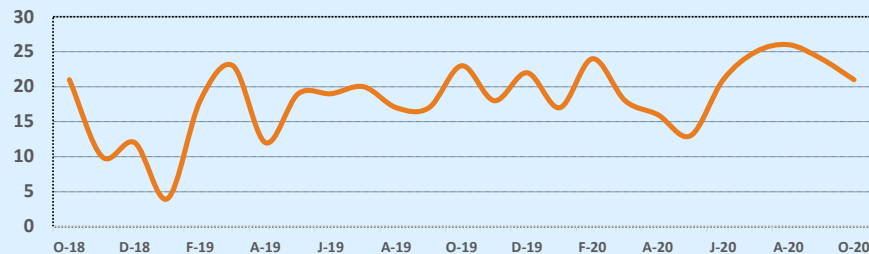
Average & Median Sales Price - Last Two Years



Months of Inventory - Last Two Years



Number of Sales - Last Two Years



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## MLS Area 4

## Residential Statistics



## October 2020

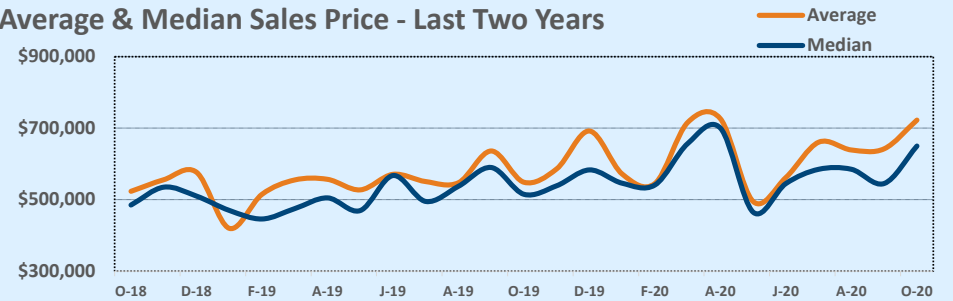
| Listings            | This Month   |              |               | Year-to-Date  |               |              |
|---------------------|--------------|--------------|---------------|---------------|---------------|--------------|
|                     | Oct 2020     | Oct 2019     | Change        | 2020          | 2019          | Change       |
| Single Family Sales | 36           | 29           | +24.1%        | 265           | 269           | -1.5%        |
| Condo/TH Sales      | 5            | 8            | -37.5%        | 104           | 92            | +13.0%       |
| <b>Total Sales</b>  | <b>41</b>    | <b>37</b>    | <b>+10.8%</b> | <b>369</b>    | <b>361</b>    | <b>+2.2%</b> |
| New Homes Only      | 2            | 3            | -33.3%        | 34            | 31            | +9.7%        |
| Resale Only         | 39           | 34           | +14.7%        | 335           | 330           | +1.5%        |
| Sales Volume        | \$29,626,668 | \$20,302,192 | +45.9%        | \$234,515,792 | \$198,268,844 | +18.3%       |
| New Listings        | 52           | 68           | -23.5%        | 496           | 524           | -5.3%        |
| Pending             | 39           | 51           | -23.5%        | 407           | 411           | -1.0%        |
| Withdrawn           | 5            | 4            | +25.0%        | 57            | 53            | +7.5%        |
| Expired             | 4            | 6            | -33.3%        | 30            | 45            | -33.3%       |
| Months of Inventory | 1.9          | 2.8          | -31.0%        | N/A           | N/A           | --           |

| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$721,846  | \$560,197 | +28.9% | \$640,509    | \$557,347 | +14.9% |
| List Price/SqFt      | \$428      | \$380     | +12.6% | \$392        | \$369     | +6.3%  |
| Sold Price           | \$722,602  | \$548,708 | +31.7% | \$635,544    | \$549,221 | +15.7% |
| Sold Price/SqFt      | \$429      | \$372     | +15.3% | \$390        | \$363     | +7.3%  |
| Sold Price / Orig LP | 98.4%      | 97.4%     | +1.0%  | 98.2%        | 99.5%     | -1.3%  |
| Days on Market       | 23         | 46        | -49.0% | 39           | 43        | -9.1%  |

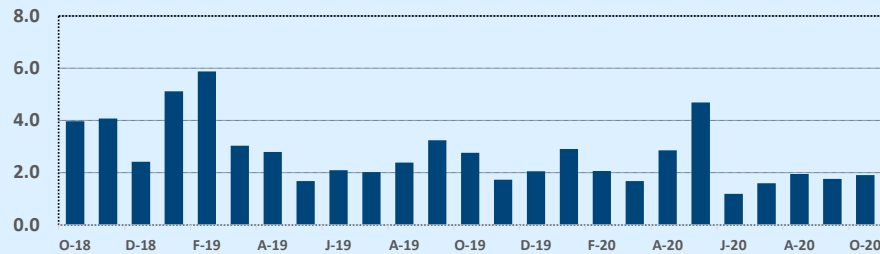
| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$650,000  | \$525,000 | +23.8% | \$575,500    | \$510,000 | +12.8% |
| List Price/SqFt      | \$444      | \$375     | +18.2% | \$385        | \$362     | +6.6%  |
| Sold Price           | \$650,000  | \$515,000 | +26.2% | \$580,000    | \$505,000 | +14.9% |
| Sold Price/SqFt      | \$440      | \$355     | +23.7% | \$379        | \$355     | +6.8%  |
| Sold Price / Orig LP | 100.0%     | 98.0%     | +2.0%  | 99.0%        | 98.0%     | +1.0%  |
| Days on Market       | 13         | 12        | +8.3%  | 13           | 14        | -7.1%  |

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | --         | --        | --        | 1            | 1          | 18        |
| \$150,000- \$199,999 | 2          | 1         | 8         | 20           | 15         | 30        |
| \$200,000- \$249,999 | 4          | 1         | 57        | 22           | 15         | 43        |
| \$250,000- \$299,999 | 1          | --        | --        | 16           | 11         | 39        |
| \$300,000- \$349,999 | 1          | 1         | 24        | 12           | 11         | 30        |
| \$350,000- \$399,999 | 2          | 2         | 57        | 25           | 20         | 32        |
| \$400,000- \$449,999 | 1          | 3         | 18        | 26           | 23         | 32        |
| \$450,000- \$499,999 | 6          | 4         | 34        | 45           | 32         | 22        |
| \$500,000- \$549,999 | 5          | 2         | 14        | 40           | 40         | 23        |
| \$550,000- \$599,999 | 3          | --        | --        | 46           | 29         | 32        |
| \$600,000- \$699,999 | 12         | 8         | 9         | 57           | 33         | 16        |
| \$700,000- \$799,999 | 1          | 8         | 16        | 52           | 58         | 55        |
| \$800,000- \$899,999 | 7          | 2         | 88        | 43           | 24         | 31        |
| \$900,000- \$999,999 | 3          | 2         | 47        | 23           | 15         | 26        |
| \$1M - \$1.99M       | 4          | 7         | 9         | 68           | 42         | 87        |
| \$2M - \$2.99M       | --         | --        | --        | --           | --         | --        |
| \$3M+                | --         | --        | --        | --           | --         | --        |
| <b>Totals</b>        | <b>52</b>  | <b>41</b> | <b>23</b> | <b>496</b>   | <b>369</b> | <b>39</b> |

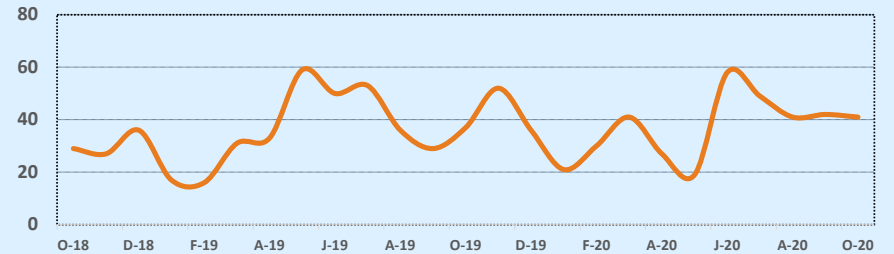
Average & Median Sales Price - Last Two Years



Months of Inventory - Last Two Years



Number of Sales - Last Two Years



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## MLS Area 5

## Residential Statistics



## October 2020

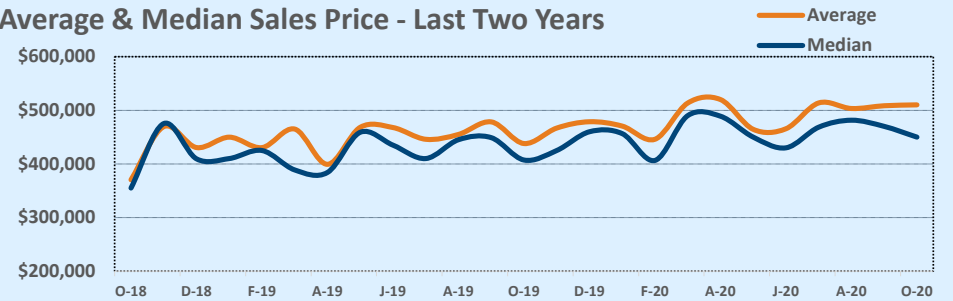
| Listings            | This Month   |              |              | Year-to-Date  |               |              |
|---------------------|--------------|--------------|--------------|---------------|---------------|--------------|
|                     | Oct 2020     | Oct 2019     | Change       | 2020          | 2019          | Change       |
| Single Family Sales | 59           | 52           | +13.5%       | 507           | 477           | +6.3%        |
| Condo/TH Sales      | 16           | 19           | -15.8%       | 154           | 151           | +2.0%        |
| <b>Total Sales</b>  | <b>75</b>    | <b>71</b>    | <b>+5.6%</b> | <b>661</b>    | <b>628</b>    | <b>+5.3%</b> |
| New Homes Only      | 16           | 15           | +6.7%        | 170           | 199           | -14.6%       |
| Resale Only         | 59           | 56           | +5.4%        | 491           | 429           | +14.5%       |
| Sales Volume        | \$38,259,861 | \$31,097,898 | +23.0%       | \$325,742,636 | \$283,212,336 | +15.0%       |
| New Listings        | 96           | 99           | -3.0%        | 925           | 879           | +5.2%        |
| Pending             | 94           | 75           | +25.3%       | 717           | 662           | +8.3%        |
| Withdrawn           | 15           | 12           | +25.0%       | 126           | 117           | +7.7%        |
| Expired             | 9            | 15           | -40.0%       | 66            | 75            | -12.0%       |
| Months of Inventory | 1.8          | 2.2          | -17.8%       | N/A           | N/A           | --           |

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | --         | 1         | 36        | 3            | 4          | 74        |
| \$150,000- \$199,999 | --         | --        | --        | --           | --         | --        |
| \$200,000- \$249,999 | --         | 1         | 36        | 16           | 14         | 33        |
| \$250,000- \$299,999 | 4          | 2         | 32        | 40           | 31         | 39        |
| \$300,000- \$349,999 | 7          | 7         | 47        | 86           | 60         | 38        |
| \$350,000- \$399,999 | 7          | 12        | 29        | 118          | 99         | 39        |
| \$400,000- \$449,999 | 11         | 14        | 15        | 112          | 100        | 24        |
| \$450,000- \$499,999 | 15         | 9         | 8         | 149          | 102        | 30        |
| \$500,000- \$549,999 | 9          | 5         | 43        | 90           | 67         | 33        |
| \$550,000- \$599,999 | 8          | 7         | 14        | 70           | 47         | 38        |
| \$600,000- \$699,999 | 15         | 7         | 16        | 96           | 68         | 26        |
| \$700,000- \$799,999 | 11         | 4         | 4         | 56           | 26         | 20        |
| \$800,000- \$899,999 | 5          | 2         | 8         | 27           | 23         | 26        |
| \$900,000- \$999,999 | 2          | --        | --        | 18           | 5          | 30        |
| \$1M - \$1.99M       | 2          | 4         | 34        | 44           | 15         | 26        |
| \$2M - \$2.99M       | --         | --        | --        | --           | --         | --        |
| \$3M+                | --         | --        | --        | --           | --         | --        |
| <b>Totals</b>        | <b>96</b>  | <b>75</b> | <b>22</b> | <b>925</b>   | <b>661</b> | <b>32</b> |

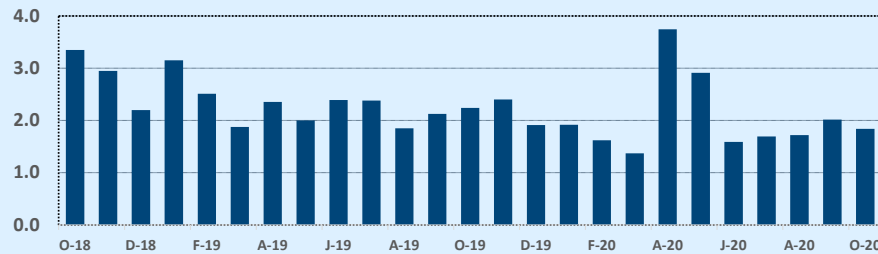
| Average              | This Month |           |          | Year-to-Date |           |         |
|----------------------|------------|-----------|----------|--------------|-----------|---------|
|                      | Oct 2020   | Oct 2019  | Change   | 2020         | 2019      | Change  |
| List Price           | \$514,281  | \$448,377 | +14.7%   | \$497,483    | \$458,137 | +8.6%   |
| List Price/SqFt      | \$411      | \$434     | -5.2%    | \$394        | \$370     | +6.5%   |
| Sold Price           | \$510,131  | \$437,999 | +16.5%   | \$492,803    | \$450,975 | +9.3%   |
| Sold Price/SqFt      | \$407      | \$423     | -3.8%    | \$390        | \$364     | +7.4%   |
| Sold Price / Orig LP | 1455.3%    | 95.5%     | +1424.4% | 400.8%       | 96.3%     | +316.3% |
| Days on Market       | 22         | 36        | -38.3%   | 32           | 41        | -22.7%  |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$450,000  | \$400,000 | +12.5% | \$464,500    | \$425,000 | +9.3%  |
| List Price/SqFt      | \$384      | \$374     | +2.5%  | \$375        | \$350     | +7.1%  |
| Sold Price           | \$450,000  | \$407,269 | +10.5% | \$460,000    | \$420,750 | +9.3%  |
| Sold Price/SqFt      | \$387      | \$379     | +2.2%  | \$373        | \$347     | +7.3%  |
| Sold Price / Orig LP | 100.0%     | 98.0%     | +2.0%  | 100.0%       | 99.0%     | +1.0%  |
| Days on Market       | 10         | 14        | -28.6% | 10           | 18        | -44.4% |

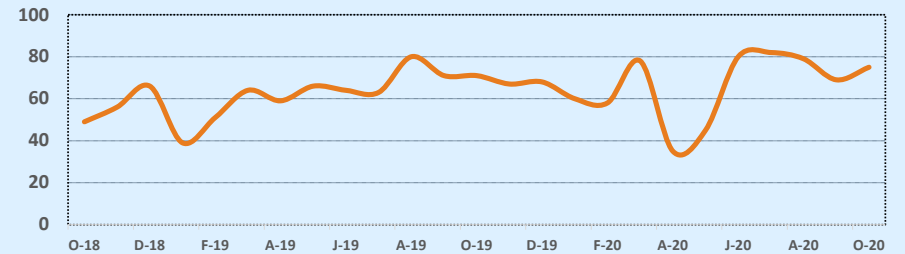
Average & Median Sales Price - Last Two Years



Months of Inventory - Last Two Years



Number of Sales - Last Two Years



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# MLS Area 5E

# Residential Statistics



# October 2020

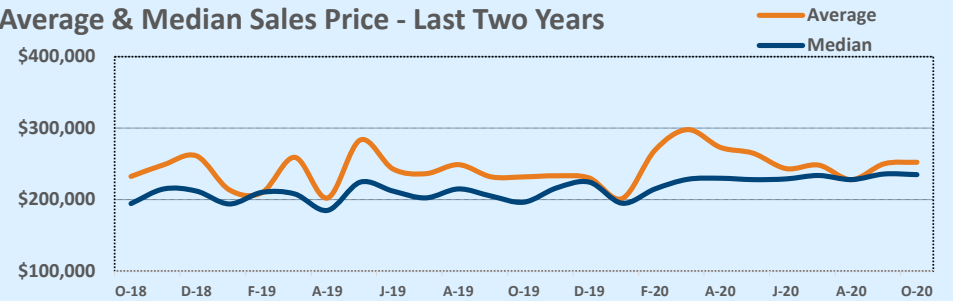
| Listings            | This Month  |             |               | Year-to-Date |              |           |
|---------------------|-------------|-------------|---------------|--------------|--------------|-----------|
|                     | Oct 2020    | Oct 2019    | Change        | 2020         | 2019         | Change    |
| Single Family Sales | 10          | 15          | -33.3%        | 161          | 153          | +5.2%     |
| Condo/TH Sales      | 4           | 1           | +300.0%       | 25           | 33           | -24.2%    |
| <b>Total Sales</b>  | <b>14</b>   | <b>16</b>   | <b>-12.5%</b> | <b>186</b>   | <b>186</b>   | <b>--</b> |
| New Homes Only      | 2           | --          | --            | 16           | 2            | +700.0%   |
| Resale Only         | 12          | 16          | -25.0%        | 170          | 184          | -7.6%     |
| Sales Volume        | \$3,532,759 | \$3,710,260 | -4.8%         | \$47,406,759 | \$44,705,502 | +6.0%     |
| New Listings        | 21          | 10          | +110.0%       | 194          | 202          | -4.0%     |
| Pending             | 16          | 14          | +14.3%        | 194          | 195          | -0.5%     |
| Withdrawn           | 2           | 1           | +100.0%       | 7            | 16           | -56.3%    |
| Expired             | 1           | --          | --            | 6            | 6            | --        |
| Months of Inventory | 0.3         | 1.1         | -74.6%        | N/A          | N/A          | --        |

| Average              | This Month |           |        | Year-to-Date |           |         |
|----------------------|------------|-----------|--------|--------------|-----------|---------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change  |
| List Price           | \$245,365  | \$233,934 | +4.9%  | \$254,669    | \$243,881 | +4.4%   |
| List Price/SqFt      | \$166      | \$148     | +12.3% | \$162        | \$158     | +2.6%   |
| Sold Price           | \$252,340  | \$231,891 | +8.8%  | \$254,875    | \$240,352 | +6.0%   |
| Sold Price/SqFt      | \$170      | \$146     | +16.5% | \$163        | \$156     | +4.3%   |
| Sold Price / Orig LP | 103.5%     | 98.3%     | +5.3%  | 516.7%       | 97.9%     | +427.9% |
| Days on Market       | 16         | 31        | -47.5% | 26           | 33        | -21.6%  |

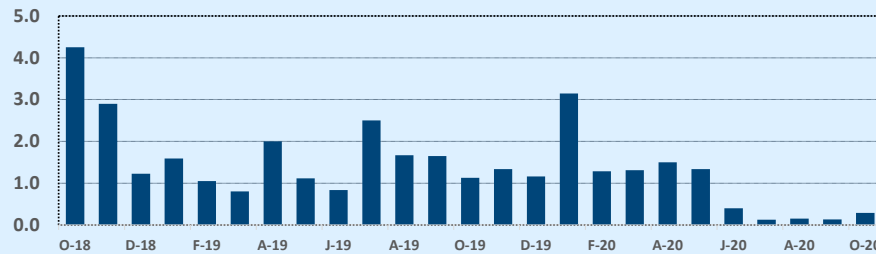
| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$225,000  | \$195,000 | +15.4% | \$229,900    | \$210,000 | +9.5%  |
| List Price/SqFt      | \$157      | \$151     | +4.3%  | \$155        | \$148     | +4.6%  |
| Sold Price           | \$235,000  | \$196,500 | +19.6% | \$230,320    | \$209,000 | +10.2% |
| Sold Price/SqFt      | \$165      | \$149     | +10.2% | \$155        | \$148     | +4.9%  |
| Sold Price / Orig LP | 103.0%     | 99.5%     | +3.5%  | 100.0%       | 99.0%     | +1.0%  |
| Days on Market       | 4          | 22        | -83.7% | 10           | 16        | -35.5% |

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | --         | --        | --        | --           | 1          | 147       |
| \$150,000- \$199,999 | 1          | 2         | 5         | 26           | 26         | 16        |
| \$200,000- \$249,999 | 6          | 7         | 12        | 95           | 97         | 17        |
| \$250,000- \$299,999 | 7          | 3         | 21        | 34           | 30         | 28        |
| \$300,000- \$349,999 | 3          | 1         | 70        | 15           | 9          | 64        |
| \$350,000- \$399,999 | --         | --        | --        | 8            | 6          | 6         |
| \$400,000- \$449,999 | 2          | --        | --        | 2            | 5          | 184       |
| \$450,000- \$499,999 | 1          | 1         | --        | 12           | 11         | 21        |
| \$500,000- \$549,999 | --         | --        | --        | 1            | 1          | 27        |
| \$550,000- \$599,999 | 1          | --        | --        | 1            | --         | --        |
| \$600,000- \$699,999 | --         | --        | --        | --           | --         | --        |
| \$700,000- \$799,999 | --         | --        | --        | --           | --         | --        |
| \$800,000- \$899,999 | --         | --        | --        | --           | --         | --        |
| \$900,000- \$999,999 | --         | --        | --        | --           | --         | --        |
| \$1M - \$1.99M       | --         | --        | --        | --           | --         | --        |
| \$2M - \$2.99M       | --         | --        | --        | --           | --         | --        |
| \$3M+                | --         | --        | --        | --           | --         | --        |
| <b>Totals</b>        | <b>21</b>  | <b>14</b> | <b>16</b> | <b>194</b>   | <b>186</b> | <b>26</b> |

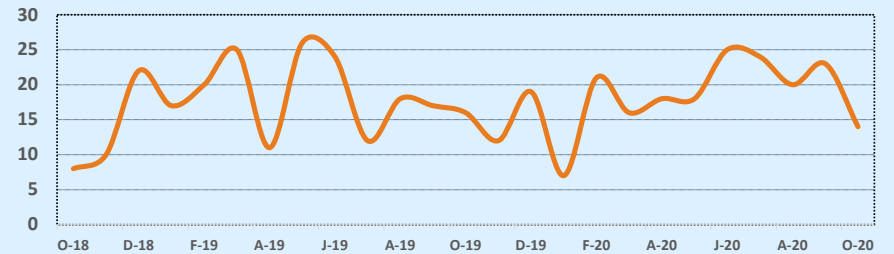
Average & Median Sales Price - Last Two Years



Months of Inventory - Last Two Years



Number of Sales - Last Two Years



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# MLS Area 6

# Residential Statistics



# October 2020

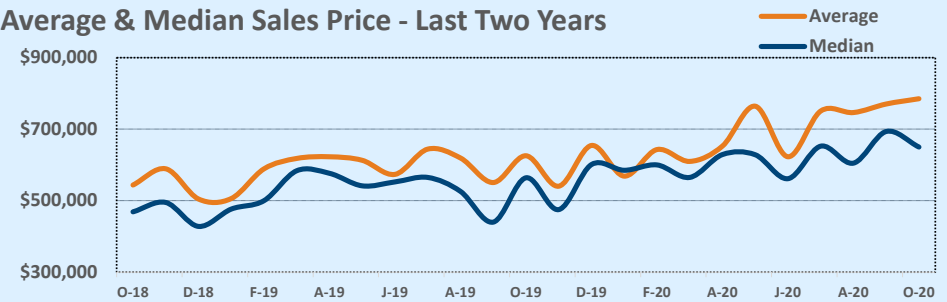
| Listings            | This Month   |              |               | Year-to-Date  |               |              |
|---------------------|--------------|--------------|---------------|---------------|---------------|--------------|
|                     | Oct 2020     | Oct 2019     | Change        | 2020          | 2019          | Change       |
| Single Family Sales | 35           | 30           | +16.7%        | 303           | 298           | +1.7%        |
| Condo/TH Sales      | 16           | 16           | --            | 219           | 232           | -5.6%        |
| <b>Total Sales</b>  | <b>51</b>    | <b>46</b>    | <b>+10.9%</b> | <b>522</b>    | <b>530</b>    | <b>-1.5%</b> |
| New Homes Only      | 8            | 3            | +166.7%       | 80            | 89            | -10.1%       |
| Resale Only         | 43           | 43           | --            | 442           | 441           | +0.2%        |
| Sales Volume        | \$40,042,099 | \$28,778,281 | +39.1%        | \$363,868,076 | \$318,343,190 | +14.3%       |
| New Listings        | 82           | 57           | +43.9%        | 782           | 761           | +2.8%        |
| Pending             | 75           | 49           | +53.1%        | 570           | 565           | +0.9%        |
| Withdrawn           | 18           | 18           | --            | 90            | 128           | -29.7%       |
| Expired             | 8            | 2            | +300.0%       | 72            | 95            | -24.2%       |
| Months of Inventory | 2.8          | 2.2          | +28.2%        | N/A           | N/A           | --           |

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | --         | --        | --        | 1            | --         | --        |
| \$150,000- \$199,999 | --         | 2         | 59        | 14           | 12         | 26        |
| \$200,000- \$249,999 | 5          | 1         | 13        | 39           | 25         | 47        |
| \$250,000- \$299,999 | 5          | 2         | 82        | 59           | 35         | 43        |
| \$300,000- \$349,999 | 6          | --        | --        | 32           | 20         | 16        |
| \$350,000- \$399,999 | 3          | 1         | 5         | 23           | 17         | 22        |
| \$400,000- \$449,999 | 6          | 3         | 80        | 37           | 30         | 35        |
| \$450,000- \$499,999 | 5          | 3         | 33        | 42           | 28         | 48        |
| \$500,000- \$549,999 | 4          | 2         | 6         | 29           | 29         | 35        |
| \$550,000- \$599,999 | 3          | 7         | 16        | 59           | 44         | 40        |
| \$600,000- \$699,999 | 14         | 7         | 37        | 124          | 86         | 34        |
| \$700,000- \$799,999 | 5          | 5         | 56        | 75           | 58         | 40        |
| \$800,000- \$899,999 | 3          | 2         | 27        | 42           | 40         | 48        |
| \$900,000- \$999,999 | 4          | 2         | 22        | 28           | 7          | 54        |
| \$1M - \$1.99M       | 14         | 13        | 67        | 152          | 80         | 42        |
| \$2M - \$2.99M       | 5          | 1         | 92        | 23           | 10         | 65        |
| \$3M+                | --         | --        | --        | 3            | 1          | 55        |
| <b>Totals</b>        | <b>82</b>  | <b>51</b> | <b>46</b> | <b>782</b>   | <b>522</b> | <b>39</b> |

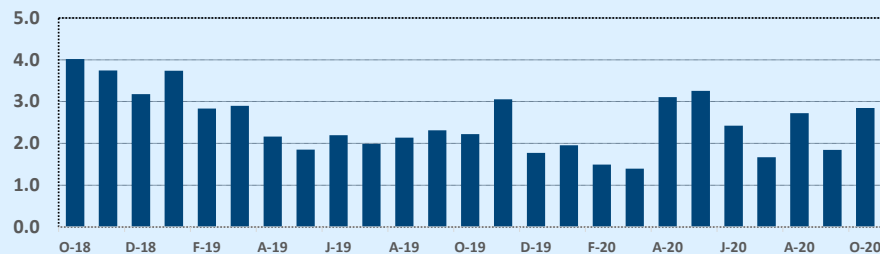
| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$798,104  | \$629,243 | +26.8% | \$709,813    | \$611,039 | +16.2% |
| List Price/SqFt      | \$455      | \$409     | +11.1% | \$431        | \$389     | +11.0% |
| Sold Price           | \$785,139  | \$625,615 | +25.5% | \$697,065    | \$600,648 | +16.1% |
| Sold Price/SqFt      | \$451      | \$406     | +11.1% | \$425        | \$383     | +11.1% |
| Sold Price / Orig LP | 114.6%     | 96.7%     | +18.6% | 100.8%       | 453.1%    | -77.7% |
| Days on Market       | 46         | 47        | -2.1%  | 39           | 44        | -10.5% |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$640,000  | \$567,450 | +12.8% | \$625,000    | \$549,975 | +13.6% |
| List Price/SqFt      | \$457      | \$386     | +18.5% | \$416        | \$372     | +11.9% |
| Sold Price           | \$650,000  | \$564,000 | +15.2% | \$615,750    | \$545,000 | +13.0% |
| Sold Price/SqFt      | \$439      | \$380     | +15.5% | \$408        | \$368     | +10.9% |
| Sold Price / Orig LP | 98.0%      | 99.0%     | -1.0%  | 98.0%        | 98.0%     | --     |
| Days on Market       | 26         | 22        | +20.9% | 17           | 20        | -15.0% |

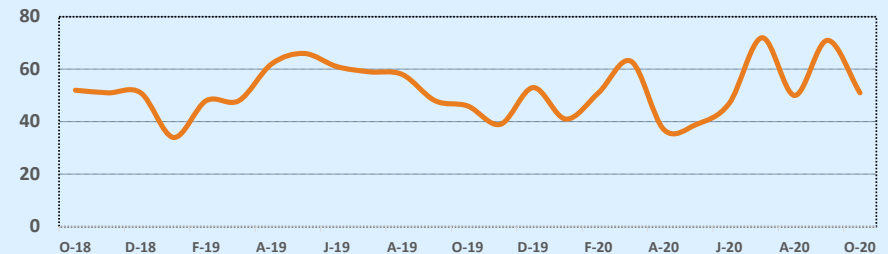
Average & Median Sales Price - Last Two Years



Months of Inventory - Last Two Years



Number of Sales - Last Two Years



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# MLS Area 7

# Residential Statistics



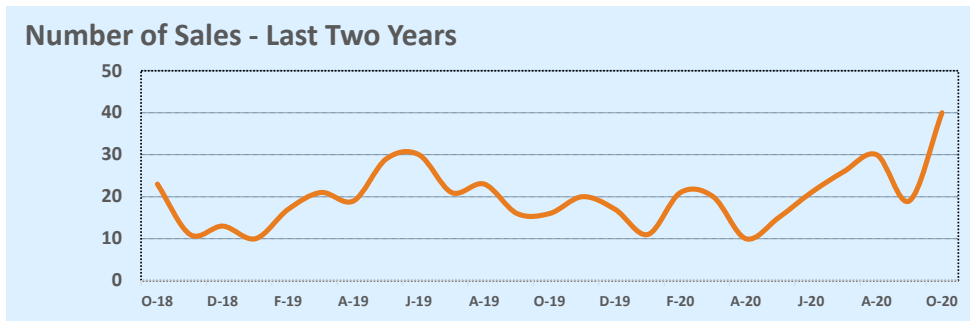
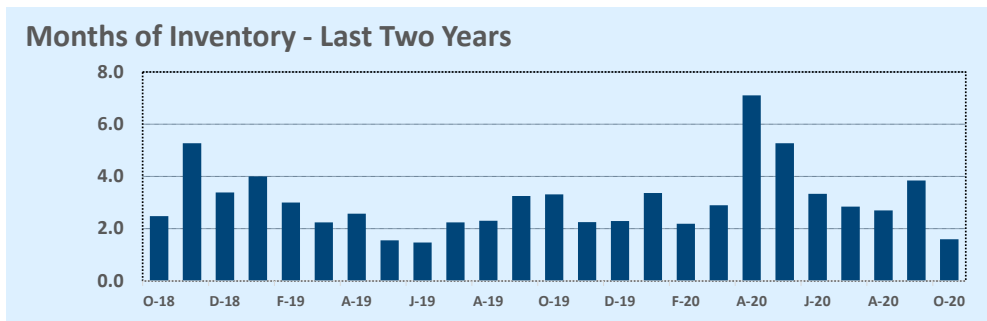
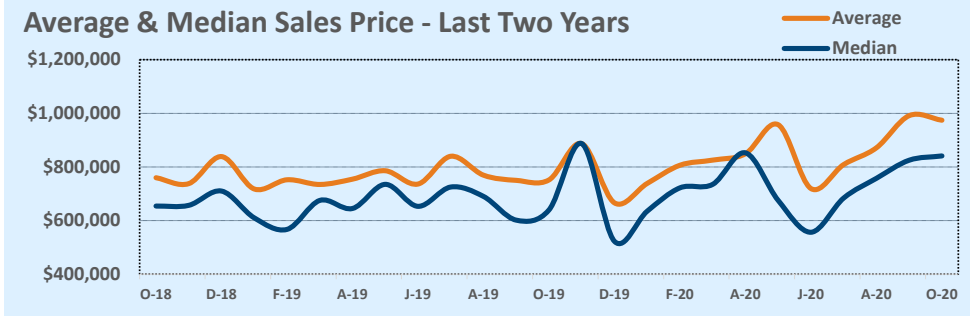
# October 2020

| Listings            | This Month   |              |                | Year-to-Date  |               |              |
|---------------------|--------------|--------------|----------------|---------------|---------------|--------------|
|                     | Oct 2020     | Oct 2019     | Change         | 2020          | 2019          | Change       |
| Single Family Sales | 23           | 11           | +109.1%        | 111           | 124           | -10.5%       |
| Condo/TH Sales      | 17           | 5            | +240.0%        | 102           | 78            | +30.8%       |
| <b>Total Sales</b>  | <b>40</b>    | <b>16</b>    | <b>+150.0%</b> | <b>213</b>    | <b>202</b>    | <b>+5.4%</b> |
| New Homes Only      | 1            | --           | --             | 17            | 18            | -5.6%        |
| Resale Only         | 39           | 16           | +143.8%        | 196           | 184           | +6.5%        |
| Sales Volume        | \$38,965,510 | \$12,024,000 | +224.1%        | \$184,495,526 | \$153,941,014 | +19.8%       |
| New Listings        | 36           | 27           | +33.3%         | 366           | 283           | +29.3%       |
| Pending             | 29           | 14           | +107.1%        | 238           | 208           | +14.4%       |
| Withdrawn           | 5            | 6            | -16.7%         | 47            | 37            | +27.0%       |
| Expired             | 4            | 7            | -42.9%         | 52            | 23            | +126.1%      |
| Months of Inventory | 1.6          | 3.3          | -51.7%         | N/A           | N/A           | --           |

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | --         | --        | --        | --           | --         | --        |
| \$150,000- \$199,999 | --         | --        | --        | --           | --         | --        |
| \$200,000- \$249,999 | 1          | --        | --        | 6            | 3          | 47        |
| \$250,000- \$299,999 | 1          | --        | --        | 9            | 7          | 53        |
| \$300,000- \$349,999 | --         | 3         | 22        | 9            | 9          | 43        |
| \$350,000- \$399,999 | 5          | --        | --        | 29           | 13         | 32        |
| \$400,000- \$449,999 | 1          | 2         | 79        | 19           | 12         | 48        |
| \$450,000- \$499,999 | 1          | 2         | 72        | 23           | 13         | 54        |
| \$500,000- \$549,999 | 3          | 5         | 37        | 29           | 21         | 50        |
| \$550,000- \$599,999 | --         | 1         | 74        | 8            | 9          | 84        |
| \$600,000- \$699,999 | 2          | 2         | 22        | 31           | 15         | 44        |
| \$700,000- \$799,999 | 2          | 1         | 37        | 29           | 11         | 18        |
| \$800,000- \$899,999 | 2          | 6         | 55        | 23           | 24         | 43        |
| \$900,000- \$999,999 | 1          | 2         | 42        | 23           | 13         | 30        |
| \$1M - \$1.99M       | 11         | 14        | 53        | 100          | 54         | 54        |
| \$2M - \$2.99M       | 5          | 2         | 142       | 27           | 9          | 61        |
| \$3M+                | 1          | --        | --        | 1            | --         | --        |
| <b>Totals</b>        | <b>36</b>  | <b>40</b> | <b>54</b> | <b>366</b>   | <b>213</b> | <b>48</b> |

| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$996,254  | \$756,269 | +31.7% | \$884,816    | \$775,520 | +14.1% |
| List Price/SqFt      | \$506      | \$517     | -2.1%  | \$483        | \$448     | +7.6%  |
| Sold Price           | \$974,138  | \$751,500 | +29.6% | \$866,176    | \$762,084 | +13.7% |
| Sold Price/SqFt      | \$496      | \$515     | -3.7%  | \$474        | \$442     | +7.1%  |
| Sold Price / Orig LP | 96.0%      | 100.3%    | -4.2%  | 96.8%        | 101.5%    | -4.6%  |
| Days on Market       | 54         | 60        | -10.4% | 48           | 46        | +3.5%  |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$854,000  | \$642,000 | +33.0% | \$749,000    | \$697,500 | +7.4%  |
| List Price/SqFt      | \$508      | \$524     | -3.1%  | \$481        | \$449     | +7.1%  |
| Sold Price           | \$841,000  | \$639,500 | +31.5% | \$735,000    | \$677,500 | +8.5%  |
| Sold Price/SqFt      | \$491      | \$518     | -5.2%  | \$479        | \$442     | +8.3%  |
| Sold Price / Orig LP | 96.0%      | 99.0%     | -3.0%  | 97.0%        | 98.0%     | -1.0%  |
| Days on Market       | 34         | 31        | +9.8%  | 28           | 23        | +24.4% |



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## MLS Area 8E

## Residential Statistics

## Independence Title

## October 2020

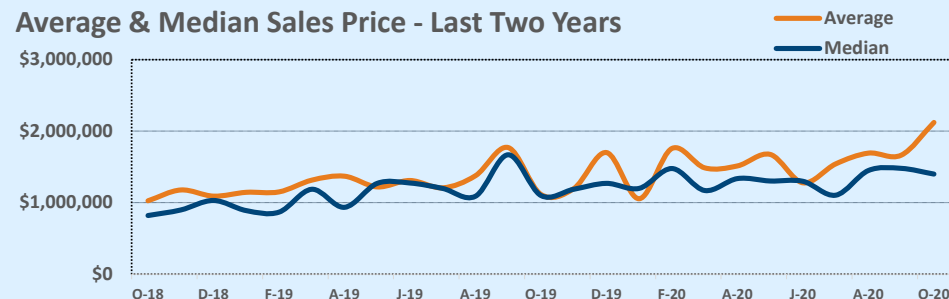
| Listings            | This Month   |              |              | Year-to-Date  |               |               |
|---------------------|--------------|--------------|--------------|---------------|---------------|---------------|
|                     | Oct 2020     | Oct 2019     | Change       | 2020          | 2019          | Change        |
| Single Family Sales | 21           | 21           | --           | 170           | 209           | -18.7%        |
| Condo/TH Sales      | 4            | 6            | -33.3%       | 44            | 49            | -10.2%        |
| <b>Total Sales</b>  | <b>25</b>    | <b>27</b>    | <b>-7.4%</b> | <b>214</b>    | <b>258</b>    | <b>-17.1%</b> |
| New Homes Only      | 1            | --           | --           | 11            | 7             | +57.1%        |
| Resale Only         | 24           | 27           | -11.1%       | 203           | 251           | -19.1%        |
| Sales Volume        | \$53,056,197 | \$30,104,475 | +76.2%       | \$349,645,652 | \$341,456,305 | +2.4%         |
| New Listings        | 31           | 27           | +14.8%       | 336           | 379           | -11.3%        |
| Pending             | 31           | 23           | +34.8%       | 244           | 273           | -10.6%        |
| Withdrawn           | 4            | 7            | -42.9%       | 58            | 56            | +3.6%         |
| Expired             | 2            | 4            | -50.0%       | 22            | 39            | -43.6%        |
| Months of Inventory | 2.6          | 2.9          | -10.0%       | N/A           | N/A           | --            |

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | --         | --        | --        | --           | --         | --        |
| \$150,000- \$199,999 | --         | --        | --        | --           | --         | --        |
| \$200,000- \$249,999 | --         | --        | --        | --           | --         | --        |
| \$250,000- \$299,999 | --         | --        | --        | 3            | 1          | 70        |
| \$300,000- \$349,999 | --         | --        | --        | 7            | 3          | 21        |
| \$350,000- \$399,999 | --         | --        | --        | 1            | 4          | 67        |
| \$400,000- \$449,999 | --         | --        | --        | --           | 2          | 12        |
| \$450,000- \$499,999 | --         | --        | --        | 3            | 2          | 38        |
| \$500,000- \$549,999 | --         | --        | --        | 6            | 6          | 25        |
| \$550,000- \$599,999 | --         | --        | --        | 4            | 4          | 81        |
| \$600,000- \$699,999 | --         | 1         | 33        | 15           | 10         | 26        |
| \$700,000- \$799,999 | 2          | 1         | 3         | 15           | 14         | 41        |
| \$800,000- \$899,999 | 3          | --        | --        | 13           | 12         | 29        |
| \$900,000- \$999,999 | 1          | 1         | 152       | 23           | 13         | 58        |
| \$1M - \$1.99M       | 13         | 15        | 67        | 120          | 89         | 53        |
| \$2M - \$2.99M       | 4          | 2         | 218       | 59           | 34         | 73        |
| \$3M+                | 8          | 5         | 150       | 67           | 20         | 88        |
| <b>Totals</b>        | <b>31</b>  | <b>25</b> | <b>95</b> | <b>336</b>   | <b>214</b> | <b>56</b> |

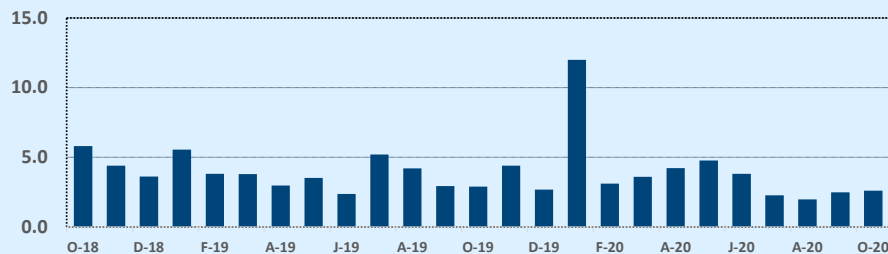
| Average              | This Month  |             |        | Year-to-Date |             |        |
|----------------------|-------------|-------------|--------|--------------|-------------|--------|
|                      | Oct 2020    | Oct 2019    | Change | 2020         | 2019        | Change |
| List Price           | \$2,172,820 | \$1,198,833 | +81.2% | \$1,684,661  | \$1,379,999 | +22.1% |
| List Price/SqFt      | \$542       | \$373       | +45.4% | \$457        | \$397       | +14.9% |
| Sold Price           | \$2,122,248 | \$1,114,981 | +90.3% | \$1,633,858  | \$1,323,474 | +23.5% |
| Sold Price/SqFt      | \$527       | \$351       | +50.2% | \$444        | \$385       | +15.4% |
| Sold Price / Orig LP | 93.7%       | 93.4%       | +0.3%  | 94.4%        | 94.9%       | -0.5%  |
| Days on Market       | 95          | 52          | +82.7% | 56           | 49          | +14.0% |

| Median               | This Month  |             |        | Year-to-Date |             |        |
|----------------------|-------------|-------------|--------|--------------|-------------|--------|
|                      | Oct 2020    | Oct 2019    | Change | 2020         | 2019        | Change |
| List Price           | \$1,500,000 | \$1,200,000 | +25.0% | \$1,350,000  | \$1,205,000 | +12.0% |
| List Price/SqFt      | \$458       | \$358       | +27.9% | \$401        | \$365       | +9.7%  |
| Sold Price           | \$1,400,000 | \$1,100,000 | +27.3% | \$1,325,000  | \$1,165,250 | +13.7% |
| Sold Price/SqFt      | \$464       | \$349       | +33.2% | \$399        | \$355       | +12.1% |
| Sold Price / Orig LP | 94.0%       | 93.0%       | +1.1%  | 95.0%        | 97.0%       | -2.1%  |
| Days on Market       | 79          | 46          | +71.7% | 31           | 24          | +27.1% |

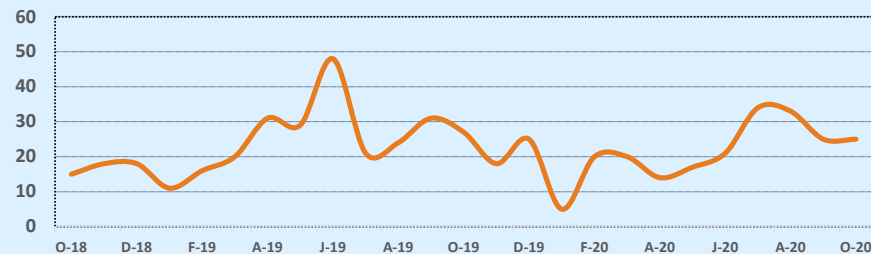
### Average & Median Sales Price - Last Two Years



### Months of Inventory - Last Two Years



### Number of Sales - Last Two Years



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## MLS Area 8W

## Residential Statistics

## Independence Title

## October 2020

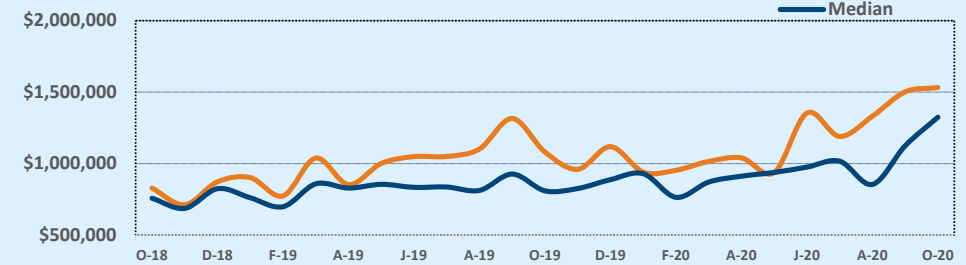
| Listings            | This Month   |              |               | Year-to-Date  |               |               |
|---------------------|--------------|--------------|---------------|---------------|---------------|---------------|
|                     | Oct 2020     | Oct 2019     | Change        | 2020          | 2019          | Change        |
| Single Family Sales | 24           | 18           | +33.3%        | 195           | 234           | -16.7%        |
| Condo/TH Sales      | --           | 1            | --            | 5             | 8             | -37.5%        |
| <b>Total Sales</b>  | <b>24</b>    | <b>19</b>    | <b>+26.3%</b> | <b>200</b>    | <b>242</b>    | <b>-17.4%</b> |
| New Homes Only      | 1            | 1            | --            | 5             | 11            | -54.5%        |
| Resale Only         | 23           | 18           | +27.8%        | 195           | 231           | -15.6%        |
| Sales Volume        | \$36,777,975 | \$20,549,500 | +79.0%        | \$248,829,579 | \$247,250,459 | +0.6%         |
| New Listings        | 24           | 25           | -4.0%         | 258           | 294           | -12.2%        |
| Pending             | 21           | 17           | +23.5%        | 220           | 248           | -11.3%        |
| Withdrawn           | 2            | 6            | -66.7%        | 25            | 35            | -28.6%        |
| Expired             | 4            | 3            | +33.3%        | 13            | 21            | -38.1%        |
| Months of Inventory | 1.1          | 1.9          | -42.8%        | N/A           | N/A           | --            |

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | --         | --        | --        | --           | --         | --        |
| \$150,000- \$199,999 | --         | --        | --        | --           | --         | --        |
| \$200,000- \$249,999 | --         | --        | --        | 3            | 1          | 1         |
| \$250,000- \$299,999 | --         | --        | --        | 1            | 3          | 13        |
| \$300,000- \$349,999 | --         | --        | --        | 1            | 1          | 80        |
| \$350,000- \$399,999 | --         | --        | --        | 2            | 1          | 12        |
| \$400,000- \$449,999 | --         | --        | --        | 5            | 5          | 20        |
| \$450,000- \$499,999 | 1          | --        | --        | 4            | 5          | 35        |
| \$500,000- \$549,999 | --         | --        | --        | 3            | 3          | 7         |
| \$550,000- \$599,999 | 1          | 2         | 19        | 10           | 9          | 11        |
| \$600,000- \$699,999 | 1          | --        | --        | 12           | 15         | 39        |
| \$700,000- \$799,999 | 1          | 1         | 4         | 26           | 21         | 27        |
| \$800,000- \$899,999 | 2          | 4         | 13        | 41           | 28         | 25        |
| \$900,000- \$999,999 | 1          | 2         | 1         | 26           | 24         | 22        |
| \$1M - \$1.99M       | 13         | 9         | 41        | 78           | 60         | 43        |
| \$2M - \$2.99M       | 1          | 4         | 112       | 22           | 14         | 66        |
| \$3M+                | 3          | 2         | 24        | 24           | 10         | 51        |
| <b>Totals</b>        | <b>24</b>  | <b>24</b> | <b>40</b> | <b>258</b>   | <b>200</b> | <b>35</b> |

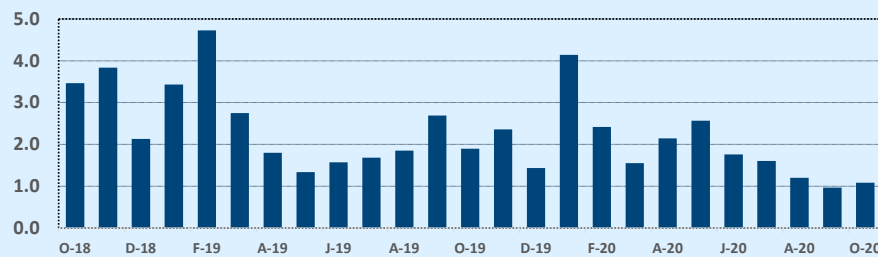
| Average              | This Month  |             |        | Year-to-Date |             |        |
|----------------------|-------------|-------------|--------|--------------|-------------|--------|
|                      | Oct 2020    | Oct 2019    | Change | 2020         | 2019        | Change |
| List Price           | \$1,499,250 | \$1,122,784 | +33.5% | \$1,259,962  | \$1,050,473 | +19.9% |
| List Price/SqFt      | \$357       | \$291       | +22.6% | \$346        | \$305       | +13.3% |
| Sold Price           | \$1,532,416 | \$1,081,553 | +41.7% | \$1,244,148  | \$1,021,696 | +21.8% |
| Sold Price/SqFt      | \$366       | \$284       | +29.0% | \$342        | \$298       | +14.8% |
| Sold Price / Orig LP | 98.4%       | 94.5%       | +4.2%  | 97.7%        | 95.6%       | +2.2%  |
| Days on Market       | 40          | 59          | -32.4% | 35           | 53          | -34.8% |

| Median               | This Month  |           |        | Year-to-Date |           |        |
|----------------------|-------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020    | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$1,349,500 | \$829,900 | +62.6% | \$927,000    | \$835,000 | +11.0% |
| List Price/SqFt      | \$338       | \$299     | +12.9% | \$301        | \$288     | +4.5%  |
| Sold Price           | \$1,325,000 | \$810,000 | +63.6% | \$928,750    | \$832,160 | +11.6% |
| Sold Price/SqFt      | \$332       | \$296     | +12.5% | \$297        | \$282     | +5.3%  |
| Sold Price / Orig LP | 101.0%      | 97.0%     | +4.1%  | 98.0%        | 97.0%     | +1.0%  |
| Days on Market       | 5           | 14        | -67.9% | 10           | 19        | -47.4% |

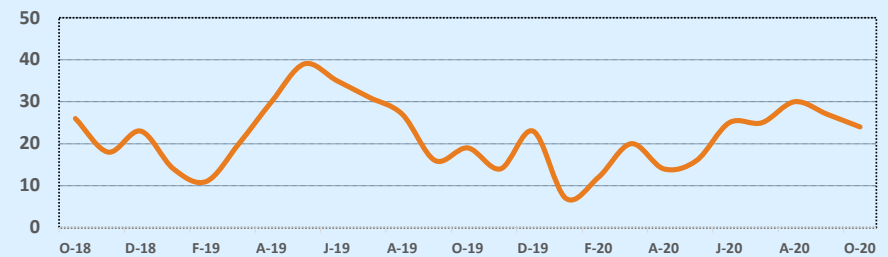
### Average & Median Sales Price - Last Two Years



### Months of Inventory - Last Two Years



### Number of Sales - Last Two Years



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# MLS Area 9

# Residential Statistics



# October 2020

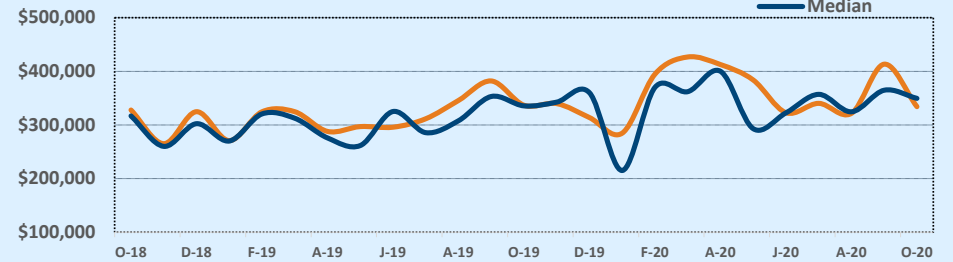
| Listings            | This Month   |             |               | Year-to-Date |              |              |
|---------------------|--------------|-------------|---------------|--------------|--------------|--------------|
|                     | Oct 2020     | Oct 2019    | Change        | 2020         | 2019         | Change       |
| Single Family Sales | 15           | 15          | --            | 122          | 149          | -18.1%       |
| Condo/TH Sales      | 18           | 7           | +157.1%       | 148          | 135          | +9.6%        |
| <b>Total Sales</b>  | <b>33</b>    | <b>22</b>   | <b>+50.0%</b> | <b>270</b>   | <b>284</b>   | <b>-4.9%</b> |
| New Homes Only      | 2            | 6           | -66.7%        | 38           | 29           | +31.0%       |
| Resale Only         | 31           | 16          | +93.8%        | 232          | 255          | -9.0%        |
| Sales Volume        | \$11,023,356 | \$7,406,428 | +48.8%        | \$96,761,126 | \$91,050,403 | +6.3%        |
| New Listings        | 41           | 17          | +141.2%       | 392          | 319          | +22.9%       |
| Pending             | 34           | 21          | +61.9%        | 295          | 277          | +6.5%        |
| Withdrawn           | 6            | 6           | --            | 53           | 47           | +12.8%       |
| Expired             | 3            | 2           | +50.0%        | 44           | 16           | +175.0%      |
| Months of Inventory | 1.3          | 1.5         | -15.7%        | N/A          | N/A          | --           |

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | 3          | 4         | 41        | 33           | 31         | 48        |
| \$150,000- \$199,999 | 2          | 3         | 58        | 32           | 23         | 24        |
| \$200,000- \$249,999 | 6          | 2         | 63        | 41           | 32         | 37        |
| \$250,000- \$299,999 | 5          | 3         | 10        | 43           | 27         | 65        |
| \$300,000- \$349,999 | 3          | 5         | 16        | 48           | 31         | 31        |
| \$350,000- \$399,999 | 7          | 6         | 14        | 54           | 39         | 19        |
| \$400,000- \$449,999 | 4          | 4         | 14        | 45           | 33         | 14        |
| \$450,000- \$499,999 | 1          | 3         | 9         | 18           | 10         | 11        |
| \$500,000- \$549,999 | 2          | 2         | 60        | 9            | 8          | 16        |
| \$550,000- \$599,999 | 2          | --        | --        | 8            | 4          | 8         |
| \$600,000- \$699,999 | 1          | 1         | 44        | 18           | 12         | 24        |
| \$700,000- \$799,999 | 4          | --        | --        | 25           | 9          | 35        |
| \$800,000- \$899,999 | --         | --        | --        | 11           | 8          | 29        |
| \$900,000- \$999,999 | --         | --        | --        | 5            | 3          | 51        |
| \$1M - \$1.99M       | 1          | --        | --        | 2            | --         | --        |
| \$2M - \$2.99M       | --         | --        | --        | --           | --         | --        |
| \$3M+                | --         | --        | --        | --           | --         | --        |
| <b>Totals</b>        | <b>41</b>  | <b>33</b> | <b>27</b> | <b>392</b>   | <b>270</b> | <b>31</b> |

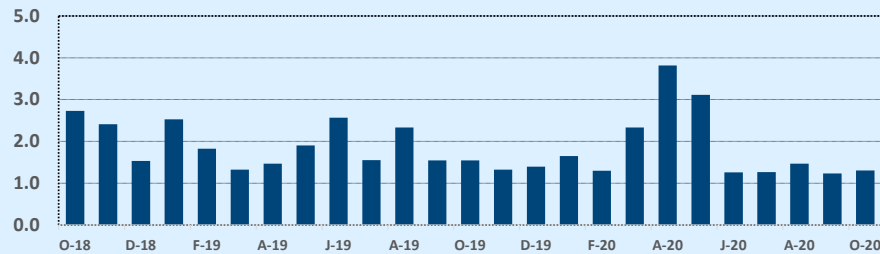
| Average              | This Month |           |        | Year-to-Date |           |         |
|----------------------|------------|-----------|--------|--------------|-----------|---------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change  |
| List Price           | \$334,683  | \$340,826 | -1.8%  | \$361,348    | \$325,250 | +11.1%  |
| List Price/SqFt      | \$239      | \$267     | -10.6% | \$269        | \$247     | +8.8%   |
| Sold Price           | \$334,041  | \$336,656 | -0.8%  | \$358,375    | \$320,600 | +11.8%  |
| Sold Price/SqFt      | \$238      | \$264     | -9.7%  | \$266        | \$243     | +9.5%   |
| Sold Price / Orig LP | 98.1%      | 96.4%     | +1.7%  | 467.6%       | 100.1%    | +367.0% |
| Days on Market       | 27         | 70        | -60.8% | 31           | 43        | -27.8%  |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$349,500  | \$344,950 | +1.3%  | \$344,450    | \$317,000 | +8.7%  |
| List Price/SqFt      | \$223      | \$257     | -13.3% | \$256        | \$245     | +4.7%  |
| Sold Price           | \$349,500  | \$335,500 | +4.2%  | \$339,000    | \$312,750 | +8.4%  |
| Sold Price/SqFt      | \$226      | \$256     | -11.7% | \$255        | \$239     | +6.7%  |
| Sold Price / Orig LP | 99.0%      | 97.5%     | +1.5%  | 99.0%        | 98.0%     | +1.0%  |
| Days on Market       | 13         | 43        | -69.4% | 11           | 20        | -46.2% |

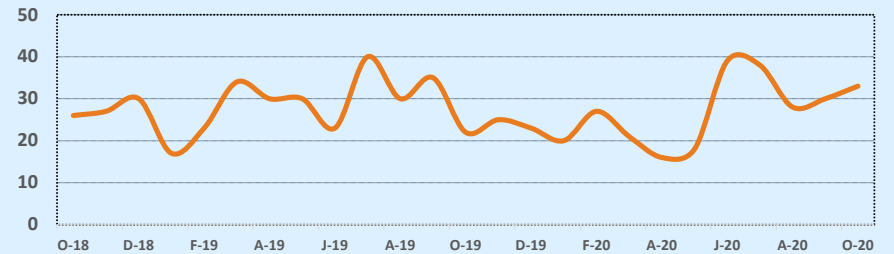
Average & Median Sales Price - Last Two Years



Months of Inventory - Last Two Years



Number of Sales - Last Two Years



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# MLS Area 10N

# Residential Statistics



# October 2020

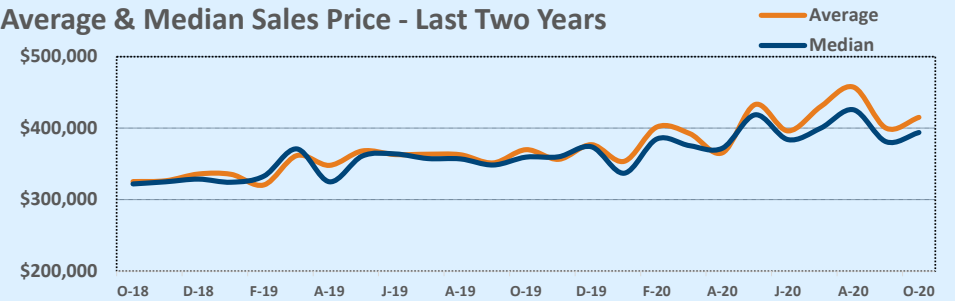
| Listings            | This Month   |              |               | Year-to-Date  |               |               |
|---------------------|--------------|--------------|---------------|---------------|---------------|---------------|
|                     | Oct 2020     | Oct 2019     | Change        | 2020          | 2019          | Change        |
| Single Family Sales | 39           | 42           | -7.1%         | 398           | 377           | +5.6%         |
| Condo/TH Sales      | 20           | 8            | +150.0%       | 148           | 110           | +34.5%        |
| <b>Total Sales</b>  | <b>59</b>    | <b>50</b>    | <b>+18.0%</b> | <b>546</b>    | <b>487</b>    | <b>+12.1%</b> |
| New Homes Only      | 4            | 4            | --            | 51            | 32            | +59.4%        |
| Resale Only         | 55           | 46           | +19.6%        | 495           | 455           | +8.8%         |
| Sales Volume        | \$24,493,425 | \$18,495,135 | +32.4%        | \$223,446,635 | \$173,771,198 | +28.6%        |
| New Listings        | 76           | 68           | +11.8%        | 672           | 636           | +5.7%         |
| Pending             | 66           | 42           | +57.1%        | 598           | 499           | +19.8%        |
| Withdrawn           | 13           | 14           | -7.1%         | 59            | 84            | -29.8%        |
| Expired             | 2            | 3            | -33.3%        | 18            | 22            | -18.2%        |
| Months of Inventory | 1.1          | 1.8          | -38.5%        | N/A           | N/A           | --            |

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | --         | --        | --        | 8            | 12         | 23        |
| \$150,000- \$199,999 | 4          | --        | --        | 16           | 9          | 19        |
| \$200,000- \$249,999 | 3          | 2         | 35        | 30           | 22         | 24        |
| \$250,000- \$299,999 | 6          | 3         | 86        | 59           | 45         | 38        |
| \$300,000- \$349,999 | 5          | 13        | 32        | 103          | 91         | 27        |
| \$350,000- \$399,999 | 19         | 13        | 16        | 150          | 116        | 20        |
| \$400,000- \$449,999 | 14         | 11        | 24        | 107          | 90         | 30        |
| \$450,000- \$499,999 | 11         | 8         | 29        | 83           | 65         | 23        |
| \$500,000- \$549,999 | 5          | 3         | 18        | 30           | 27         | 13        |
| \$550,000- \$599,999 | 1          | 2         | 67        | 22           | 22         | 40        |
| \$600,000- \$699,999 | 5          | 2         | 54        | 35           | 24         | 46        |
| \$700,000- \$799,999 | 2          | --        | --        | 16           | 14         | 34        |
| \$800,000- \$899,999 | 1          | 1         | 39        | 4            | 3          | 33        |
| \$900,000- \$999,999 | --         | 1         | 5         | 7            | 6          | 15        |
| \$1M - \$1.99M       | --         | --        | --        | 2            | --         | --        |
| \$2M - \$2.99M       | --         | --        | --        | --           | --         | --        |
| \$3M+                | --         | --        | --        | --           | --         | --        |
| <b>Totals</b>        | <b>76</b>  | <b>59</b> | <b>30</b> | <b>672</b>   | <b>546</b> | <b>27</b> |

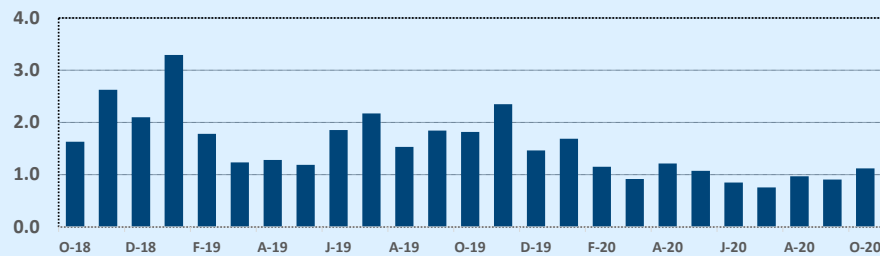
| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$415,382  | \$376,616 | +10.3% | \$408,669    | \$360,045 | +13.5% |
| List Price/SqFt      | \$304      | \$281     | +8.4%  | \$291        | \$266     | +9.4%  |
| Sold Price           | \$415,143  | \$369,903 | +12.2% | \$409,243    | \$356,820 | +14.7% |
| Sold Price/SqFt      | \$304      | \$275     | +10.5% | \$291        | \$264     | +10.5% |
| Sold Price / Orig LP | 98.9%      | 96.2%     | +2.8%  | 99.6%        | 98.0%     | +1.7%  |
| Days on Market       | 30         | 32        | -6.8%  | 27           | 32        | -14.6% |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$380,000  | \$366,950 | +3.6%  | \$389,000    | \$350,000 | +11.1% |
| List Price/SqFt      | \$304      | \$279     | +8.9%  | \$282        | \$258     | +9.2%  |
| Sold Price           | \$393,975  | \$359,500 | +9.6%  | \$390,000    | \$350,000 | +11.4% |
| Sold Price/SqFt      | \$302      | \$275     | +10.1% | \$283        | \$257     | +10.1% |
| Sold Price / Orig LP | 100.0%     | 97.0%     | +3.1%  | 100.0%       | 99.0%     | +1.0%  |
| Days on Market       | 11         | 15        | -24.1% | 8            | 14        | -42.9% |

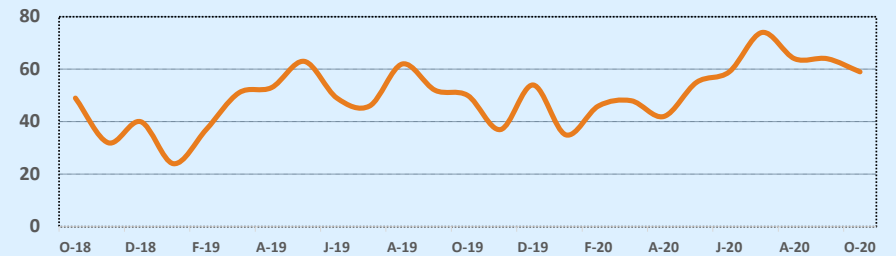
Average & Median Sales Price - Last Two Years



Months of Inventory - Last Two Years



Number of Sales - Last Two Years



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# MLS Area 10S

# Residential Statistics



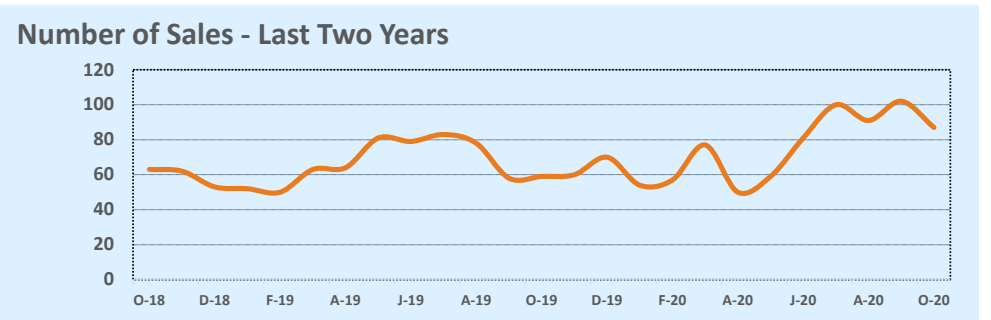
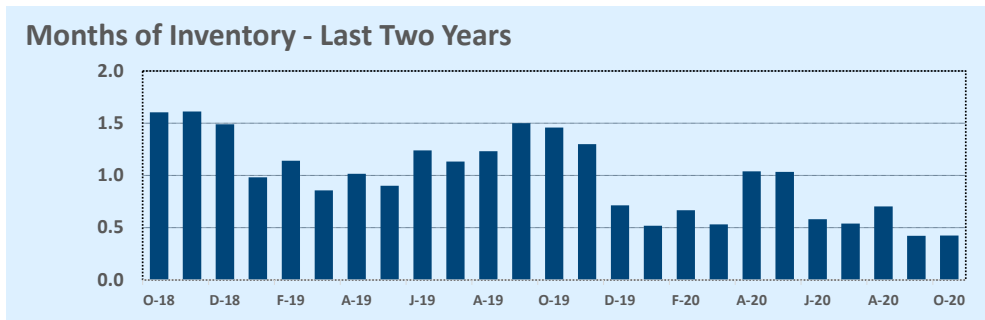
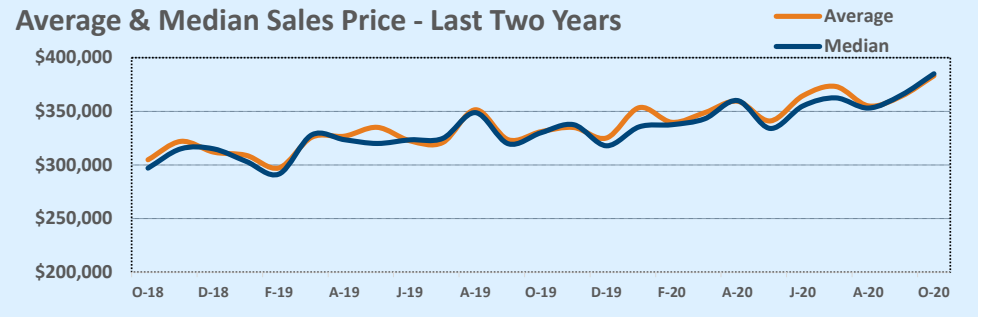
# October 2020

| Listings            | This Month   |              |               | Year-to-Date  |               |               |
|---------------------|--------------|--------------|---------------|---------------|---------------|---------------|
|                     | Oct 2020     | Oct 2019     | Change        | 2020          | 2019          | Change        |
| Single Family Sales | 76           | 55           | +38.2%        | 681           | 605           | +12.6%        |
| Condo/TH Sales      | 11           | 4            | +175.0%       | 77            | 62            | +24.2%        |
| <b>Total Sales</b>  | <b>87</b>    | <b>59</b>    | <b>+47.5%</b> | <b>758</b>    | <b>667</b>    | <b>+13.6%</b> |
| New Homes Only      | --           | 1            | --            | 10            | 24            | -58.3%        |
| Resale Only         | 87           | 58           | +50.0%        | 748           | 643           | +16.3%        |
| Sales Volume        | \$33,331,947 | \$19,528,433 | +70.7%        | \$272,989,716 | \$217,315,695 | +25.6%        |
| New Listings        | 89           | 57           | +56.1%        | 838           | 788           | +6.3%         |
| Pending             | 89           | 59           | +50.8%        | 801           | 693           | +15.6%        |
| Withdrawn           | 5            | 7            | -28.6%        | 29            | 59            | -50.8%        |
| Expired             | 1            | 5            | -80.0%        | 12            | 26            | -53.8%        |
| Months of Inventory | 0.4          | 1.5          | -70.8%        | N/A           | N/A           | --            |

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | 1          | --        | --        | 1            | --         | --        |
| \$150,000- \$199,999 | --         | --        | --        | 2            | 1          | 2         |
| \$200,000- \$249,999 | --         | 5         | 13        | 28           | 28         | 19        |
| \$250,000- \$299,999 | 11         | 6         | 33        | 133          | 100        | 21        |
| \$300,000- \$349,999 | 18         | 19        | 8         | 207          | 216        | 20        |
| \$350,000- \$399,999 | 32         | 23        | 14        | 265          | 230        | 15        |
| \$400,000- \$449,999 | 14         | 18        | 13        | 120          | 107        | 11        |
| \$450,000- \$499,999 | 8          | 9         | 7         | 52           | 51         | 10        |
| \$500,000- \$549,999 | 3          | 6         | 6         | 16           | 15         | 10        |
| \$550,000- \$599,999 | 2          | --        | --        | 9            | 8          | 39        |
| \$600,000- \$699,999 | --         | 1         | 4         | 3            | 2          | 4         |
| \$700,000- \$799,999 | --         | --        | --        | --           | --         | --        |
| \$800,000- \$899,999 | --         | --        | --        | 1            | --         | --        |
| \$900,000- \$999,999 | --         | --        | --        | --           | --         | --        |
| \$1M - \$1.99M       | --         | --        | --        | 1            | --         | --        |
| \$2M - \$2.99M       | --         | --        | --        | --           | --         | --        |
| \$3M+                | --         | --        | --        | --           | --         | --        |
| <b>Totals</b>        | <b>89</b>  | <b>87</b> | <b>12</b> | <b>838</b>   | <b>758</b> | <b>16</b> |

| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$377,396  | \$334,497 | +12.8% | \$356,562    | \$327,277 | +8.9%  |
| List Price/SqFt      | \$241      | \$209     | +15.3% | \$228        | \$207     | +9.7%  |
| Sold Price           | \$383,126  | \$330,990 | +15.8% | \$360,145    | \$325,811 | +10.5% |
| Sold Price/SqFt      | \$244      | \$207     | +18.3% | \$230        | \$207     | +11.4% |
| Sold Price / Orig LP | 101.3%     | 96.4%     | +5.1%  | 122.6%       | 98.2%     | +24.8% |
| Days on Market       | 12         | 33        | -63.1% | 16           | 28        | -41.1% |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$380,900  | \$330,000 | +15.4% | \$350,000    | \$325,000 | +7.7%  |
| List Price/SqFt      | \$230      | \$212     | +8.4%  | \$222        | \$203     | +9.4%  |
| Sold Price           | \$385,000  | \$330,000 | +16.7% | \$356,500    | \$323,000 | +10.4% |
| Sold Price/SqFt      | \$240      | \$212     | +13.2% | \$224        | \$202     | +10.9% |
| Sold Price / Orig LP | 101.0%     | 97.0%     | +4.1%  | 100.0%       | 99.0%     | +1.0%  |
| Days on Market       | 5          | 20        | -75.0% | 5            | 9         | -44.4% |



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# MLS Area 11

# Residential Statistics



# October 2020

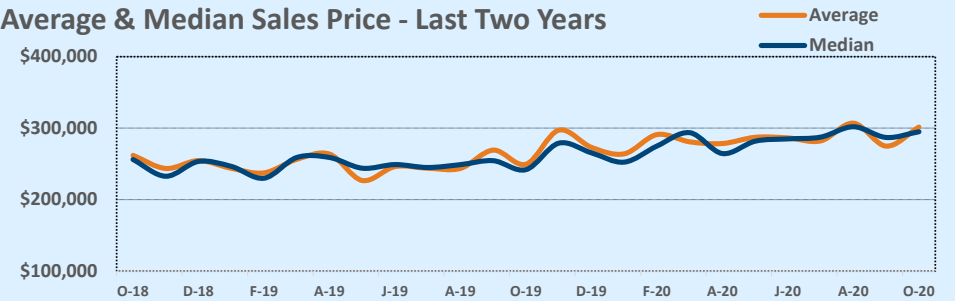
| Listings            | This Month  |             |              | Year-to-Date |              |              |
|---------------------|-------------|-------------|--------------|--------------|--------------|--------------|
|                     | Oct 2020    | Oct 2019    | Change       | 2020         | 2019         | Change       |
| Single Family Sales | 26          | 29          | -10.3%       | 306          | 320          | -4.4%        |
| Condo/TH Sales      | 3           | 3           | --           | 22           | 22           | --           |
| <b>Total Sales</b>  | <b>29</b>   | <b>32</b>   | <b>-9.4%</b> | <b>328</b>   | <b>342</b>   | <b>-4.1%</b> |
| New Homes Only      | --          | 2           | --           | 11           | 20           | -45.0%       |
| Resale Only         | 29          | 30          | -3.3%        | 317          | 322          | -1.6%        |
| Sales Volume        | \$8,744,397 | \$7,984,430 | +9.5%        | \$93,288,205 | \$85,048,631 | +9.7%        |
| New Listings        | 34          | 23          | +47.8%       | 322          | 404          | -20.3%       |
| Pending             | 28          | 29          | -3.4%        | 325          | 341          | -4.7%        |
| Withdrawn           | 1           | 2           | -50.0%       | 18           | 39           | -53.8%       |
| Expired             | 1           | 1           | --           | 7            | 14           | -50.0%       |
| Months of Inventory | 0.3         | 1.7         | -81.9%       | N/A          | N/A          | --           |

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | --         | --        | --        | 5            | 4          | 2         |
| \$150,000- \$199,999 | 1          | --        | --        | 24           | 27         | 25        |
| \$200,000- \$249,999 | 2          | --        | --        | 51           | 58         | 15        |
| \$250,000- \$299,999 | 16         | 19        | 16        | 125          | 115        | 15        |
| \$300,000- \$349,999 | 9          | 6         | 7         | 76           | 83         | 28        |
| \$350,000- \$399,999 | 4          | 3         | 3         | 29           | 24         | 46        |
| \$400,000- \$449,999 | 2          | 1         | 5         | 10           | 12         | 34        |
| \$450,000- \$499,999 | --         | --        | --        | 1            | 1          | 14        |
| \$500,000- \$549,999 | --         | --        | --        | --           | 2          | --        |
| \$550,000- \$599,999 | --         | --        | --        | 1            | 2          | 109       |
| \$600,000- \$699,999 | --         | --        | --        | --           | --         | --        |
| \$700,000- \$799,999 | --         | --        | --        | --           | --         | --        |
| \$800,000- \$899,999 | --         | --        | --        | --           | --         | --        |
| \$900,000- \$999,999 | --         | --        | --        | --           | --         | --        |
| \$1M - \$1.99M       | --         | --        | --        | --           | --         | --        |
| \$2M - \$2.99M       | --         | --        | --        | --           | --         | --        |
| \$3M+                | --         | --        | --        | --           | --         | --        |
| <b>Totals</b>        | <b>34</b>  | <b>29</b> | <b>12</b> | <b>322</b>   | <b>328</b> | <b>22</b> |

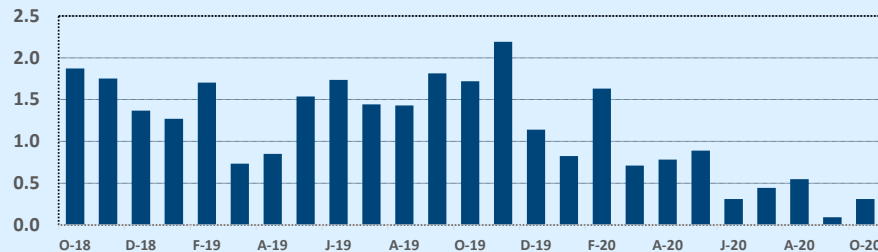
| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$296,611  | \$251,468 | +18.0% | \$285,158    | \$251,386 | +13.4% |
| List Price/SqFt      | \$177      | \$178     | -0.1%  | \$175        | \$163     | +7.7%  |
| Sold Price           | \$301,531  | \$249,513 | +20.8% | \$284,415    | \$248,680 | +14.4% |
| Sold Price/SqFt      | \$181      | \$177     | +2.4%  | \$175        | \$161     | +8.6%  |
| Sold Price / Orig LP | 101.7%     | 98.6%     | +3.2%  | 143.6%       | 98.5%     | +45.8% |
| Days on Market       | 12         | 29        | -57.0% | 22           | 30        | -24.3% |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$289,900  | \$244,450 | +18.6% | \$279,900    | \$249,900 | +12.0% |
| List Price/SqFt      | \$165      | \$173     | -4.6%  | \$169        | \$158     | +7.0%  |
| Sold Price           | \$295,000  | \$242,000 | +21.9% | \$285,000    | \$249,020 | +14.4% |
| Sold Price/SqFt      | \$165      | \$180     | -8.1%  | \$169        | \$155     | +8.9%  |
| Sold Price / Orig LP | 102.0%     | 99.0%     | +3.0%  | 100.0%       | 99.0%     | +1.0%  |
| Days on Market       | 5          | 14        | -64.3% | 7            | 12        | -41.7% |

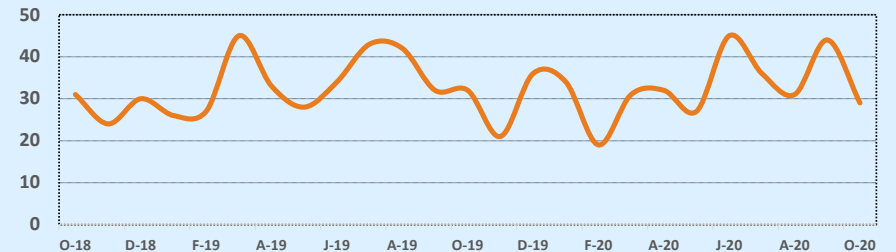
Average & Median Sales Price - Last Two Years



Months of Inventory - Last Two Years



Number of Sales - Last Two Years



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## MLS Area BA

## Residential Statistics

## Independence Title

## October 2020

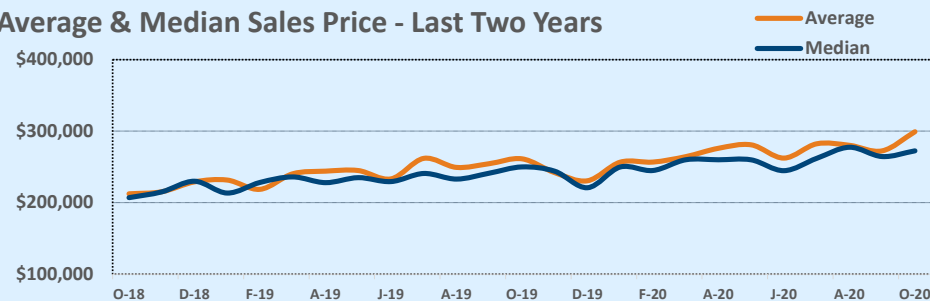
| Listings            | This Month   |             |               | Year-to-Date  |               |               |
|---------------------|--------------|-------------|---------------|---------------|---------------|---------------|
|                     | Oct 2020     | Oct 2019    | Change        | 2020          | 2019          | Change        |
| Single Family Sales | 50           | 33          | +51.5%        | 488           | 432           | +13.0%        |
| Condo/TH Sales      | --           | --          | --            | --            | --            | --            |
| <b>Total Sales</b>  | <b>50</b>    | <b>33</b>   | <b>+51.5%</b> | <b>488</b>    | <b>432</b>    | <b>+13.0%</b> |
| New Homes Only      | 14           | 8           | +75.0%        | 130           | 83            | +56.6%        |
| Resale Only         | 36           | 25          | +44.0%        | 358           | 349           | +2.6%         |
| Sales Volume        | \$14,961,758 | \$8,623,784 | +73.5%        | \$134,118,600 | \$105,940,951 | +26.6%        |
| New Listings        | 63           | 59          | +6.8%         | 688           | 601           | +14.5%        |
| Pending             | 65           | 40          | +62.5%        | 562           | 466           | +20.6%        |
| Withdrawn           | 4            | 12          | -66.7%        | 69            | 61            | +13.1%        |
| Expired             | 2            | 3           | -33.3%        | 59            | 58            | +1.7%         |
| Months of Inventory | 2.1          | 4.3         | -51.7%        | N/A           | N/A           | --            |

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | 1          | 1         | 10        | 30           | 28         | 49        |
| \$150,000- \$199,999 | 1          | 3         | 34        | 74           | 54         | 41        |
| \$200,000- \$249,999 | 8          | 7         | 6         | 153          | 129        | 45        |
| \$250,000- \$299,999 | 23         | 19        | 60        | 215          | 133        | 55        |
| \$300,000- \$349,999 | 15         | 13        | 65        | 113          | 76         | 56        |
| \$350,000- \$399,999 | 8          | 2         | 13        | 42           | 28         | 57        |
| \$400,000- \$449,999 | 5          | 1         | 6         | 14           | 9          | 56        |
| \$450,000- \$499,999 | 2          | 2         | 63        | 17           | 11         | 40        |
| \$500,000- \$549,999 | --         | --        | --        | 6            | 7          | 70        |
| \$550,000- \$599,999 | --         | --        | --        | 9            | 5          | 28        |
| \$600,000- \$699,999 | --         | 1         | 284       | 8            | 6          | 141       |
| \$700,000- \$799,999 | --         | 1         | 15        | 3            | 1          | 15        |
| \$800,000- \$899,999 | --         | --        | --        | 1            | 1          | 55        |
| \$900,000- \$999,999 | --         | --        | --        | --           | --         | --        |
| \$1M - \$1.99M       | --         | --        | --        | 1            | --         | --        |
| \$2M - \$2.99M       | --         | --        | --        | 2            | --         | --        |
| \$3M+                | --         | --        | --        | --           | --         | --        |
| <b>Totals</b>        | <b>63</b>  | <b>50</b> | <b>52</b> | <b>688</b>   | <b>488</b> | <b>51</b> |

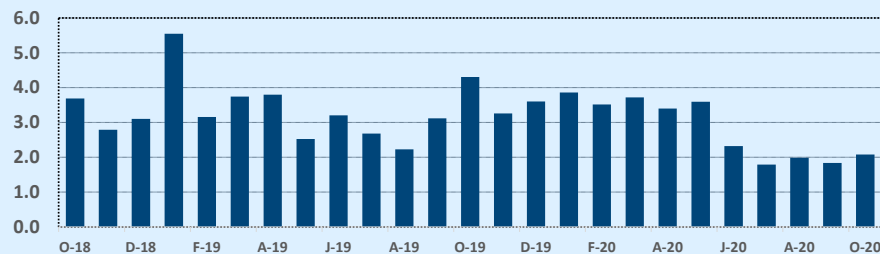
| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$301,999  | \$266,755 | +13.2% | \$278,872    | \$250,489 | +11.3% |
| List Price/SqFt      | \$163      | \$142     | +15.0% | \$150        | \$139     | +8.0%  |
| Sold Price           | \$299,235  | \$261,327 | +14.5% | \$274,833    | \$245,234 | +12.1% |
| Sold Price/SqFt      | \$161      | \$139     | +16.2% | \$148        | \$136     | +8.7%  |
| Sold Price / Orig LP | 97.9%      | 3248.8%   | -97.0% | 97.1%        | 336.7%    | -71.2% |
| Days on Market       | 52         | 47        | +11.5% | 51           | 56        | -8.4%  |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$275,000  | \$250,000 | +10.0% | \$260,495    | \$239,600 | +8.7%  |
| List Price/SqFt      | \$153      | \$146     | +4.8%  | \$147        | \$140     | +5.2%  |
| Sold Price           | \$272,500  | \$250,000 | +9.0%  | \$260,000    | \$234,950 | +10.7% |
| Sold Price/SqFt      | \$155      | \$141     | +9.5%  | \$145        | \$138     | +4.7%  |
| Sold Price / Orig LP | 100.0%     | 99.0%     | +1.0%  | 98.0%        | 98.0%     | --     |
| Days on Market       | 21         | 18        | +13.9% | 26           | 32        | -20.3% |

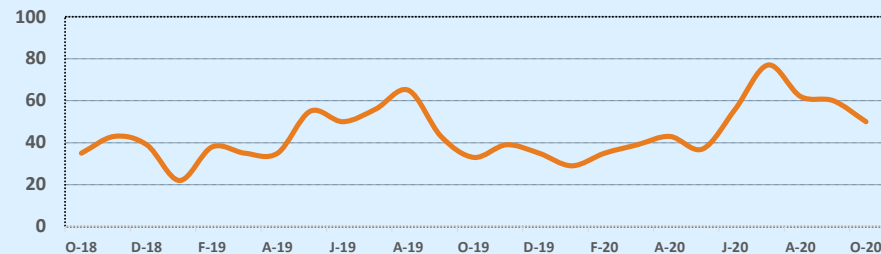
### Average & Median Sales Price - Last Two Years



### Months of Inventory - Last Two Years



### Number of Sales - Last Two Years



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## MLS Area BL

| Listings            | This Month  |             |               | Year-to-Date |              |              |
|---------------------|-------------|-------------|---------------|--------------|--------------|--------------|
|                     | Oct 2020    | Oct 2019    | Change        | 2020         | 2019         | Change       |
| Single Family Sales | 9           | 18          | -50.0%        | 74           | 78           | -5.1%        |
| Condo/TH Sales      | --          | --          | --            | --           | --           | --           |
| <b>Total Sales</b>  | <b>9</b>    | <b>18</b>   | <b>-50.0%</b> | <b>74</b>    | <b>78</b>    | <b>-5.1%</b> |
| New Homes Only      | 1           | 8           | -87.5%        | 11           | 26           | -57.7%       |
| Resale Only         | 8           | 10          | -20.0%        | 63           | 52           | +21.2%       |
| Sales Volume        | \$4,476,900 | \$5,529,130 | -19.0%        | \$34,785,681 | \$30,340,641 | +14.7%       |
| New Listings        | 8           | 10          | -20.0%        | 112          | 126          | -11.1%       |
| Pending             | 15          | 11          | +36.4%        | 91           | 87           | +4.6%        |
| Withdrawn           | 3           | 4           | -25.0%        | 27           | 32           | -15.6%       |
| Expired             | --          | --          | --            | 5            | 14           | -64.3%       |
| Months of Inventory | 3.2         | 2.2         | +45.0%        | N/A          | N/A          | --           |

| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$526,694  | \$314,746 | +67.3% | \$495,650    | \$406,325 | +22.0% |
| List Price/SqFt      | \$193      | \$200     | -3.7%  | \$226        | \$201     | +12.5% |
| Sold Price           | \$497,433  | \$307,174 | +61.9% | \$470,077    | \$388,983 | +20.8% |
| Sold Price/SqFt      | \$181      | \$194     | -6.9%  | \$214        | \$192     | +11.5% |
| Sold Price / Orig LP | 89.6%      | 94.8%     | -5.6%  | 93.1%        | 93.3%     | -0.2%  |
| Days on Market       | 76         | 65        | +16.9% | 81           | 70        | +16.5% |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$340,000  | \$278,558 | +22.1% | \$372,000    | \$348,950 | +6.6%  |
| List Price/SqFt      | \$180      | \$168     | +7.2%  | \$192        | \$169     | +13.7% |
| Sold Price           | \$348,000  | \$272,770 | +27.6% | \$365,550    | \$346,950 | +5.4%  |
| Sold Price/SqFt      | \$160      | \$163     | -1.7%  | \$183        | \$164     | +11.7% |
| Sold Price / Orig LP | 89.0%      | 95.5%     | -6.8%  | 93.5%        | 94.0%     | -0.5%  |
| Days on Market       | 74         | 70        | +6.5%  | 49           | 41        | +21.0% |

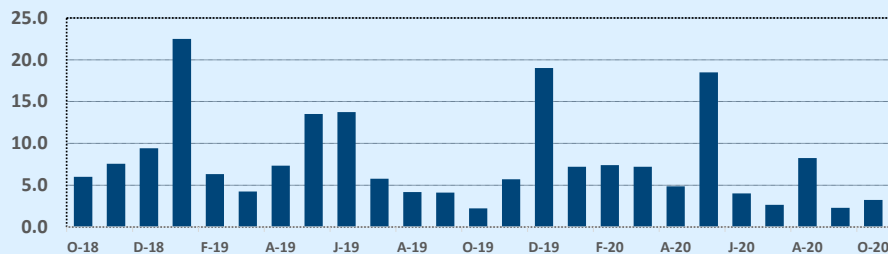
## Residential Statistics

## Independence Title

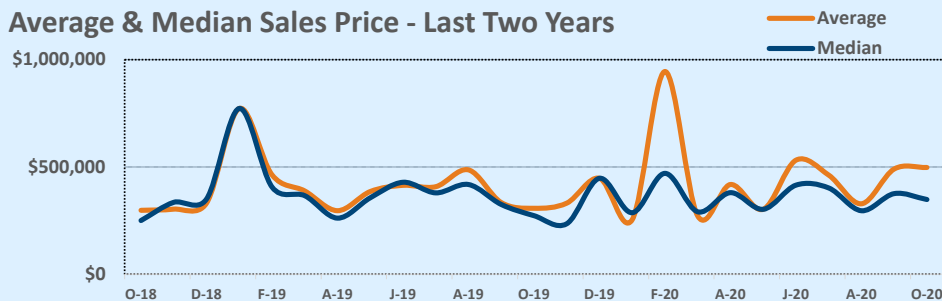
## October 2020

| Price Range          | This Month |          |           | Year-to-Date |           |           |
|----------------------|------------|----------|-----------|--------------|-----------|-----------|
|                      | New        | Sales    | DOM       | New          | Sales     | DOM       |
| \$149,999 or under   | --         | 1        | 116       | 1            | 4         | 83        |
| \$150,000- \$199,999 | --         | --       | --        | 5            | 1         | --        |
| \$200,000- \$249,999 | 2          | 1        | 108       | 11           | 10        | 83        |
| \$250,000- \$299,999 | 1          | 1        | 52        | 15           | 10        | 103       |
| \$300,000- \$349,999 | 1          | 2        | 52        | 10           | 9         | 45        |
| \$350,000- \$399,999 | --         | 2        | 39        | 11           | 14        | 50        |
| \$400,000- \$449,999 | --         | --       | --        | 6            | 3         | 52        |
| \$450,000- \$499,999 | --         | 1        | 195       | 14           | 5         | 82        |
| \$500,000- \$549,999 | --         | --       | --        | 5            | --        | --        |
| \$550,000- \$599,999 | --         | --       | --        | 4            | 4         | 86        |
| \$600,000- \$699,999 | --         | --       | --        | 8            | 6         | 111       |
| \$700,000- \$799,999 | --         | --       | --        | 2            | 1         | 2         |
| \$800,000- \$899,999 | 2          | --       | --        | 8            | 1         | 320       |
| \$900,000- \$999,999 | --         | --       | --        | 1            | 1         | 245       |
| \$1M - \$1.99M       | 1          | 1        | 33        | 10           | 4         | 125       |
| \$2M - \$2.99M       | --         | --       | --        | --           | 1         | 44        |
| \$3M+                | 1          | --       | --        | 1            | --        | --        |
| <b>Totals</b>        | <b>8</b>   | <b>9</b> | <b>76</b> | <b>112</b>   | <b>74</b> | <b>81</b> |

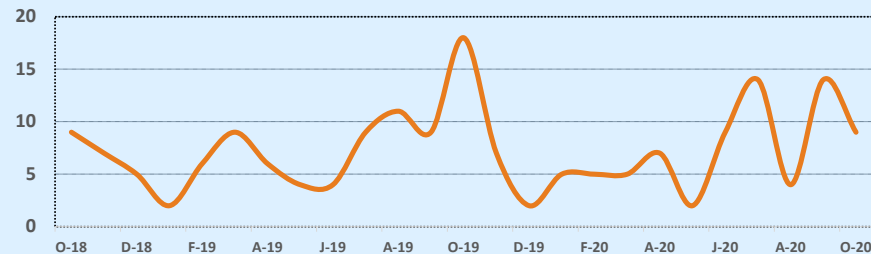
## Months of Inventory - Last Two Years



## Average & Median Sales Price - Last Two Years



## Number of Sales - Last Two Years



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## MLS Area BT

| Listings            | This Month  |             |               | Year-to-Date |              |              |
|---------------------|-------------|-------------|---------------|--------------|--------------|--------------|
|                     | Oct 2020    | Oct 2019    | Change        | 2020         | 2019         | Change       |
| Single Family Sales | 9           | 7           | +28.6%        | 115          | 120          | -4.2%        |
| Condo/TH Sales      | --          | --          | --            | 2            | 3            | -33.3%       |
| <b>Total Sales</b>  | <b>9</b>    | <b>7</b>    | <b>+28.6%</b> | <b>117</b>   | <b>123</b>   | <b>-4.9%</b> |
| New Homes Only      | 2           | 1           | +100.0%       | 15           | 6            | +150.0%      |
| Resale Only         | 7           | 6           | +16.7%        | 102          | 117          | -12.8%       |
| Sales Volume        | \$2,647,500 | \$1,590,000 | +66.5%        | \$33,746,020 | \$24,915,137 | +35.4%       |
| New Listings        | 12          | 18          | -33.3%        | 148          | 182          | -18.7%       |
| Pending             | 9           | 6           | +50.0%        | 127          | 124          | +2.4%        |
| Withdrawn           | 2           | 3           | -33.3%        | 21           | 35           | -40.0%       |
| Expired             | 4           | --          | --            | 15           | 14           | +7.1%        |
| Months of Inventory | 1.9         | 6.0         | -68.5%        | N/A          | N/A          | --           |

| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$300,056  | \$230,029 | +30.4% | \$297,021    | \$207,619 | +43.1% |
| List Price/SqFt      | \$129      | \$112     | +14.4% | \$135        | \$111     | +21.6% |
| Sold Price           | \$294,167  | \$227,143 | +29.5% | \$288,428    | \$202,562 | +42.4% |
| Sold Price/SqFt      | \$127      | \$111     | +14.8% | \$131        | \$107     | +22.3% |
| Sold Price / Orig LP | 98.3%      | 97.6%     | +0.8%  | 96.1%        | 94.9%     | +1.3%  |
| Days on Market       | 52         | 43        | +22.0% | 62           | 44        | +40.1% |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$245,000  | \$227,300 | +7.8%  | \$245,000    | \$187,000 | +31.0% |
| List Price/SqFt      | \$118      | \$109     | +8.3%  | \$126        | \$108     | +17.3% |
| Sold Price           | \$245,000  | \$225,000 | +8.9%  | \$245,000    | \$188,000 | +30.3% |
| Sold Price/SqFt      | \$118      | \$109     | +8.6%  | \$126        | \$106     | +19.1% |
| Sold Price / Orig LP | 100.0%     | 98.0%     | +2.0%  | 98.0%        | 98.0%     | --     |
| Days on Market       | 18         | 38        | -52.6% | 41           | 27        | +51.9% |

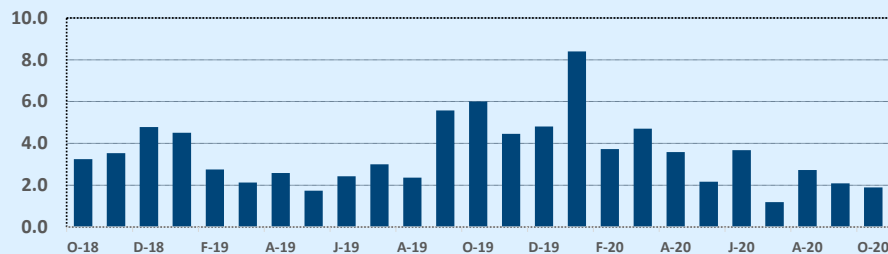
## Residential Statistics

## Independence Title

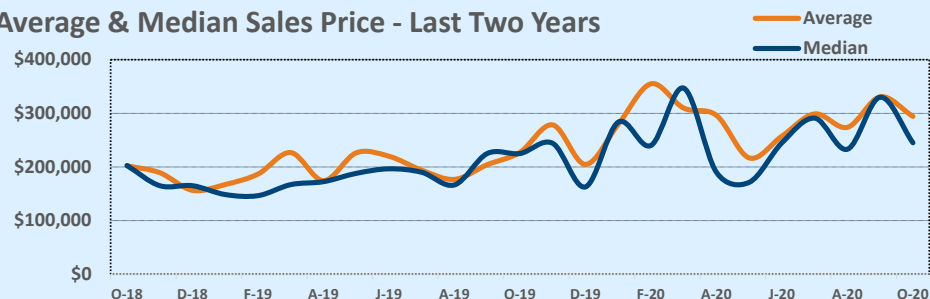
## October 2020

| Price Range          | This Month |          |           | Year-to-Date |            |           |
|----------------------|------------|----------|-----------|--------------|------------|-----------|
|                      | New        | Sales    | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | 2          | 1        | 18        | 23           | 18         | 38        |
| \$150,000- \$199,999 | 4          | 1        | 180       | 29           | 22         | 41        |
| \$200,000- \$249,999 | --         | 3        | 17        | 24           | 22         | 68        |
| \$250,000- \$299,999 | 1          | 1        | 3         | 13           | 11         | 58        |
| \$300,000- \$349,999 | 1          | --       | --        | 8            | 7          | 65        |
| \$350,000- \$399,999 | 2          | --       | --        | 16           | 12         | 74        |
| \$400,000- \$449,999 | 1          | 2        | 20        | 12           | 10         | 57        |
| \$450,000- \$499,999 | 1          | 1        | 180       | 8            | 8          | 85        |
| \$500,000- \$549,999 | --         | --       | --        | 3            | 1          | 2         |
| \$550,000- \$599,999 | --         | --       | --        | 3            | 2          | 126       |
| \$600,000- \$699,999 | --         | --       | --        | 7            | 1          | 119       |
| \$700,000- \$799,999 | --         | --       | --        | 1            | 1          | 292       |
| \$800,000- \$899,999 | --         | --       | --        | --           | 1          | 145       |
| \$900,000- \$999,999 | --         | --       | --        | --           | --         | --        |
| \$1M - \$1.99M       | --         | --       | --        | 1            | 1          | 125       |
| \$2M - \$2.99M       | --         | --       | --        | --           | --         | --        |
| \$3M+                | --         | --       | --        | --           | --         | --        |
| <b>Totals</b>        | <b>12</b>  | <b>9</b> | <b>52</b> | <b>148</b>   | <b>117</b> | <b>62</b> |

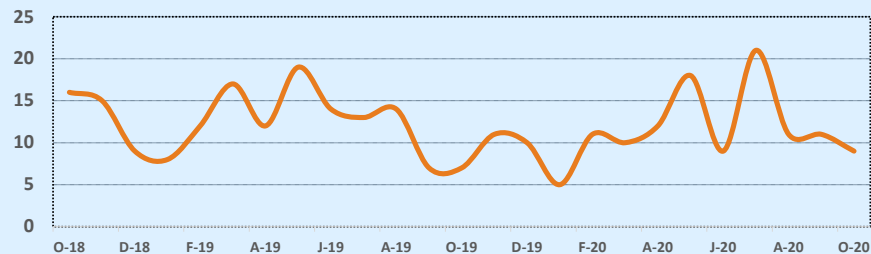
## Months of Inventory - Last Two Years



## Average & Median Sales Price - Last Two Years



## Number of Sales - Last Two Years



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# MLS Area BU

# Residential Statistics

# Independence Title

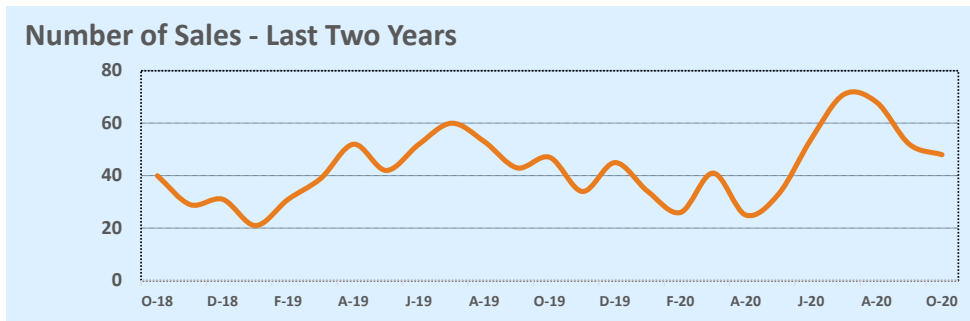
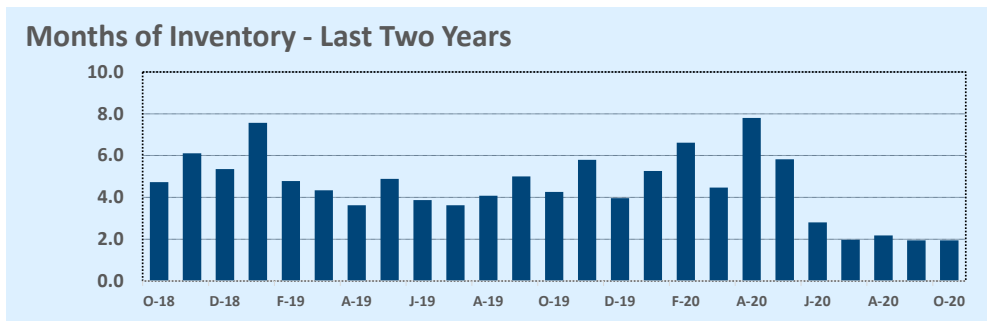
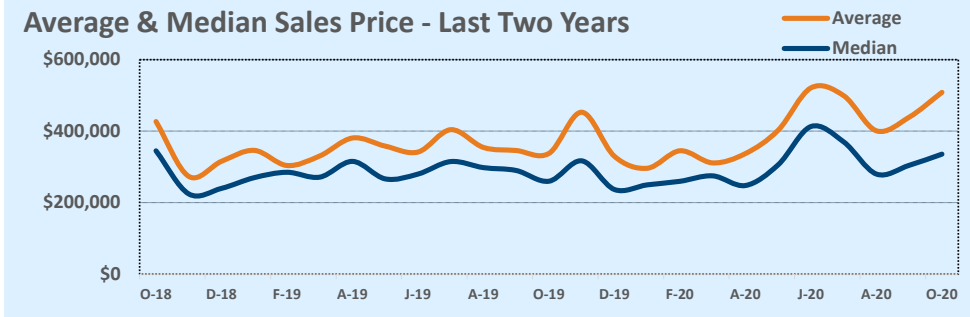
# October 2020

| Listings            | This Month   |              |              | Year-to-Date  |               |              |
|---------------------|--------------|--------------|--------------|---------------|---------------|--------------|
|                     | Oct 2020     | Oct 2019     | Change       | 2020          | 2019          | Change       |
| Single Family Sales | 46           | 45           | +2.2%        | 441           | 427           | +3.3%        |
| Condo/TH Sales      | 2            | 2            | --           | 11            | 13            | -15.4%       |
| <b>Total Sales</b>  | <b>48</b>    | <b>47</b>    | <b>+2.1%</b> | <b>452</b>    | <b>440</b>    | <b>+2.7%</b> |
| New Homes Only      | 6            | 3            | +100.0%      | 67            | 57            | +17.5%       |
| Resale Only         | 42           | 44           | -4.5%        | 385           | 383           | +0.5%        |
| Sales Volume        | \$24,412,657 | \$15,878,547 | +53.7%       | \$191,633,066 | \$155,993,475 | +22.8%       |
| New Listings        | 58           | 50           | +16.0%       | 582           | 641           | -9.2%        |
| Pending             | 58           | 40           | +45.0%       | 513           | 459           | +11.8%       |
| Withdrawn           | 7            | 10           | -30.0%       | 79            | 93            | -15.1%       |
| Expired             | 2            | 8            | -75.0%       | 49            | 53            | -7.5%        |
| Months of Inventory | 1.9          | 4.3          | -54.5%       | N/A           | N/A           | --           |

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | --         | 3         | 56        | 24           | 28         | 48        |
| \$150,000- \$199,999 | 4          | 5         | 40        | 61           | 55         | 47        |
| \$200,000- \$249,999 | 11         | 10        | 39        | 109          | 72         | 61        |
| \$250,000- \$299,999 | 22         | 3         | 18        | 109          | 73         | 71        |
| \$300,000- \$349,999 | 3          | 4         | 15        | 41           | 30         | 48        |
| \$350,000- \$399,999 | 4          | 2         | 139       | 45           | 40         | 95        |
| \$400,000- \$449,999 | 2          | 3         | 7         | 23           | 24         | 99        |
| \$450,000- \$499,999 | 3          | 2         | 95        | 29           | 25         | 114       |
| \$500,000- \$549,999 | 2          | 4         | 48        | 20           | 13         | 83        |
| \$550,000- \$599,999 | 2          | 1         | 60        | 16           | 10         | 120       |
| \$600,000- \$699,999 | --         | 2         | 64        | 23           | 15         | 110       |
| \$700,000- \$799,999 | --         | 1         | 2         | 20           | 19         | 81        |
| \$800,000- \$899,999 | 1          | 1         | 321       | 13           | 10         | 107       |
| \$900,000- \$999,999 | 1          | --        | --        | 11           | 9          | 122       |
| \$1M - \$1.99M       | 3          | 7         | 175       | 31           | 26         | 140       |
| \$2M - \$2.99M       | --         | --        | --        | 7            | 3          | 32        |
| \$3M+                | --         | --        | --        | --           | --         | --        |
| <b>Totals</b>        | <b>58</b>  | <b>48</b> | <b>68</b> | <b>582</b>   | <b>452</b> | <b>78</b> |

| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$521,410  | \$357,506 | +45.8% | \$438,987    | \$369,429 | +18.8% |
| List Price/SqFt      | \$214      | \$183     | +17.0% | \$196        | \$173     | +13.8% |
| Sold Price           | \$508,597  | \$337,841 | +50.5% | \$423,967    | \$354,531 | +19.6% |
| Sold Price/SqFt      | \$210      | \$173     | +21.3% | \$190        | \$166     | +14.5% |
| Sold Price / Orig LP | 95.2%      | 92.6%     | +2.8%  | 95.0%        | 99.9%     | -4.9%  |
| Days on Market       | 68         | 60        | +13.3% | 78           | 78        | +0.1%  |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$349,250  | \$259,997 | +34.3% | \$299,900    | \$288,250 | +4.0%  |
| List Price/SqFt      | \$174      | \$145     | +20.5% | \$162        | \$150     | +8.6%  |
| Sold Price           | \$335,750  | \$259,997 | +29.1% | \$297,825    | \$280,000 | +6.4%  |
| Sold Price/SqFt      | \$169      | \$144     | +17.2% | \$162        | \$146     | +10.5% |
| Sold Price / Orig LP | 97.0%      | 95.0%     | +2.1%  | 96.0%        | 96.0%     | --     |
| Days on Market       | 27         | 38        | -28.9% | 46           | 44        | +4.5%  |



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## MLS Area BW

## Residential Statistics

## Independence Title

## October 2020

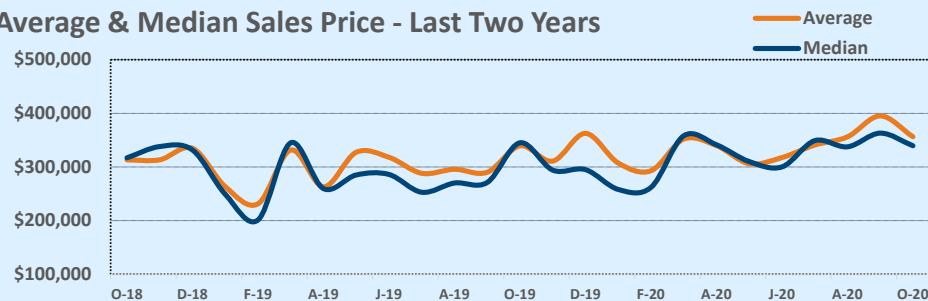
| Listings            | This Month  |             |              | Year-to-Date |              |               |
|---------------------|-------------|-------------|--------------|--------------|--------------|---------------|
|                     | Oct 2020    | Oct 2019    | Change       | 2020         | 2019         | Change        |
| Single Family Sales | 24          | 23          | +4.3%        | 265          | 199          | +33.2%        |
| Condo/TH Sales      | --          | --          | --           | --           | --           | --            |
| <b>Total Sales</b>  | <b>24</b>   | <b>23</b>   | <b>+4.3%</b> | <b>265</b>   | <b>199</b>   | <b>+33.2%</b> |
| New Homes Only      | 4           | 3           | +33.3%       | 53           | 23           | +130.4%       |
| Resale Only         | 20          | 20          | --           | 212          | 176          | +20.5%        |
| Sales Volume        | \$8,551,078 | \$7,805,900 | +9.5%        | \$89,359,712 | \$59,729,599 | +49.6%        |
| New Listings        | 24          | 28          | -14.3%       | 282          | 306          | -7.8%         |
| Pending             | 24          | 25          | -4.0%        | 286          | 211          | +35.5%        |
| Withdrawn           | 1           | 4           | -75.0%       | 28           | 29           | -3.4%         |
| Expired             | 1           | 1           | --           | 18           | 24           | -25.0%        |
| Months of Inventory | 1.8         | 4.6         | -60.2%       | N/A          | N/A          | --            |

| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$361,667  | \$343,232 | +5.4%  | \$343,840    | \$305,724 | +12.5% |
| List Price/SqFt      | \$172      | \$143     | +20.2% | \$151        | \$144     | +5.0%  |
| Sold Price           | \$356,295  | \$339,387 | +5.0%  | \$337,206    | \$300,149 | +12.3% |
| Sold Price/SqFt      | \$169      | \$142     | +19.0% | \$148        | \$141     | +4.7%  |
| Sold Price / Orig LP | 97.8%      | 95.7%     | +2.1%  | 96.9%        | 96.9%     | +0.0%  |
| Days on Market       | 67         | 93        | -27.9% | 87           | 67        | +30.1% |

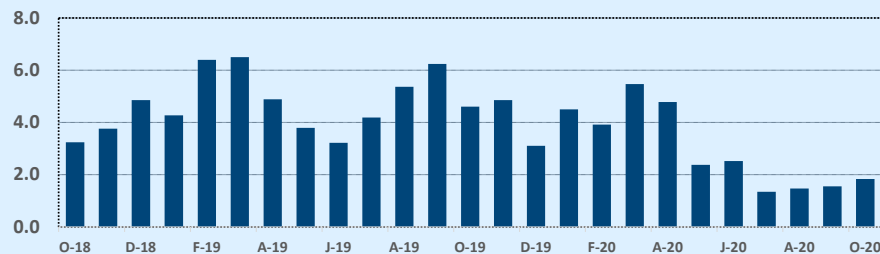
| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$348,900  | \$325,000 | +7.4%  | \$339,000    | \$270,000 | +25.6% |
| List Price/SqFt      | \$173      | \$146     | +18.6% | \$147        | \$141     | +4.1%  |
| Sold Price           | \$339,450  | \$345,000 | -1.6%  | \$332,000    | \$265,900 | +24.9% |
| Sold Price/SqFt      | \$174      | \$137     | +26.9% | \$145        | \$138     | +4.5%  |
| Sold Price / Orig LP | 100.0%     | 95.0%     | +5.3%  | 98.0%        | 97.0%     | +1.0%  |
| Days on Market       | 18         | 59        | -70.3% | 37           | 28        | +32.1% |

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | --         | --        | --        | 6            | 10         | 26        |
| \$150,000- \$199,999 | 3          | 5         | 15        | 36           | 35         | 95        |
| \$200,000- \$249,999 | 2          | 1         | 17        | 26           | 35         | 132       |
| \$250,000- \$299,999 | 4          | 2         | 15        | 32           | 29         | 79        |
| \$300,000- \$349,999 | 1          | 5         | 48        | 42           | 43         | 75        |
| \$350,000- \$399,999 | 4          | --        | --        | 35           | 34         | 102       |
| \$400,000- \$449,999 | 2          | 5         | 78        | 25           | 25         | 101       |
| \$450,000- \$499,999 | 2          | 1         | 8         | 29           | 23         | 75        |
| \$500,000- \$549,999 | 3          | 4         | 145       | 18           | 16         | 72        |
| \$550,000- \$599,999 | --         | 1         | 278       | 10           | 7          | 52        |
| \$600,000- \$699,999 | 3          | --        | --        | 16           | 6          | 36        |
| \$700,000- \$799,999 | --         | --        | --        | 3            | --         | --        |
| \$800,000- \$899,999 | --         | --        | --        | 1            | 1          | 3         |
| \$900,000- \$999,999 | --         | --        | --        | 2            | 1          | 6         |
| \$1M - \$1.99M       | --         | --        | --        | 1            | --         | --        |
| \$2M - \$2.99M       | --         | --        | --        | --           | --         | --        |
| \$3M+                | --         | --        | --        | --           | --         | --        |
| <b>Totals</b>        | <b>24</b>  | <b>24</b> | <b>67</b> | <b>282</b>   | <b>265</b> | <b>87</b> |

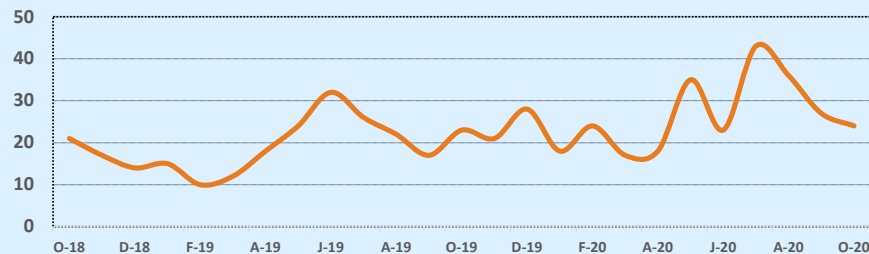
### Average & Median Sales Price - Last Two Years



### Months of Inventory - Last Two Years



### Number of Sales - Last Two Years



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# MLS Area CC

# Residential Statistics

# Independence Title

# October 2020

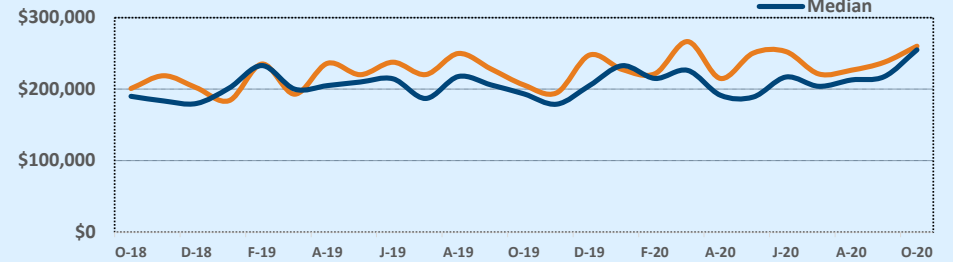
| Listings            | This Month  |             |           | Year-to-Date |              |              |
|---------------------|-------------|-------------|-----------|--------------|--------------|--------------|
|                     | Oct 2020    | Oct 2019    | Change    | 2020         | 2019         | Change       |
| Single Family Sales | 27          | 27          | --        | 237          | 223          | +6.3%        |
| Condo/TH Sales      | --          | --          | --        | --           | --           | --           |
| <b>Total Sales</b>  | <b>27</b>   | <b>27</b>   | <b>--</b> | <b>237</b>   | <b>223</b>   | <b>+6.3%</b> |
| New Homes Only      | 2           | --          | --        | 16           | 8            | +100.0%      |
| Resale Only         | 25          | 27          | -7.4%     | 221          | 215          | +2.8%        |
| Sales Volume        | \$7,023,300 | \$5,556,600 | +26.4%    | \$56,737,497 | \$49,897,417 | +13.7%       |
| New Listings        | 43          | 28          | +53.6%    | 301          | 334          | -9.9%        |
| Pending             | 26          | 23          | +13.0%    | 263          | 228          | +15.4%       |
| Withdrawn           | 1           | 8           | -87.5%    | 30           | 55           | -45.5%       |
| Expired             | 1           | 2           | -50.0%    | 18           | 22           | -18.2%       |
| Months of Inventory | 2.0         | 3.1         | -34.9%    | N/A          | N/A          | --           |

| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$264,441  | \$212,696 | +24.3% | \$245,271    | \$231,026 | +6.2%  |
| List Price/SqFt      | \$158      | \$134     | +17.4% | \$144        | \$138     | +4.8%  |
| Sold Price           | \$260,122  | \$205,800 | +26.4% | \$239,399    | \$223,755 | +7.0%  |
| Sold Price/SqFt      | \$155      | \$130     | +19.2% | \$141        | \$134     | +5.6%  |
| Sold Price / Orig LP | 96.5%      | 93.9%     | +2.8%  | 95.0%        | 94.7%     | +0.3%  |
| Days on Market       | 47         | 40        | +17.4% | 54           | 55        | -0.2%  |

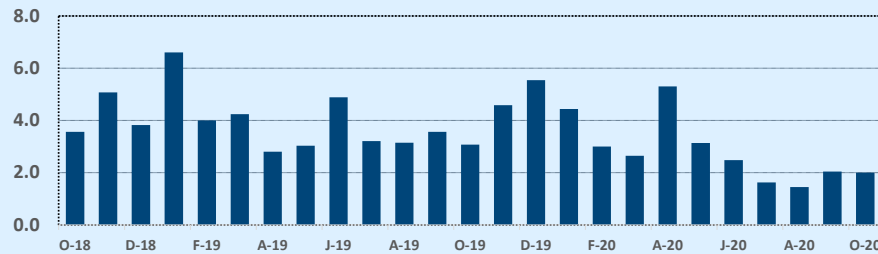
| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$256,500  | \$195,000 | +31.5% | \$219,500    | \$209,000 | +5.0%  |
| List Price/SqFt      | \$144      | \$129     | +11.3% | \$137        | \$130     | +5.8%  |
| Sold Price           | \$255,000  | \$193,400 | +31.9% | \$215,500    | \$205,000 | +5.1%  |
| Sold Price/SqFt      | \$138      | \$124     | +11.4% | \$134        | \$127     | +6.1%  |
| Sold Price / Orig LP | 97.0%      | 97.0%     | +0.0%  | 97.0%        | 97.0%     | --     |
| Days on Market       | 14         | 42        | -66.7% | 24           | 38        | -36.8% |

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | 5          | 4         | 38        | 37           | 33         | 52        |
| \$150,000- \$199,999 | 7          | 3         | 33        | 71           | 62         | 48        |
| \$200,000- \$249,999 | 14         | 6         | 85        | 80           | 62         | 44        |
| \$250,000- \$299,999 | 6          | 9         | 22        | 51           | 41         | 50        |
| \$300,000- \$349,999 | 3          | 1         | 2         | 15           | 6          | 49        |
| \$350,000- \$399,999 | 3          | 1         | 131       | 11           | 12         | 94        |
| \$400,000- \$449,999 | 1          | 1         | 6         | 8            | 7          | 114       |
| \$450,000- \$499,999 | 2          | --        | --        | 10           | 8          | 77        |
| \$500,000- \$549,999 | --         | 1         | 139       | 6            | 1          | 139       |
| \$550,000- \$599,999 | --         | --        | --        | 4            | 1          | 15        |
| \$600,000- \$699,999 | --         | 1         | 32        | 3            | 2          | 91        |
| \$700,000- \$799,999 | 1          | --        | --        | 1            | 1          | 141       |
| \$800,000- \$899,999 | --         | --        | --        | 1            | 1          | 126       |
| \$900,000- \$999,999 | --         | --        | --        | --           | --         | --        |
| \$1M - \$1.99M       | 1          | --        | --        | 2            | --         | --        |
| \$2M - \$2.99M       | --         | --        | --        | --           | --         | --        |
| \$3M+                | --         | --        | --        | 1            | --         | --        |
| <b>Totals</b>        | <b>43</b>  | <b>27</b> | <b>47</b> | <b>301</b>   | <b>237</b> | <b>54</b> |

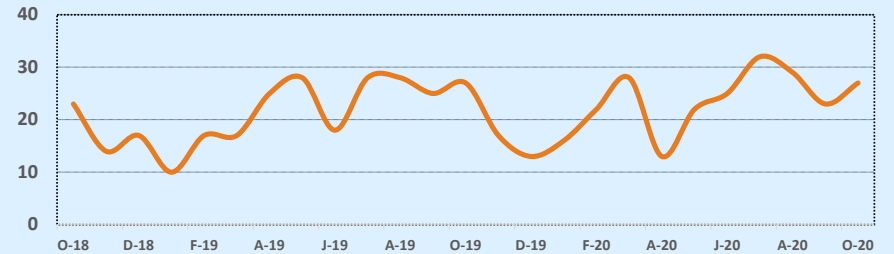
Average & Median Sales Price - Last Two Years



Months of Inventory - Last Two Years



Number of Sales - Last Two Years



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# MLS Area CLN

# Residential Statistics



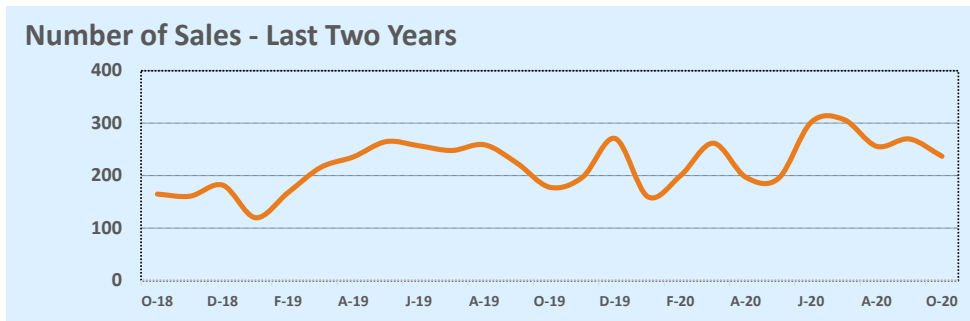
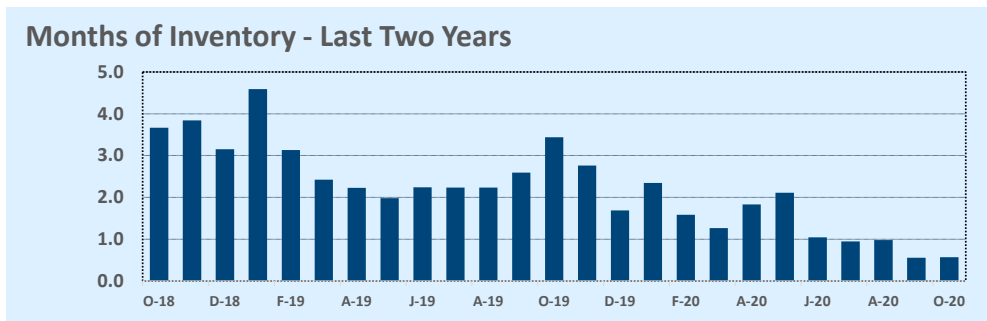
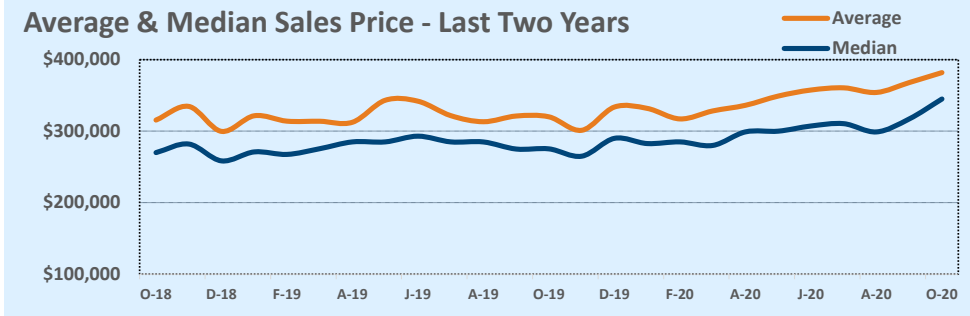
# October 2020

| Listings            | This Month   |              |               | Year-to-Date  |               |              |
|---------------------|--------------|--------------|---------------|---------------|---------------|--------------|
|                     | Oct 2020     | Oct 2019     | Change        | 2020          | 2019          | Change       |
| Single Family Sales | 233          | 177          | +31.6%        | 2,365         | 2,151         | +9.9%        |
| Condo/TH Sales      | 4            | 1            | +300.0%       | 21            | 20            | +5.0%        |
| <b>Total Sales</b>  | <b>237</b>   | <b>178</b>   | <b>+33.1%</b> | <b>2,386</b>  | <b>2,171</b>  | <b>+9.9%</b> |
| New Homes Only      | 30           | 31           | -3.2%         | 317           | 390           | -18.7%       |
| Resale Only         | 207          | 147          | +40.8%        | 2,069         | 1,781         | +16.2%       |
| Sales Volume        | \$90,513,146 | \$56,966,684 | +58.9%        | \$836,039,746 | \$701,531,210 | +19.2%       |
| New Listings        | 220          | 263          | -16.3%        | 2,456         | 2,655         | -7.5%        |
| Pending             | 253          | 213          | +18.8%        | 2,583         | 2,309         | +11.9%       |
| Withdrawn           | 7            | 45           | -84.4%        | 93            | 258           | -64.0%       |
| Expired             | 2            | 14           | -85.7%        | 45            | 73            | -38.4%       |
| Months of Inventory | 0.6          | 3.4          | -83.4%        | N/A           | N/A           | --           |

| Price Range          | This Month |            |           | Year-to-Date |              |           |
|----------------------|------------|------------|-----------|--------------|--------------|-----------|
|                      | New        | Sales      | DOM       | New          | Sales        | DOM       |
| \$149,999 or under   | --         | 1          | 12        | 5            | 5            | 9         |
| \$150,000- \$199,999 | 2          | 2          | 14        | 19           | 16           | 20        |
| \$200,000- \$249,999 | 24         | 32         | 6         | 370          | 446          | 40        |
| \$250,000- \$299,999 | 68         | 53         | 31        | 700          | 703          | 47        |
| \$300,000- \$349,999 | 44         | 34         | 34        | 408          | 383          | 45        |
| \$350,000- \$399,999 | 25         | 36         | 30        | 301          | 249          | 58        |
| \$400,000- \$449,999 | 19         | 20         | 32        | 183          | 167          | 55        |
| \$450,000- \$499,999 | 10         | 18         | 34        | 144          | 137          | 49        |
| \$500,000- \$549,999 | 10         | 12         | 63        | 104          | 85           | 44        |
| \$550,000- \$599,999 | 4          | 11         | 36        | 68           | 61           | 49        |
| \$600,000- \$699,999 | 2          | 11         | 23        | 57           | 60           | 67        |
| \$700,000- \$799,999 | 5          | --         | --        | 32           | 25           | 50        |
| \$800,000- \$899,999 | --         | 6          | 11        | 33           | 30           | 44        |
| \$900,000- \$999,999 | 1          | --         | --        | 14           | 8            | 43        |
| \$1M - \$1.99M       | 3          | 1          | 3         | 14           | 11           | 83        |
| \$2M - \$2.99M       | 2          | --         | --        | 2            | --           | --        |
| \$3M+                | 1          | --         | --        | 2            | --           | --        |
| <b>Totals</b>        | <b>220</b> | <b>237</b> | <b>29</b> | <b>2,456</b> | <b>2,386</b> | <b>47</b> |

| Average              | This Month |           |         | Year-to-Date |           |        |
|----------------------|------------|-----------|---------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change  | 2020         | 2019      | Change |
| List Price           | \$381,168  | \$324,998 | +17.3%  | \$352,804    | \$327,876 | +7.6%  |
| List Price/SqFt      | \$155      | \$145     | +7.0%   | \$151        | \$143     | +5.6%  |
| Sold Price           | \$381,912  | \$320,038 | +19.3%  | \$350,394    | \$323,137 | +8.4%  |
| Sold Price/SqFt      | \$155      | \$143     | +8.8%   | \$150        | \$141     | +6.4%  |
| Sold Price / Orig LP | 437.2%     | 96.7%     | +352.0% | 133.0%       | 98.5%     | +35.0% |
| Days on Market       | 29         | 57        | -49.9%  | 47           | 67        | -29.6% |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$344,900  | \$280,770 | +22.8% | \$300,000    | \$285,000 | +5.3%  |
| List Price/SqFt      | \$154      | \$144     | +6.8%  | \$149        | \$141     | +5.9%  |
| Sold Price           | \$345,000  | \$275,250 | +25.3% | \$300,000    | \$280,807 | +6.8%  |
| Sold Price/SqFt      | \$155      | \$142     | +8.7%  | \$149        | \$139     | +6.8%  |
| Sold Price / Orig LP | 100.0%     | 98.0%     | +2.0%  | 99.0%        | 98.0%     | +1.0%  |
| Days on Market       | 6          | 34        | -82.1% | 17           | 34        | -50.0% |



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## MLS Area CLS

| Listings            | This Month   |              |              | Year-to-Date  |               |              |
|---------------------|--------------|--------------|--------------|---------------|---------------|--------------|
|                     | Oct 2020     | Oct 2019     | Change       | 2020          | 2019          | Change       |
| Single Family Sales | 94           | 83           | +13.3%       | 814           | 905           | -10.1%       |
| Condo/TH Sales      | 11           | 13           | -15.4%       | 106           | 94            | +12.8%       |
| <b>Total Sales</b>  | <b>105</b>   | <b>96</b>    | <b>+9.4%</b> | <b>920</b>    | <b>999</b>    | <b>-7.9%</b> |
| New Homes Only      | 2            | 4            | -50.0%       | 14            | 36            | -61.1%       |
| Resale Only         | 103          | 92           | +12.0%       | 906           | 963           | -5.9%        |
| Sales Volume        | \$41,527,338 | \$34,376,032 | +20.8%       | \$352,970,989 | \$360,617,617 | -2.1%        |
| New Listings        | 79           | 78           | +1.3%        | 1,001         | 1,086         | -7.8%        |
| Pending             | 87           | 90           | -3.3%        | 966           | 1,034         | -6.6%        |
| Withdrawn           | 4            | 6            | -33.3%       | 45            | 61            | -26.2%       |
| Expired             | --           | 3            | --           | 13            | 26            | -50.0%       |
| Months of Inventory | 0.3          | 1.0          | -73.2%       | N/A           | N/A           | --           |

| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$390,658  | \$363,549 | +7.5%  | \$382,449    | \$363,913 | +5.1%  |
| List Price/SqFt      | \$172      | \$159     | +8.4%  | \$168        | \$156     | +8.0%  |
| Sold Price           | \$395,498  | \$358,084 | +10.4% | \$383,664    | \$360,979 | +6.3%  |
| Sold Price/SqFt      | \$175      | \$156     | +11.7% | \$169        | \$154     | +9.3%  |
| Sold Price / Orig LP | 101.1%     | 97.5%     | +3.6%  | 99.8%        | 98.5%     | +1.3%  |
| Days on Market       | 17         | 32        | -46.8% | 21           | 29        | -27.7% |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$375,000  | \$349,450 | +7.3%  | \$360,000    | \$340,000 | +5.9%  |
| List Price/SqFt      | \$165      | \$159     | +3.9%  | \$165        | \$154     | +7.4%  |
| Sold Price           | \$382,000  | \$343,500 | +11.2% | \$365,000    | \$340,000 | +7.4%  |
| Sold Price/SqFt      | \$170      | \$156     | +8.6%  | \$167        | \$153     | +8.9%  |
| Sold Price / Orig LP | 101.0%     | 98.5%     | +2.5%  | 100.0%       | 99.0%     | +1.0%  |
| Days on Market       | 5          | 14        | -63.0% | 6            | 9         | -33.3% |

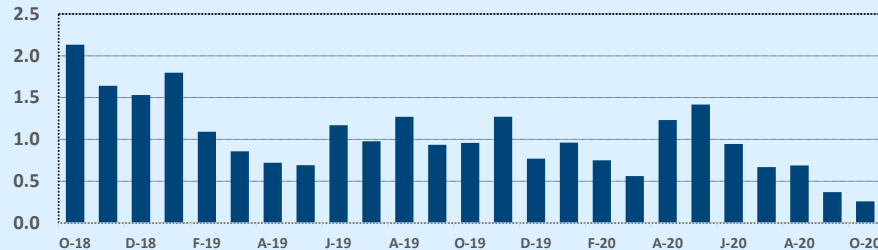
## Residential Statistics

## Independence Title

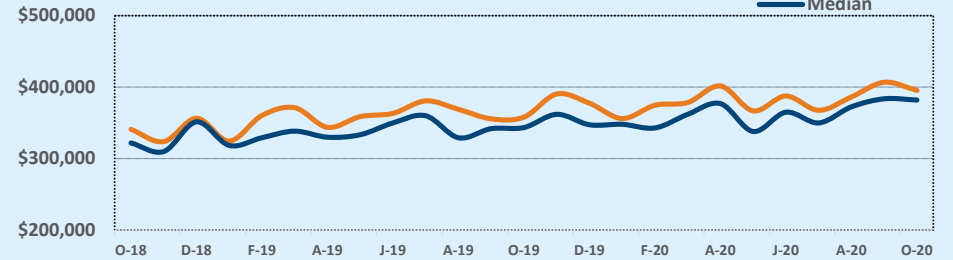
## October 2020

| Price Range          | This Month |            |           | Year-to-Date |            |           |
|----------------------|------------|------------|-----------|--------------|------------|-----------|
|                      | New        | Sales      | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | --         | --         | --        | 1            | 3          | 76        |
| \$150,000- \$199,999 | 1          | --         | --        | 7            | 6          | 32        |
| \$200,000- \$249,999 | 3          | 2          | 17        | 50           | 41         | 14        |
| \$250,000- \$299,999 | 8          | 6          | 26        | 123          | 121        | 23        |
| \$300,000- \$349,999 | 16         | 30         | 18        | 226          | 217        | 19        |
| \$350,000- \$399,999 | 18         | 28         | 15        | 243          | 223        | 22        |
| \$400,000- \$449,999 | 8          | 18         | 17        | 151          | 135        | 19        |
| \$450,000- \$499,999 | 12         | 10         | 5         | 85           | 61         | 15        |
| \$500,000- \$549,999 | 4          | 3          | 14        | 46           | 50         | 32        |
| \$550,000- \$599,999 | 5          | 3          | 18        | 26           | 23         | 16        |
| \$600,000- \$699,999 | 2          | 4          | 38        | 22           | 20         | 29        |
| \$700,000- \$799,999 | 1          | --         | --        | 7            | 8          | 25        |
| \$800,000- \$899,999 | --         | --         | --        | 5            | 5          | 8         |
| \$900,000- \$999,999 | 1          | --         | --        | 7            | 4          | 71        |
| \$1M - \$1.99M       | --         | 1          | 3         | 2            | 3          | 16        |
| \$2M - \$2.99M       | --         | --         | --        | --           | --         | --        |
| \$3M+                | --         | --         | --        | --           | --         | --        |
| <b>Totals</b>        | <b>79</b>  | <b>105</b> | <b>17</b> | <b>1,001</b> | <b>920</b> | <b>21</b> |

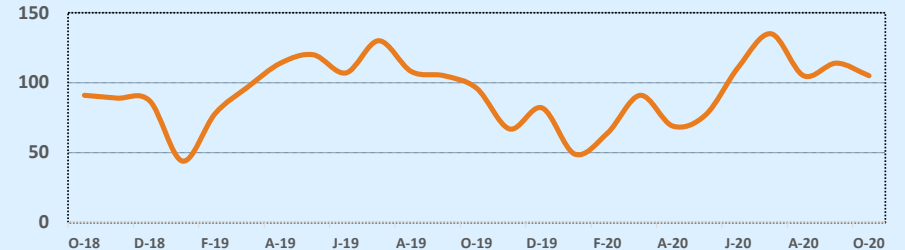
## Months of Inventory - Last Two Years



## Average & Median Sales Price - Last Two Years



## Number of Sales - Last Two Years



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## MLS Area CM

| Listings            | This Month   |              |               | Year-to-Date  |               |               |
|---------------------|--------------|--------------|---------------|---------------|---------------|---------------|
|                     | Oct 2020     | Oct 2019     | Change        | 2020          | 2019          | Change        |
| Single Family Sales | 40           | 24           | +66.7%        | 396           | 322           | +23.0%        |
| Condo/TH Sales      | 4            | 1            | +300.0%       | 15            | 11            | +36.4%        |
| <b>Total Sales</b>  | <b>44</b>    | <b>25</b>    | <b>+76.0%</b> | <b>411</b>    | <b>333</b>    | <b>+23.4%</b> |
| New Homes Only      | 4            | 3            | +33.3%        | 64            | 42            | +52.4%        |
| Resale Only         | 40           | 22           | +81.8%        | 347           | 291           | +19.2%        |
| Sales Volume        | \$18,404,740 | \$13,296,275 | +38.4%        | \$170,282,802 | \$133,819,675 | +27.2%        |
| New Listings        | 44           | 43           | +2.3%         | 498           | 530           | -6.0%         |
| Pending             | 41           | 30           | +36.7%        | 449           | 345           | +30.1%        |
| Withdrawn           | 4            | 18           | -77.8%        | 49            | 79            | -38.0%        |
| Expired             | 6            | 8            | -25.0%        | 47            | 54            | -13.0%        |
| Months of Inventory | 1.8          | 6.4          | -72.3%        | N/A           | N/A           | --            |

| Average              | This Month |           |        | Year-to-Date |           |         |
|----------------------|------------|-----------|--------|--------------|-----------|---------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change  |
| List Price           | \$423,865  | \$581,798 | -27.1% | \$426,866    | \$413,133 | +3.3%   |
| List Price/SqFt      | \$173      | \$190     | -9.3%  | \$179        | \$174     | +3.1%   |
| Sold Price           | \$418,290  | \$531,851 | -21.4% | \$414,313    | \$401,861 | +3.1%   |
| Sold Price/SqFt      | \$170      | \$179     | -4.8%  | \$175        | \$170     | +2.8%   |
| Sold Price / Orig LP | 97.5%      | 92.1%     | +5.9%  | 486.1%       | 96.2%     | +405.3% |
| Days on Market       | 54         | 105       | -48.7% | 74           | 67        | +10.0%  |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$390,000  | \$479,000 | -18.6% | \$349,000    | \$365,500 | -4.5%  |
| List Price/SqFt      | \$170      | \$179     | -4.9%  | \$174        | \$168     | +3.7%  |
| Sold Price           | \$380,000  | \$460,000 | -17.4% | \$341,000    | \$355,000 | -3.9%  |
| Sold Price/SqFt      | \$172      | \$173     | -0.6%  | \$171        | \$165     | +3.7%  |
| Sold Price / Orig LP | 98.5%      | 94.0%     | +4.8%  | 97.0%        | 98.0%     | -1.0%  |
| Days on Market       | 24         | 73        | -67.1% | 45           | 41        | +9.8%  |

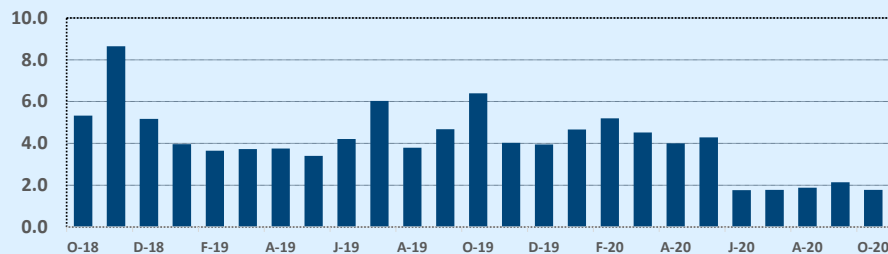
## Residential Statistics

## Independence Title

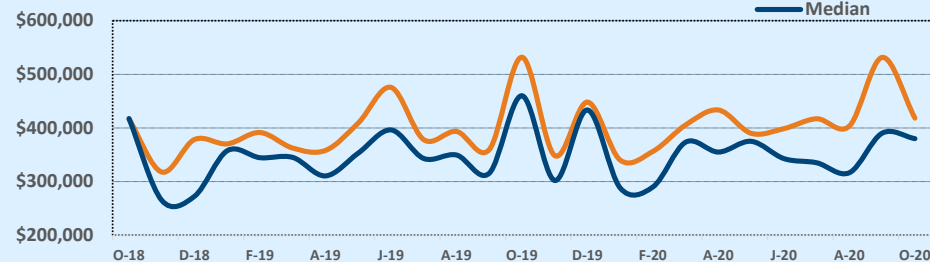
## October 2020

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | --         | 1         | 44        | 13           | 11         | 45        |
| \$150,000- \$199,999 | 1          | 1         | 9         | 23           | 30         | 58        |
| \$200,000- \$249,999 | 5          | 7         | 58        | 46           | 48         | 52        |
| \$250,000- \$299,999 | 9          | 4         | 11        | 78           | 70         | 62        |
| \$300,000- \$349,999 | 5          | 5         | 57        | 81           | 51         | 52        |
| \$350,000- \$399,999 | 3          | 6         | 51        | 59           | 39         | 82        |
| \$400,000- \$449,999 | 2          | 6         | 26        | 31           | 42         | 108       |
| \$450,000- \$499,999 | 3          | 1         | 3         | 28           | 22         | 83        |
| \$500,000- \$549,999 | 7          | 4         | 53        | 23           | 22         | 80        |
| \$550,000- \$599,999 | 1          | 3         | 47        | 29           | 14         | 72        |
| \$600,000- \$699,999 | 2          | 3         | 95        | 29           | 28         | 82        |
| \$700,000- \$799,999 | 2          | --        | --        | 13           | 6          | 105       |
| \$800,000- \$899,999 | 4          | 2         | 218       | 15           | 9          | 132       |
| \$900,000- \$999,999 | --         | 1         | 41        | 4            | 6          | 79        |
| \$1M - \$1.99M       | --         | --        | --        | 22           | 12         | 110       |
| \$2M - \$2.99M       | --         | --        | --        | 4            | 1          | 250       |
| \$3M+                | --         | --        | --        | --           | --         | --        |
| <b>Totals</b>        | <b>44</b>  | <b>44</b> | <b>54</b> | <b>498</b>   | <b>411</b> | <b>74</b> |

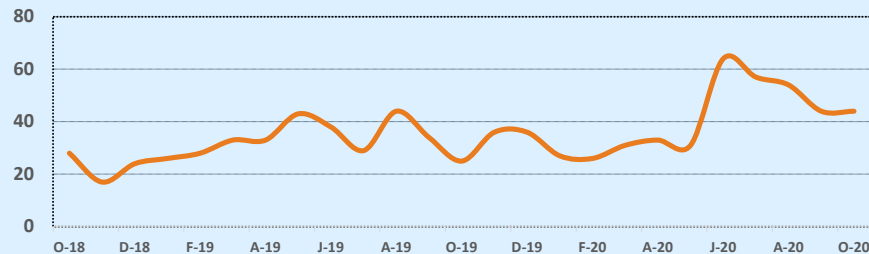
## Months of Inventory - Last Two Years



## Average & Median Sales Price - Last Two Years



## Number of Sales - Last Two Years



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## MLS Area DT

## Residential Statistics

## Independence Title

## October 2020

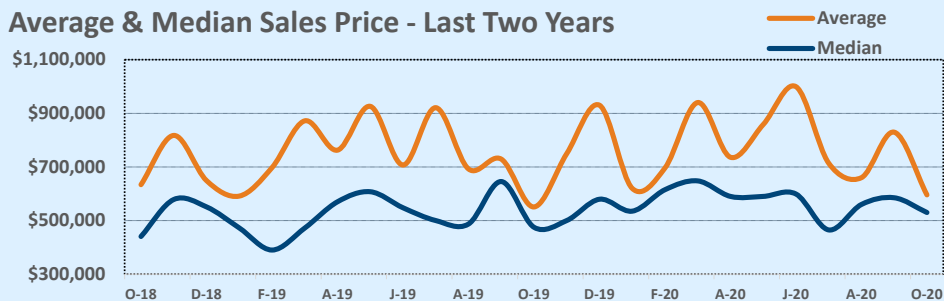
| Listings            | This Month   |             |               | Year-to-Date  |               |              |
|---------------------|--------------|-------------|---------------|---------------|---------------|--------------|
|                     | Oct 2020     | Oct 2019    | Change        | 2020          | 2019          | Change       |
| Single Family Sales | --           | --          | --            | --            | 1             | --           |
| Condo/TH Sales      | 27           | 17          | +58.8%        | 221           | 232           | -4.7%        |
| <b>Total Sales</b>  | <b>27</b>    | <b>17</b>   | <b>+58.8%</b> | <b>221</b>    | <b>233</b>    | <b>-5.2%</b> |
| New Homes Only      | 4            | 2           | +100.0%       | 21            | 7             | +200.0%      |
| Resale Only         | 23           | 15          | +53.3%        | 200           | 226           | -11.5%       |
| Sales Volume        | \$16,084,300 | \$9,362,264 | +71.8%        | \$170,962,636 | \$180,120,411 | -5.1%        |
| New Listings        | 57           | 40          | +42.5%        | 509           | 407           | +25.1%       |
| Pending             | 27           | 26          | +3.8%         | 228           | 242           | -5.8%        |
| Withdrawn           | 19           | 11          | +72.7%        | 104           | 81            | +28.4%       |
| Expired             | 11           | 4           | +175.0%       | 53            | 54            | -1.9%        |
| Months of Inventory | 7.7          | 8.1         | -4.9%         | N/A           | N/A           | --           |

| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$614,469  | \$566,002 | +8.6%  | \$804,014    | \$799,046 | +0.6%  |
| List Price/SqFt      | \$619      | \$656     | -5.8%  | \$653        | \$613     | +6.5%  |
| Sold Price           | \$595,715  | \$550,721 | +8.2%  | \$773,587    | \$773,049 | +0.1%  |
| Sold Price/SqFt      | \$601      | \$640     | -6.0%  | \$634        | \$596     | +6.3%  |
| Sold Price / Orig LP | 95.8%      | 95.9%     | -0.2%  | 95.5%        | 95.1%     | +0.4%  |
| Days on Market       | 80         | 63        | +27.8% | 72           | 77        | -6.3%  |

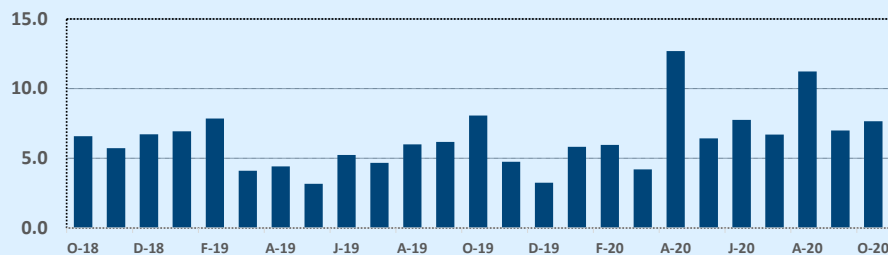
| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$548,382  | \$486,500 | +12.7% | \$565,000    | \$555,000 | +1.8%  |
| List Price/SqFt      | \$607      | \$664     | -8.6%  | \$620        | \$600     | +3.4%  |
| Sold Price           | \$530,000  | \$475,000 | +11.6% | \$560,000    | \$539,000 | +3.9%  |
| Sold Price/SqFt      | \$588      | \$639     | -7.9%  | \$614        | \$588     | +4.3%  |
| Sold Price / Orig LP | 96.0%      | 97.0%     | -1.0%  | 97.0%        | 97.0%     | --     |
| Days on Market       | 72         | 55        | +30.9% | 44           | 54        | -18.5% |

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | --         | --        | --        | --           | --         | --        |
| \$150,000- \$199,999 | --         | 1         | 22        | 1            | 2          | 14        |
| \$200,000- \$249,999 | 1          | --        | --        | 6            | 4          | 59        |
| \$250,000- \$299,999 | --         | --        | --        | 8            | 4          | 84        |
| \$300,000- \$349,999 | --         | 1         | 10        | 13           | 12         | 57        |
| \$350,000- \$399,999 | 2          | 5         | 76        | 28           | 15         | 52        |
| \$400,000- \$449,999 | 5          | 1         | 61        | 52           | 22         | 85        |
| \$450,000- \$499,999 | 9          | 4         | 36        | 48           | 21         | 55        |
| \$500,000- \$549,999 | 1          | 2         | 198       | 28           | 28         | 79        |
| \$550,000- \$599,999 | 5          | 3         | 85        | 33           | 13         | 66        |
| \$600,000- \$699,999 | 3          | 3         | 82        | 47           | 22         | 55        |
| \$700,000- \$799,999 | 2          | 2         | 52        | 23           | 9          | 81        |
| \$800,000- \$899,999 | 5          | 2         | 90        | 42           | 12         | 63        |
| \$900,000- \$999,999 | 4          | 1         | 133       | 28           | 9          | 58        |
| \$1M - \$1.99M       | 15         | 2         | 119       | 113          | 38         | 66        |
| \$2M - \$2.99M       | 3          | --        | --        | 23           | 7          | 280       |
| \$3M+                | 2          | --        | --        | 16           | 3          | 64        |
| <b>Totals</b>        | <b>57</b>  | <b>27</b> | <b>80</b> | <b>509</b>   | <b>221</b> | <b>72</b> |

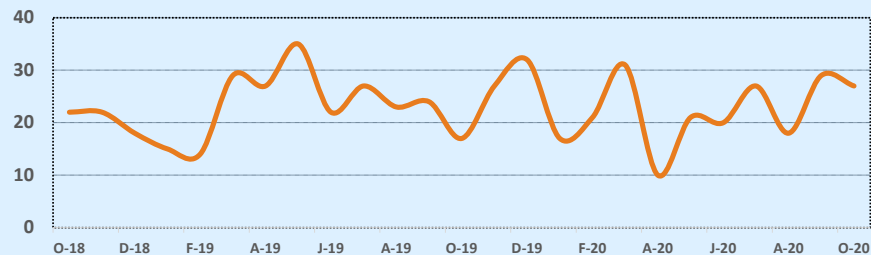
### Average & Median Sales Price - Last Two Years



### Months of Inventory - Last Two Years



### Number of Sales - Last Two Years



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## MLS Area EL

| Listings            | This Month   |             |               | Year-to-Date |              |               |
|---------------------|--------------|-------------|---------------|--------------|--------------|---------------|
|                     | Oct 2020     | Oct 2019    | Change        | 2020         | 2019         | Change        |
| Single Family Sales | 42           | 26          | +61.5%        | 288          | 254          | +13.4%        |
| Condo/TH Sales      | 1            | 1           | --            | 4            | 4            | --            |
| <b>Total Sales</b>  | <b>43</b>    | <b>27</b>   | <b>+59.3%</b> | <b>292</b>   | <b>258</b>   | <b>+13.2%</b> |
| New Homes Only      | 12           | 2           | +500.0%       | 60           | 36           | +66.7%        |
| Resale Only         | 31           | 25          | +24.0%        | 232          | 222          | +4.5%         |
| Sales Volume        | \$10,688,762 | \$5,824,980 | +83.5%        | \$70,919,754 | \$59,841,541 | +18.5%        |
| New Listings        | 73           | 28          | +160.7%       | 441          | 349          | +26.4%        |
| Pending             | 72           | 34          | +111.8%       | 373          | 280          | +33.2%        |
| Withdrawn           | 2            | 5           | -60.0%        | 37           | 38           | -2.6%         |
| Expired             | 6            | 3           | +100.0%       | 35           | 19           | +84.2%        |
| Months of Inventory | 1.4          | 2.7         | -48.4%        | N/A          | N/A          | --            |

| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$251,183  | \$221,579 | +13.4% | \$246,879    | \$235,343 | +4.9%  |
| List Price/SqFt      | \$144      | \$125     | +15.6% | \$141        | \$132     | +6.7%  |
| Sold Price           | \$248,576  | \$215,740 | +15.2% | \$242,876    | \$231,944 | +4.7%  |
| Sold Price/SqFt      | \$143      | \$122     | +17.1% | \$139        | \$131     | +6.2%  |
| Sold Price / Orig LP | 99.9%      | 96.1%     | +3.9%  | 97.8%        | 97.4%     | +0.4%  |
| Days on Market       | 50         | 45        | +12.1% | 49           | 58        | -14.8% |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$224,900  | \$205,000 | +9.7%  | \$222,463    | \$205,000 | +8.5%  |
| List Price/SqFt      | \$141      | \$115     | +22.5% | \$135        | \$127     | +6.5%  |
| Sold Price           | \$222,900  | \$200,000 | +11.5% | \$220,000    | \$202,450 | +8.7%  |
| Sold Price/SqFt      | \$142      | \$115     | +23.7% | \$134        | \$125     | +7.9%  |
| Sold Price / Orig LP | 100.0%     | 98.0%     | +2.0%  | 100.0%       | 98.0%     | +2.0%  |
| Days on Market       | 27         | 16        | +68.8% | 19           | 23        | -17.4% |

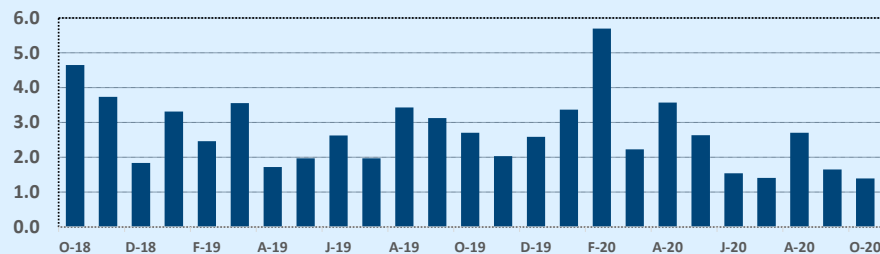
## Residential Statistics

## Independence Title

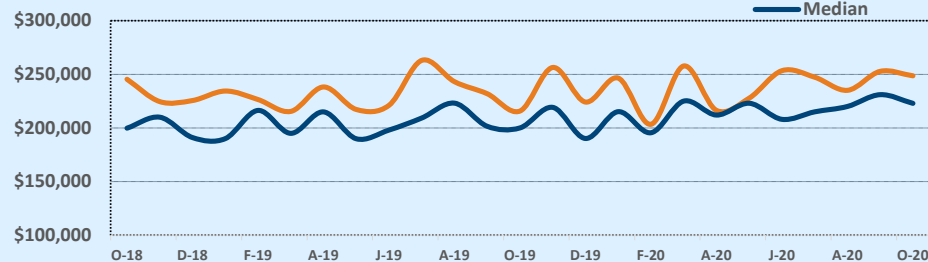
## October 2020

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | 5          | 1         | 4         | 21           | 11         | 41        |
| \$150,000- \$199,999 | 3          | 7         | 23        | 94           | 88         | 28        |
| \$200,000- \$249,999 | 36         | 24        | 34        | 161          | 108        | 52        |
| \$250,000- \$299,999 | 23         | 5         | 152       | 89           | 38         | 84        |
| \$300,000- \$349,999 | 2          | 3         | 49        | 21           | 14         | 53        |
| \$350,000- \$399,999 | --         | 1         | 247       | 15           | 16         | 72        |
| \$400,000- \$449,999 | 2          | --        | --        | 10           | 5          | 48        |
| \$450,000- \$499,999 | 1          | --        | --        | 6            | 3          | 4         |
| \$500,000- \$549,999 | 1          | 1         | 8         | 6            | 4          | 54        |
| \$550,000- \$599,999 | --         | --        | --        | 3            | --         | --        |
| \$600,000- \$699,999 | --         | 1         | 36        | 7            | 3          | 81        |
| \$700,000- \$799,999 | --         | --        | --        | 2            | 2          | 71        |
| \$800,000- \$899,999 | --         | --        | --        | 1            | --         | --        |
| \$900,000- \$999,999 | --         | --        | --        | 1            | --         | --        |
| \$1M - \$1.99M       | --         | --        | --        | 4            | --         | --        |
| \$2M - \$2.99M       | --         | --        | --        | --           | --         | --        |
| \$3M+                | --         | --        | --        | --           | --         | --        |
| <b>Totals</b>        | <b>73</b>  | <b>43</b> | <b>50</b> | <b>441</b>   | <b>292</b> | <b>49</b> |

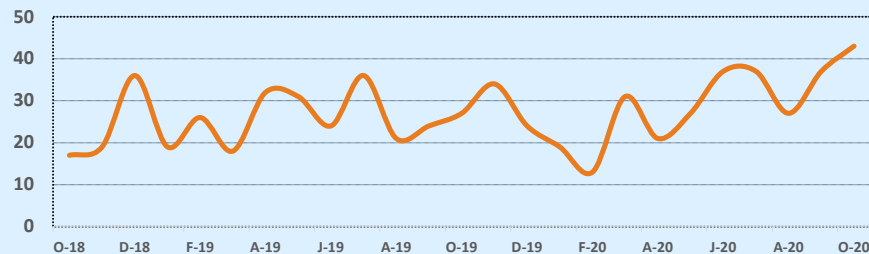
## Months of Inventory - Last Two Years



## Average & Median Sales Price - Last Two Years



## Number of Sales - Last Two Years



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# MLS Area FC

# Residential Statistics



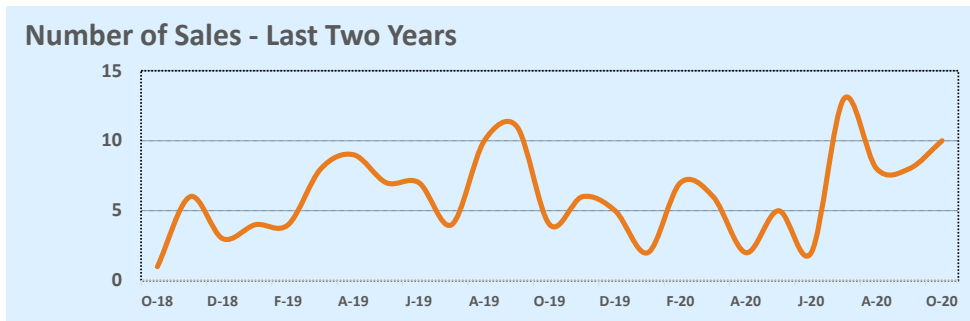
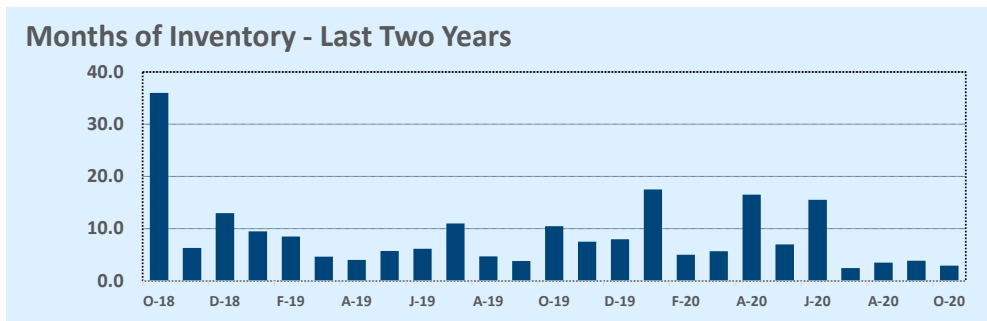
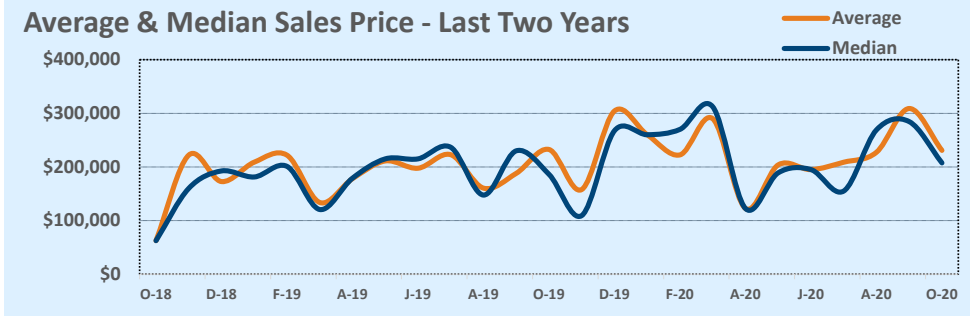
# October 2020

| Listings            | This Month  |           |                | Year-to-Date |              |              |
|---------------------|-------------|-----------|----------------|--------------|--------------|--------------|
|                     | Oct 2020    | Oct 2019  | Change         | 2020         | 2019         | Change       |
| Single Family Sales | 10          | 4         | +150.0%        | 63           | 68           | -7.4%        |
| Condo/TH Sales      | --          | --        | --             | --           | --           | --           |
| <b>Total Sales</b>  | <b>10</b>   | <b>4</b>  | <b>+150.0%</b> | <b>63</b>    | <b>68</b>    | <b>-7.4%</b> |
| New Homes Only      | --          | --        | --             | 2            | --           | --           |
| Resale Only         | 10          | 4         | +150.0%        | 61           | 68           | -10.3%       |
| Sales Volume        | \$2,308,115 | \$930,094 | +148.2%        | \$14,782,615 | \$12,750,419 | +15.9%       |
| New Listings        | 8           | 8         | --             | 93           | 102          | -8.8%        |
| Pending             | 8           | 7         | +14.3%         | 74           | 69           | +7.2%        |
| Withdrawn           | --          | 5         | --             | 12           | 14           | -14.3%       |
| Expired             | 2           | 1         | +100.0%        | 19           | 15           | +26.7%       |
| Months of Inventory | 2.9         | 10.5      | -72.4%         | N/A          | N/A          | --           |

| Price Range          | This Month |           |           | Year-to-Date |           |            |
|----------------------|------------|-----------|-----------|--------------|-----------|------------|
|                      | New        | Sales     | DOM       | New          | Sales     | DOM        |
| \$149,999 or under   | --         | 4         | 118       | 22           | 19        | 67         |
| \$150,000- \$199,999 | 2          | 1         | 110       | 21           | 8         | 105        |
| \$200,000- \$249,999 | 1          | 1         | 115       | 13           | 9         | 80         |
| \$250,000- \$299,999 | 1          | 2         | 70        | 10           | 10        | 131        |
| \$300,000- \$349,999 | 3          | 1         | 4         | 7            | 8         | 145        |
| \$350,000- \$399,999 | --         | --        | --        | 7            | 4         | 203        |
| \$400,000- \$449,999 | --         | --        | --        | 4            | 2         | 144        |
| \$450,000- \$499,999 | 1          | --        | --        | 2            | --        | --         |
| \$500,000- \$549,999 | --         | 1         | 98        | 2            | 1         | 98         |
| \$550,000- \$599,999 | --         | --        | --        | 1            | 1         | 330        |
| \$600,000- \$699,999 | --         | --        | --        | 3            | 1         | 7          |
| \$700,000- \$799,999 | --         | --        | --        | --           | --        | --         |
| \$800,000- \$899,999 | --         | --        | --        | --           | --        | --         |
| \$900,000- \$999,999 | --         | --        | --        | --           | --        | --         |
| \$1M - \$1.99M       | --         | --        | --        | --           | --        | --         |
| \$2M - \$2.99M       | --         | --        | --        | 1            | --        | --         |
| \$3M+                | --         | --        | --        | --           | --        | --         |
| <b>Totals</b>        | <b>8</b>   | <b>10</b> | <b>94</b> | <b>93</b>    | <b>63</b> | <b>108</b> |

| Average              | This Month |           |        | Year-to-Date |           |          |
|----------------------|------------|-----------|--------|--------------|-----------|----------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change   |
| List Price           | \$243,225  | \$236,994 | +2.6%  | \$246,915    | \$196,289 | +25.8%   |
| List Price/SqFt      | \$166      | \$113     | +47.4% | \$140        | \$105     | +33.9%   |
| Sold Price           | \$230,812  | \$232,524 | -0.7%  | \$234,645    | \$187,506 | +25.1%   |
| Sold Price/SqFt      | \$157      | \$109     | +43.4% | \$134        | \$100     | +33.8%   |
| Sold Price / Orig LP | 89.1%      | 95.5%     | -6.7%  | 155.13%      | 89.0%     | +1643.0% |
| Days on Market       | 94         | 51        | +85.5% | 108          | 99        | +9.3%    |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$224,250  | \$199,000 | +12.7% | \$225,000    | \$199,000 | +13.1% |
| List Price/SqFt      | \$160      | \$126     | +26.6% | \$129        | \$108     | +19.3% |
| Sold Price           | \$207,500  | \$186,250 | +11.4% | \$224,000    | \$185,000 | +21.1% |
| Sold Price/SqFt      | \$142      | \$120     | +18.4% | \$123        | \$103     | +19.1% |
| Sold Price / Orig LP | 88.0%      | 97.0%     | -9.3%  | 94.0%        | 92.0%     | +2.2%  |
| Days on Market       | 90         | 46        | +95.7% | 80           | 71        | +12.7% |



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## MLS Area GP

## Residential Statistics

## Independence Title

## October 2020

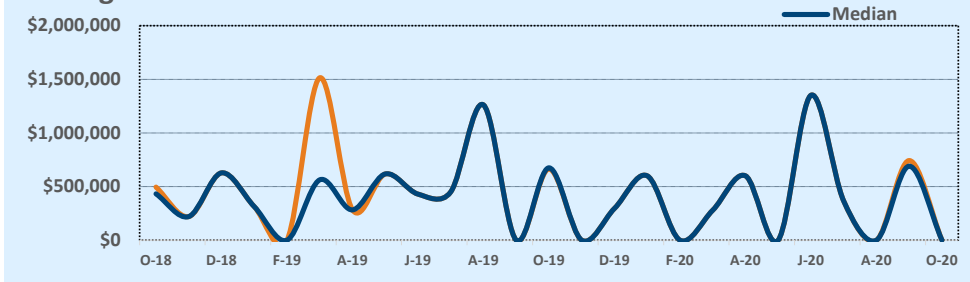
| Listings            | This Month |             |           | Year-to-Date |              |               |
|---------------------|------------|-------------|-----------|--------------|--------------|---------------|
|                     | Oct 2020   | Oct 2019    | Change    | 2020         | 2019         | Change        |
| Single Family Sales | --         | 4           | --        | 11           | 17           | -35.3%        |
| Condo/TH Sales      | --         | --          | --        | --           | --           | --            |
| <b>Total Sales</b>  | <b>--</b>  | <b>4</b>    | <b>--</b> | <b>11</b>    | <b>17</b>    | <b>-35.3%</b> |
| New Homes Only      | --         | --          | --        | 3            | 2            | +50.0%        |
| Resale Only         | --         | 4           | --        | 8            | 15           | -46.7%        |
| Sales Volume        | --         | \$2,658,000 | --        | \$8,115,000  | \$12,195,631 | -33.5%        |
| New Listings        | 1          | 7           | -85.7%    | 23           | 38           | -39.5%        |
| Pending             | --         | 1           | --        | 11           | 17           | -35.3%        |
| Withdrawn           | 1          | 4           | -75.0%    | 11           | 7            | +57.1%        |
| Expired             | 1          | 3           | -66.7%    | 11           | 11           | --            |
| Months of Inventory | 9.0        | 5.5         | +63.6%    | N/A          | N/A          | --            |

| Price Range          | This Month |           |           | Year-to-Date |           |            |
|----------------------|------------|-----------|-----------|--------------|-----------|------------|
|                      | New        | Sales     | DOM       | New          | Sales     | DOM        |
| \$149,999 or under   | --         | --        | --        | --           | --        | --         |
| \$150,000- \$199,999 | --         | --        | --        | --           | --        | --         |
| \$200,000- \$249,999 | --         | --        | --        | --           | --        | --         |
| \$250,000- \$299,999 | --         | --        | --        | 2            | 1         | 496        |
| \$300,000- \$349,999 | --         | --        | --        | 2            | 1         | 60         |
| \$350,000- \$399,999 | --         | --        | --        | 3            | 2         | 18         |
| \$400,000- \$449,999 | --         | --        | --        | 3            | 1         | 53         |
| \$450,000- \$499,999 | --         | --        | --        | 2            | --        | --         |
| \$500,000- \$549,999 | --         | --        | --        | --           | --        | --         |
| \$550,000- \$599,999 | --         | --        | --        | 3            | --        | --         |
| \$600,000- \$699,999 | --         | --        | --        | 1            | 2         | 100        |
| \$700,000- \$799,999 | --         | --        | --        | --           | 1         | 144        |
| \$800,000- \$899,999 | --         | --        | --        | --           | --        | --         |
| \$900,000- \$999,999 | --         | --        | --        | 1            | --        | --         |
| \$1M - \$1.99M       | 1          | --        | --        | 5            | 2         | 85         |
| \$2M - \$2.99M       | --         | --        | --        | --           | 1         | 231        |
| \$3M+                | --         | --        | --        | 1            | --        | --         |
| <b>Totals</b>        | <b>1</b>   | <b>--</b> | <b>--</b> | <b>23</b>    | <b>11</b> | <b>126</b> |

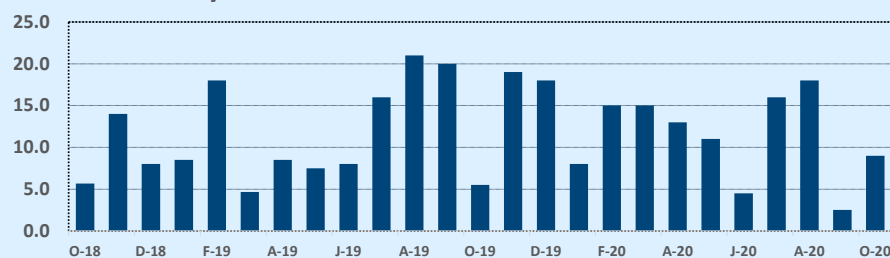
| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | --         | \$673,000 | --     | \$771,944    | \$780,182 | -1.1%  |
| List Price/SqFt      | --         | \$376     | --     | \$274        | \$317     | -13.3% |
| Sold Price           | --         | \$664,500 | --     | \$737,727    | \$717,390 | +2.8%  |
| Sold Price/SqFt      | --         | \$373     | --     | \$263        | \$293     | -10.1% |
| Sold Price / Orig LP | 0.0%       | 98.8%     | --     | 95.5%        | 90.8%     | +5.2%  |
| Days on Market       | --         | 37        | --     | 126          | 118       | +6.8%  |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | --         | \$687,000 | --     | \$649,000    | \$569,000 | +14.1% |
| List Price/SqFt      | --         | \$284     | --     | \$240        | \$240     | -0.2%  |
| Sold Price           | --         | \$674,500 | --     | \$600,000    | \$549,000 | +9.3%  |
| Sold Price/SqFt      | --         | \$275     | --     | \$228        | \$234     | -2.6%  |
| Sold Price / Orig LP | 0.0%       | 98.5%     | +0.0%  | 96.0%        | 96.0%     | --     |
| Days on Market       | --         | 30        | --     | 81           | 78        | +3.8%  |

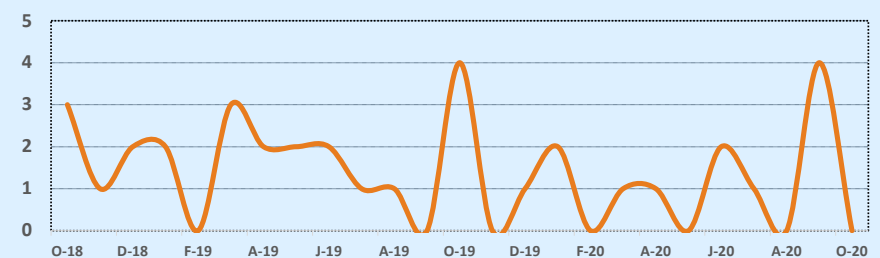
### Average & Median Sales Price - Last Two Years



### Months of Inventory - Last Two Years



### Number of Sales - Last Two Years



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# MLS Area GTE

# Residential Statistics



# October 2020

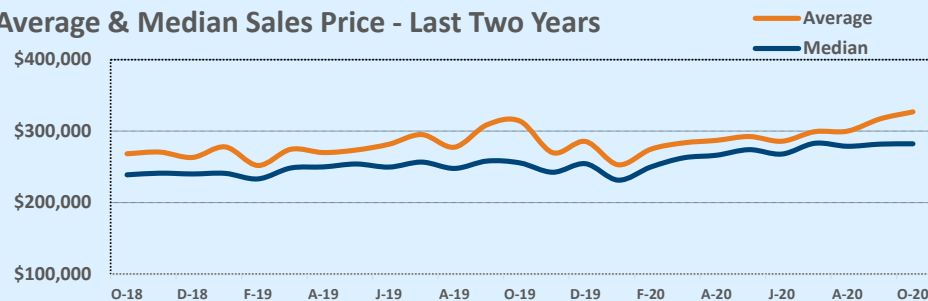
| Listings            | This Month   |              |               | Year-to-Date  |               |               |
|---------------------|--------------|--------------|---------------|---------------|---------------|---------------|
|                     | Oct 2020     | Oct 2019     | Change        | 2020          | 2019          | Change        |
| Single Family Sales | 83           | 64           | +29.7%        | 800           | 646           | +23.8%        |
| Condo/TH Sales      | 5            | 2            | +150.0%       | 39            | 46            | -15.2%        |
| <b>Total Sales</b>  | <b>88</b>    | <b>66</b>    | <b>+33.3%</b> | <b>839</b>    | <b>692</b>    | <b>+21.2%</b> |
| New Homes Only      | 12           | 14           | -14.3%        | 149           | 152           | -2.0%         |
| Resale Only         | 76           | 52           | +46.2%        | 690           | 540           | +27.8%        |
| Sales Volume        | \$28,776,317 | \$20,727,971 | +38.8%        | \$247,040,776 | \$195,758,416 | +26.2%        |
| New Listings        | 104          | 66           | +57.6%        | 989           | 910           | +8.7%         |
| Pending             | 97           | 77           | +26.0%        | 976           | 738           | +32.2%        |
| Withdrawn           | 8            | 10           | -20.0%        | 72            | 83            | -13.3%        |
| Expired             | 1            | 6            | -83.3%        | 42            | 43            | -2.3%         |
| Months of Inventory | 0.9          | 3.3          | -73.6%        | N/A           | N/A           | --            |

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | 2          | --        | --        | 8            | 4          | 5         |
| \$150,000- \$199,999 | 2          | 2         | 9         | 27           | 22         | 26        |
| \$200,000- \$249,999 | 19         | 17        | 26        | 223          | 251        | 52        |
| \$250,000- \$299,999 | 29         | 39        | 43        | 388          | 316        | 55        |
| \$300,000- \$349,999 | 22         | 14        | 40        | 139          | 118        | 57        |
| \$350,000- \$399,999 | 10         | 7         | 58        | 85           | 54         | 72        |
| \$400,000- \$449,999 | 6          | 3         | 31        | 26           | 29         | 69        |
| \$450,000- \$499,999 | 4          | 2         | 68        | 30           | 16         | 40        |
| \$500,000- \$549,999 | 2          | 2         | 4         | 22           | 13         | 34        |
| \$550,000- \$599,999 | 2          | --        | --        | 10           | 3          | 32        |
| \$600,000- \$699,999 | 1          | --        | --        | 11           | 6          | 42        |
| \$700,000- \$799,999 | --         | --        | --        | 4            | 3          | 125       |
| \$800,000- \$899,999 | 1          | --        | --        | 2            | 1          | 1         |
| \$900,000- \$999,999 | 2          | --        | --        | 4            | --         | --        |
| \$1M - \$1.99M       | 2          | 2         | 268       | 9            | 3          | 233       |
| \$2M - \$2.99M       | --         | --        | --        | --           | --         | --        |
| \$3M+                | --         | --        | --        | 1            | --         | --        |
| <b>Totals</b>        | <b>104</b> | <b>88</b> | <b>44</b> | <b>989</b>   | <b>839</b> | <b>55</b> |

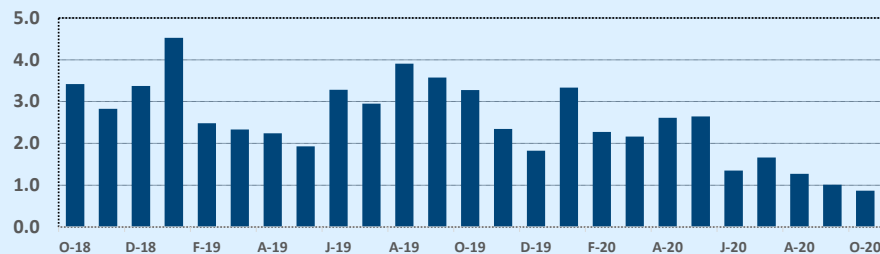
| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$330,186  | \$320,148 | +3.1%  | \$298,139    | \$287,180 | +3.8%  |
| List Price/SqFt      | \$160      | \$150     | +6.7%  | \$152        | \$150     | +1.5%  |
| Sold Price           | \$327,004  | \$314,060 | +4.1%  | \$294,447    | \$282,888 | +4.1%  |
| Sold Price/SqFt      | \$159      | \$147     | +7.9%  | \$151        | \$148     | +1.9%  |
| Sold Price / Orig LP | 99.1%      | 96.4%     | +2.8%  | 212.5%       | 380.9%    | -44.2% |
| Days on Market       | 44         | 68        | -35.4% | 55           | 67        | -18.8% |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$284,506  | \$256,028 | +11.1% | \$273,990    | \$252,613 | +8.5%  |
| List Price/SqFt      | \$146      | \$142     | +2.6%  | \$145        | \$144     | +0.5%  |
| Sold Price           | \$282,330  | \$255,600 | +10.5% | \$270,000    | \$250,000 | +8.0%  |
| Sold Price/SqFt      | \$144      | \$141     | +2.6%  | \$143        | \$142     | +0.8%  |
| Sold Price / Orig LP | 100.0%     | 97.5%     | +2.6%  | 99.0%        | 98.0%     | +1.0%  |
| Days on Market       | 16         | 44        | -63.6% | 28           | 39        | -28.2% |

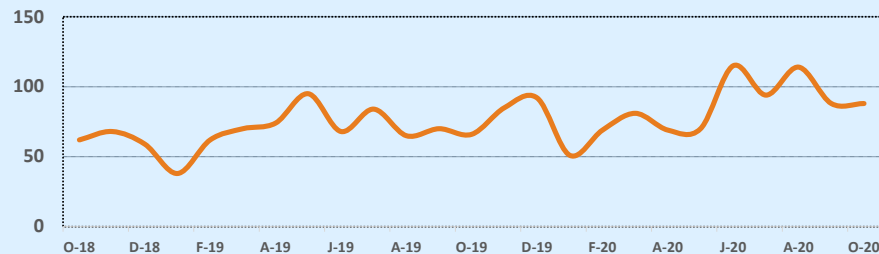
Average & Median Sales Price - Last Two Years



Months of Inventory - Last Two Years



Number of Sales - Last Two Years



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# MLS Area GTW

# Residential Statistics



# October 2020

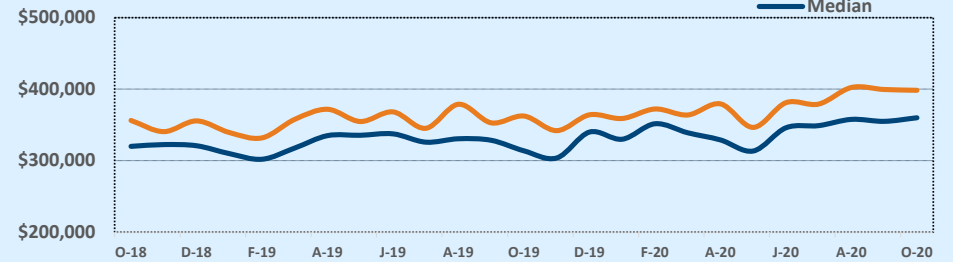
| Listings            | This Month   |              |               | Year-to-Date  |               |               |
|---------------------|--------------|--------------|---------------|---------------|---------------|---------------|
|                     | Oct 2020     | Oct 2019     | Change        | 2020          | 2019          | Change        |
| Single Family Sales | 217          | 160          | +35.6%        | 2,003         | 1,691         | +18.5%        |
| Condo/TH Sales      | 2            | 4            | -50.0%        | 20            | 21            | -4.8%         |
| <b>Total Sales</b>  | <b>219</b>   | <b>164</b>   | <b>+33.5%</b> | <b>2,023</b>  | <b>1,712</b>  | <b>+18.2%</b> |
| New Homes Only      | 28           | 22           | +27.3%        | 288           | 260           | +10.8%        |
| Resale Only         | 191          | 142          | +34.5%        | 1,735         | 1,452         | +19.5%        |
| Sales Volume        | \$87,254,040 | \$59,436,916 | +46.8%        | \$770,139,945 | \$613,904,760 | +25.4%        |
| New Listings        | 232          | 196          | +18.4%        | 2,294         | 2,297         | -0.1%         |
| Pending             | 279          | 181          | +54.1%        | 2,250         | 1,827         | +23.2%        |
| Withdrawn           | 10           | 35           | -71.4%        | 162           | 253           | -36.0%        |
| Expired             | 7            | 11           | -36.4%        | 85            | 150           | -43.3%        |
| Months of Inventory | 1.2          | 3.8          | -67.5%        | N/A           | N/A           | --            |

| Price Range          | This Month |            |           | Year-to-Date |              |           |
|----------------------|------------|------------|-----------|--------------|--------------|-----------|
|                      | New        | Sales      | DOM       | New          | Sales        | DOM       |
| \$149,999 or under   | --         | --         | --        | 4            | 2            | 5         |
| \$150,000- \$199,999 | --         | 2          | 29        | 14           | 17           | 27        |
| \$200,000- \$249,999 | 14         | 16         | 10        | 167          | 209          | 48        |
| \$250,000- \$299,999 | 44         | 42         | 27        | 431          | 447          | 65        |
| \$300,000- \$349,999 | 41         | 37         | 57        | 426          | 360          | 70        |
| \$350,000- \$399,999 | 40         | 42         | 52        | 373          | 324          | 75        |
| \$400,000- \$449,999 | 26         | 28         | 54        | 299          | 236          | 68        |
| \$450,000- \$499,999 | 17         | 16         | 43        | 181          | 128          | 80        |
| \$500,000- \$549,999 | 9          | 12         | 27        | 91           | 83           | 72        |
| \$550,000- \$599,999 | 10         | 4          | 27        | 79           | 75           | 67        |
| \$600,000- \$699,999 | 15         | 8          | 19        | 100          | 69           | 61        |
| \$700,000- \$799,999 | 9          | 5          | 52        | 58           | 36           | 57        |
| \$800,000- \$899,999 | 2          | 3          | 6         | 30           | 19           | 68        |
| \$900,000- \$999,999 | 2          | 1          | 25        | 17           | 7            | 70        |
| \$1M - \$1.99M       | 2          | 3          | 70        | 21           | 9            | 61        |
| \$2M - \$2.99M       | 1          | --         | --        | 2            | 1            | 60        |
| \$3M+                | --         | --         | --        | 1            | 1            | 53        |
| <b>Totals</b>        | <b>232</b> | <b>219</b> | <b>41</b> | <b>2,294</b> | <b>2,023</b> | <b>67</b> |

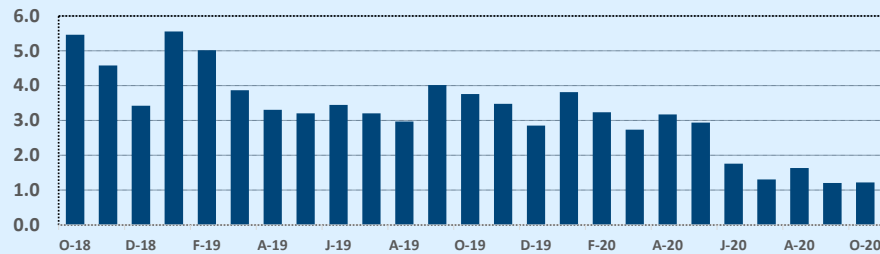
| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$402,416  | \$368,353 | +9.2%  | \$386,980    | \$365,548 | +5.9%  |
| List Price/SqFt      | \$172      | \$162     | +5.9%  | \$163        | \$157     | +4.1%  |
| Sold Price           | \$398,420  | \$362,420 | +9.9%  | \$380,692    | \$358,589 | +6.2%  |
| Sold Price/SqFt      | \$170      | \$160     | +6.6%  | \$161        | \$154     | +4.4%  |
| Sold Price / Orig LP | 98.8%      | 101.6%    | -2.7%  | 97.7%        | 149.9%    | -34.9% |
| Days on Market       | 41         | 70        | -42.1% | 67           | 82        | -18.3% |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$359,850  | \$319,598 | +12.6% | \$350,000    | \$333,000 | +5.1%  |
| List Price/SqFt      | \$170      | \$159     | +7.1%  | \$161        | \$155     | +3.8%  |
| Sold Price           | \$360,000  | \$313,750 | +14.7% | \$345,500    | \$327,500 | +5.5%  |
| Sold Price/SqFt      | \$169      | \$157     | +7.7%  | \$158        | \$152     | +4.3%  |
| Sold Price / Orig LP | 100.0%     | 97.0%     | +3.1%  | 98.0%        | 97.0%     | +1.0%  |
| Days on Market       | 16         | 48        | -66.7% | 37           | 52        | -28.2% |

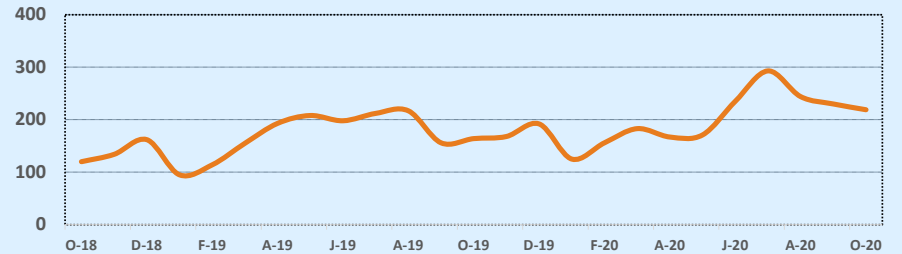
Average & Median Sales Price - Last Two Years



Months of Inventory - Last Two Years



Number of Sales - Last Two Years



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## MLS Area GU

## Residential Statistics

## Independence Title

## October 2020

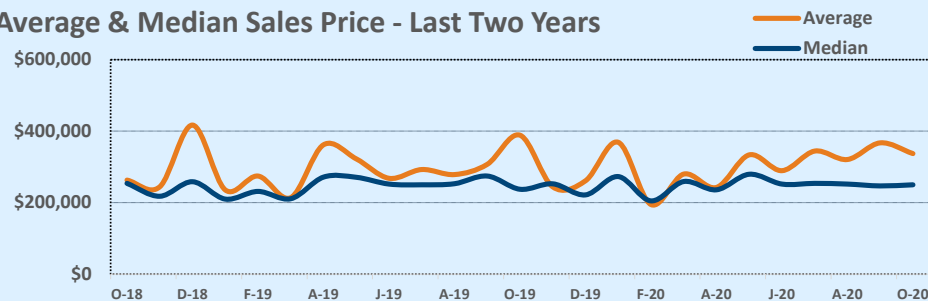
| Listings            | This Month  |             |               | Year-to-Date |              |               |
|---------------------|-------------|-------------|---------------|--------------|--------------|---------------|
|                     | Oct 2020    | Oct 2019    | Change        | 2020         | 2019         | Change        |
| Single Family Sales | 21          | 15          | +40.0%        | 185          | 132          | +40.2%        |
| Condo/TH Sales      | --          | --          | --            | --           | --           | --            |
| <b>Total Sales</b>  | <b>21</b>   | <b>15</b>   | <b>+40.0%</b> | <b>185</b>   | <b>132</b>   | <b>+40.2%</b> |
| New Homes Only      | --          | --          | --            | 15           | 7            | +114.3%       |
| Resale Only         | 21          | 15          | +40.0%        | 170          | 125          | +36.0%        |
| Sales Volume        | \$7,082,350 | \$5,831,400 | +21.5%        | \$59,236,077 | \$39,194,361 | +51.1%        |
| New Listings        | 57          | 18          | +216.7%       | 356          | 209          | +70.3%        |
| Pending             | 40          | 12          | +233.3%       | 268          | 139          | +92.8%        |
| Withdrawn           | 2           | 4           | -50.0%        | 20           | 34           | -41.2%        |
| Expired             | 1           | 5           | -80.0%        | 25           | 16           | +56.3%        |
| Months of Inventory | 3.0         | 3.5         | -15.1%        | N/A          | N/A          | --            |

| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$350,898  | \$429,417 | -18.3% | \$330,118    | \$308,631 | +7.0%  |
| List Price/SqFt      | \$155      | \$209     | -25.9% | \$156        | \$151     | +2.8%  |
| Sold Price           | \$337,255  | \$388,760 | -13.2% | \$320,195    | \$296,927 | +7.8%  |
| Sold Price/SqFt      | \$150      | \$191     | -21.2% | \$152        | \$146     | +4.0%  |
| Sold Price / Orig LP | 95.3%      | 93.3%     | +2.1%  | 100.8%       | 102.3%    | -1.5%  |
| Days on Market       | 66         | 44        | +49.2% | 60           | 58        | +3.8%  |

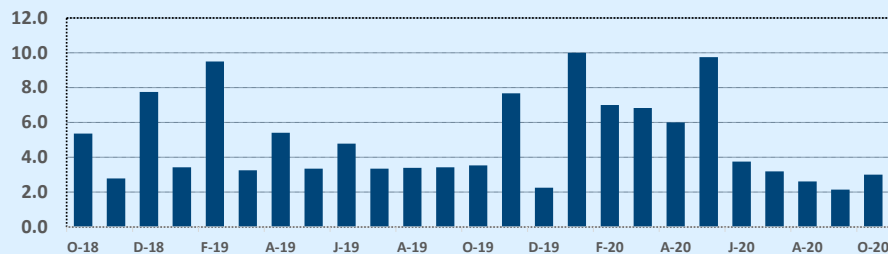
| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$261,000  | \$236,000 | +10.6% | \$250,840    | \$254,900 | -1.6%  |
| List Price/SqFt      | \$147      | \$136     | +8.3%  | \$137        | \$130     | +5.8%  |
| Sold Price           | \$250,000  | \$237,500 | +5.3%  | \$250,000    | \$250,000 | --     |
| Sold Price/SqFt      | \$136      | \$134     | +1.5%  | \$137        | \$127     | +7.9%  |
| Sold Price / Orig LP | 97.0%      | 99.0%     | -2.0%  | 98.0%        | 98.0%     | --     |
| Days on Market       | 48         | 26        | +84.6% | 35           | 34        | +2.9%  |

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | --         | --        | --        | 10           | 12         | 42        |
| \$150,000- \$199,999 | 2          | 1         | 171       | 18           | 13         | 57        |
| \$200,000- \$249,999 | 24         | 9         | 83        | 156          | 65         | 58        |
| \$250,000- \$299,999 | 19         | 4         | 74        | 83           | 40         | 57        |
| \$300,000- \$349,999 | 4          | 2         | 13        | 19           | 13         | 60        |
| \$350,000- \$399,999 | 2          | --        | --        | 12           | 8          | 85        |
| \$400,000- \$449,999 | 1          | 2         | 55        | 9            | 6          | 54        |
| \$450,000- \$499,999 | 1          | 1         | 12        | 10           | 6          | 60        |
| \$500,000- \$549,999 | --         | --        | --        | 5            | 4          | 48        |
| \$550,000- \$599,999 | --         | --        | --        | 7            | 2          | 19        |
| \$600,000- \$699,999 | 1          | 1         | 20        | 7            | 10         | 133       |
| \$700,000- \$799,999 | 1          | --        | --        | 8            | --         | --        |
| \$800,000- \$899,999 | --         | --        | --        | --           | 1          | 3         |
| \$900,000- \$999,999 | --         | --        | --        | 2            | 1          | 10        |
| \$1M - \$1.99M       | 2          | 1         | 8         | 10           | 4          | 34        |
| \$2M - \$2.99M       | --         | --        | --        | --           | --         | --        |
| \$3M+                | --         | --        | --        | --           | --         | --        |
| <b>Totals</b>        | <b>57</b>  | <b>21</b> | <b>66</b> | <b>356</b>   | <b>185</b> | <b>60</b> |

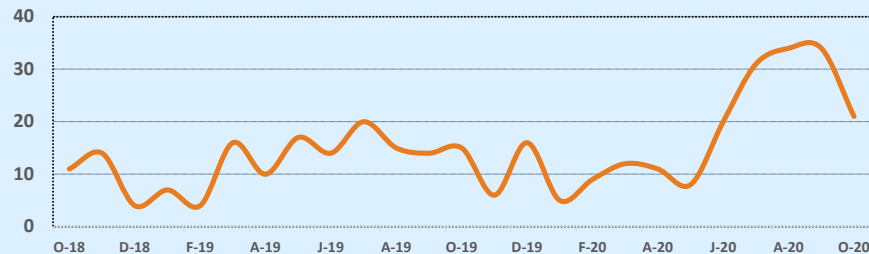
### Average & Median Sales Price - Last Two Years



### Months of Inventory - Last Two Years



### Number of Sales - Last Two Years



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## MLS Area GZ

## Residential Statistics

## Independence Title

## October 2020

| Listings            | This Month |           |                | Year-to-Date |             |               |
|---------------------|------------|-----------|----------------|--------------|-------------|---------------|
|                     | Oct 2020   | Oct 2019  | Change         | 2020         | 2019        | Change        |
| Single Family Sales | 4          | 1         | +300.0%        | 21           | 13          | +61.5%        |
| Condo/TH Sales      | --         | --        | --             | --           | --          | --            |
| <b>Total Sales</b>  | <b>4</b>   | <b>1</b>  | <b>+300.0%</b> | <b>21</b>    | <b>13</b>   | <b>+61.5%</b> |
| New Homes Only      | --         | --        | --             | 3            | --          | --            |
| Resale Only         | 4          | 1         | +300.0%        | 18           | 13          | +38.5%        |
| Sales Volume        | \$874,000  | \$395,000 | +121.3%        | \$5,657,925  | \$4,024,750 | +40.6%        |
| New Listings        | 7          | 4         | +75.0%         | 44           | 38          | +15.8%        |
| Pending             | 5          | --        | --             | 25           | 15          | +66.7%        |
| Withdrawn           | --         | --        | --             | 7            | 4           | +75.0%        |
| Expired             | --         | --        | --             | 5            | 9           | -44.4%        |
| Months of Inventory | 4.5        | 20.0      | -77.5%         | N/A          | N/A         | --            |

| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$220,750  | \$425,000 | -48.1% | \$282,708    | \$327,338 | -13.6% |
| List Price/SqFt      | \$106      | \$118     | -10.2% | \$138        | \$125     | +10.7% |
| Sold Price           | \$218,500  | \$395,000 | -44.7% | \$269,425    | \$309,596 | -13.0% |
| Sold Price/SqFt      | \$105      | \$110     | -4.0%  | \$132        | \$119     | +11.0% |
| Sold Price / Orig LP | 97.5%      | 88.0%     | +10.8% | 92.5%        | 91.1%     | +1.5%  |
| Days on Market       | 51         | 34        | +49.3% | 142          | 96        | +48.6% |

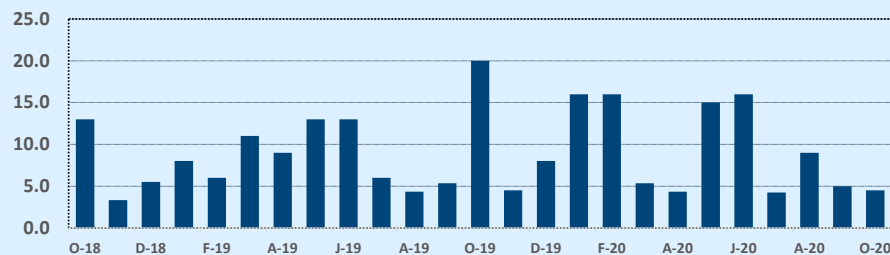
| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$182,000  | \$425,000 | -57.2% | \$235,925    | \$199,000 | +18.6% |
| List Price/SqFt      | \$108      | \$118     | -8.1%  | \$135        | \$112     | +21.1% |
| Sold Price           | \$190,000  | \$395,000 | -51.9% | \$235,925    | \$199,000 | +18.6% |
| Sold Price/SqFt      | \$110      | \$110     | -0.1%  | \$132        | \$109     | +21.0% |
| Sold Price / Orig LP | 102.0%     | 88.0%     | +15.9% | 93.0%        | 92.0%     | +1.1%  |
| Days on Market       | 28         | 34        | -19.1% | 70           | 47        | +48.9% |

| Price Range          | This Month |          |           | Year-to-Date |           |            |
|----------------------|------------|----------|-----------|--------------|-----------|------------|
|                      | New        | Sales    | DOM       | New          | Sales     | DOM        |
| \$149,999 or under   | --         | 2        | 8         | 9            | 4         | 75         |
| \$150,000- \$199,999 | --         | --       | --        | 1            | 3         | 113        |
| \$200,000- \$249,999 | 5          | --       | --        | 10           | 4         | 156        |
| \$250,000- \$299,999 | --         | 1        | 46        | 9            | 4         | 36         |
| \$300,000- \$349,999 | --         | --       | --        | 3            | 1         | 78         |
| \$350,000- \$399,999 | 1          | --       | --        | 6            | 1         | 259        |
| \$400,000- \$449,999 | --         | 1        | 142       | --           | 2         | 503        |
| \$450,000- \$499,999 | 1          | --       | --        | 3            | 1         | 70         |
| \$500,000- \$549,999 | --         | --       | --        | --           | --        | --         |
| \$550,000- \$599,999 | --         | --       | --        | 1            | --        | --         |
| \$600,000- \$699,999 | --         | --       | --        | 1            | 1         | 169        |
| \$700,000- \$799,999 | --         | --       | --        | --           | --        | --         |
| \$800,000- \$899,999 | --         | --       | --        | --           | --        | --         |
| \$900,000- \$999,999 | --         | --       | --        | --           | --        | --         |
| \$1M - \$1.99M       | --         | --       | --        | 1            | --        | --         |
| \$2M - \$2.99M       | --         | --       | --        | --           | --        | --         |
| \$3M+                | --         | --       | --        | --           | --        | --         |
| <b>Totals</b>        | <b>7</b>   | <b>4</b> | <b>51</b> | <b>44</b>    | <b>21</b> | <b>142</b> |

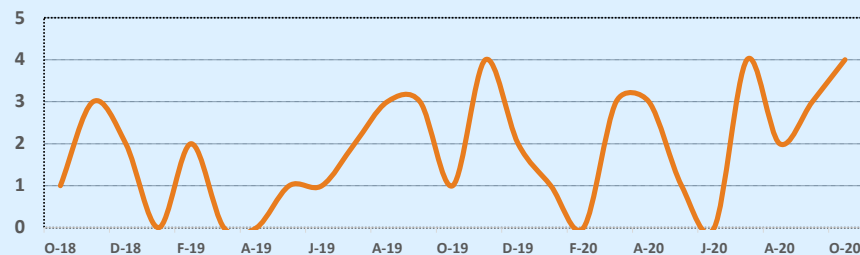
### Average & Median Sales Price - Last Two Years



### Months of Inventory - Last Two Years



### Number of Sales - Last Two Years



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# MLS Area HH

# Residential Statistics

# Independence Title

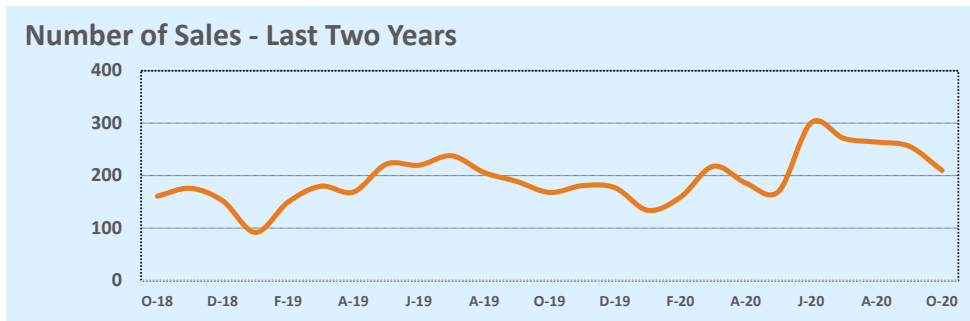
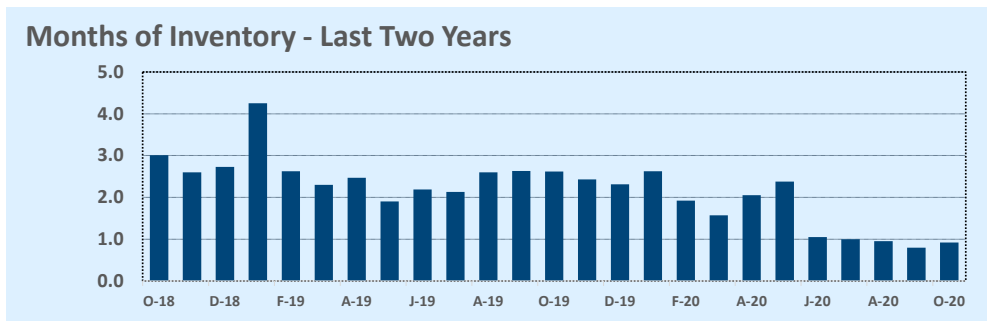
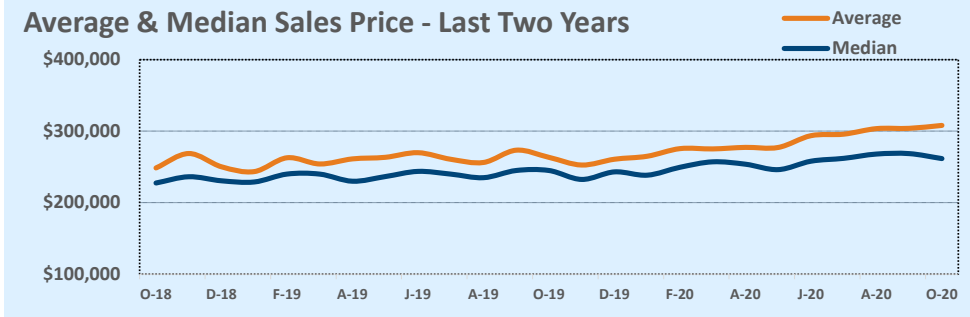
# October 2020

| Listings            | This Month   |              |               | Year-to-Date  |               |               |
|---------------------|--------------|--------------|---------------|---------------|---------------|---------------|
|                     | Oct 2020     | Oct 2019     | Change        | 2020          | 2019          | Change        |
| Single Family Sales | 205          | 168          | +22.0%        | 2,148         | 1,827         | +17.6%        |
| Condo/TH Sales      | 5            | --           | --            | 21            | 7             | +200.0%       |
| <b>Total Sales</b>  | <b>210</b>   | <b>168</b>   | <b>+25.0%</b> | <b>2,169</b>  | <b>1,834</b>  | <b>+18.3%</b> |
| New Homes Only      | 23           | 39           | -41.0%        | 341           | 343           | -0.6%         |
| Resale Only         | 187          | 129          | +45.0%        | 1,828         | 1,491         | +22.6%        |
| Sales Volume        | \$64,692,067 | \$44,245,734 | +46.2%        | \$629,227,471 | \$480,311,430 | +31.0%        |
| New Listings        | 197          | 211          | -6.6%         | 2,417         | 2,412         | +0.2%         |
| Pending             | 220          | 181          | +21.5%        | 2,445         | 1,958         | +24.9%        |
| Withdrawn           | 6            | 32           | -81.3%        | 105           | 222           | -52.7%        |
| Expired             | 3            | 9            | -66.7%        | 72            | 159           | -54.7%        |
| Months of Inventory | 0.9          | 2.6          | -64.9%        | N/A           | N/A           | --            |

| Price Range          | This Month |            |           | Year-to-Date |              |           |
|----------------------|------------|------------|-----------|--------------|--------------|-----------|
|                      | New        | Sales      | DOM       | New          | Sales        | DOM       |
| \$149,999 or under   | 1          | --         | --        | 9            | 13           | 71        |
| \$150,000- \$199,999 | 2          | 3          | 15        | 65           | 68           | 41        |
| \$200,000- \$249,999 | 49         | 74         | 23        | 881          | 872          | 34        |
| \$250,000- \$299,999 | 59         | 71         | 26        | 704          | 598          | 54        |
| \$300,000- \$349,999 | 31         | 31         | 38        | 328          | 289          | 58        |
| \$350,000- \$399,999 | 17         | 10         | 37        | 174          | 142          | 64        |
| \$400,000- \$449,999 | 17         | 3          | 64        | 71           | 55           | 58        |
| \$450,000- \$499,999 | 2          | 5          | 73        | 59           | 39           | 48        |
| \$500,000- \$549,999 | 5          | 3          | 10        | 18           | 16           | 38        |
| \$550,000- \$599,999 | 3          | --         | --        | 21           | 23           | 61        |
| \$600,000- \$699,999 | 4          | 4          | 66        | 34           | 20           | 45        |
| \$700,000- \$799,999 | 3          | 2          | 61        | 21           | 13           | 42        |
| \$800,000- \$899,999 | --         | 1          | 117       | 14           | 10           | 49        |
| \$900,000- \$999,999 | 1          | 1          | 43        | 6            | 4            | 26        |
| \$1M - \$1.99M       | 3          | 2          | 3         | 10           | 7            | 42        |
| \$2M - \$2.99M       | --         | --         | --        | --           | --           | --        |
| \$3M+                | --         | --         | --        | 2            | --           | --        |
| <b>Totals</b>        | <b>197</b> | <b>210</b> | <b>30</b> | <b>2,417</b> | <b>2,169</b> | <b>47</b> |

| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$309,680  | \$267,296 | +15.9% | \$292,581    | \$265,253 | +10.3% |
| List Price/SqFt      | \$153      | \$131     | +16.5% | \$144        | \$134     | +7.5%  |
| Sold Price           | \$308,057  | \$263,367 | +17.0% | \$290,100    | \$261,893 | +10.8% |
| Sold Price/SqFt      | \$152      | \$129     | +17.7% | \$143        | \$133     | +8.0%  |
| Sold Price / Orig LP | 99.5%      | 96.7%     | +2.8%  | 104.0%       | 97.2%     | +7.0%  |
| Days on Market       | 30         | 59        | -49.2% | 47           | 54        | -13.9% |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$263,400  | \$244,850 | +7.6%  | \$259,900    | \$239,990 | +8.3%  |
| List Price/SqFt      | \$150      | \$128     | +17.1% | \$142        | \$132     | +7.8%  |
| Sold Price           | \$261,650  | \$245,000 | +6.8%  | \$257,000    | \$239,900 | +7.1%  |
| Sold Price/SqFt      | \$149      | \$126     | +17.6% | \$141        | \$131     | +7.8%  |
| Sold Price / Orig LP | 100.0%     | 98.0%     | +2.0%  | 99.0%        | 98.0%     | +1.0%  |
| Days on Market       | 10         | 39        | -74.4% | 20           | 28        | -28.6% |



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# MLS Area HS

# Residential Statistics



# October 2020

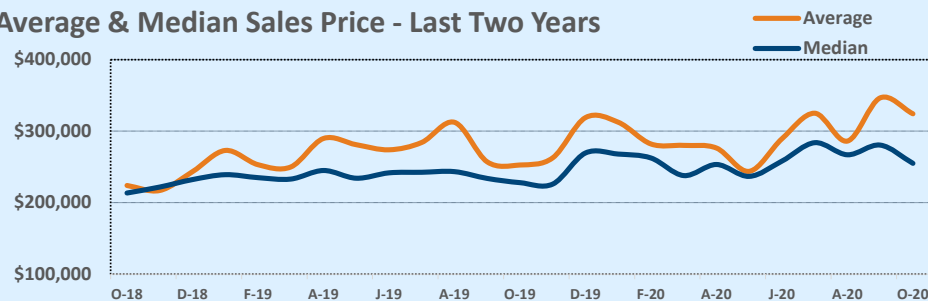
| Listings            | This Month   |              |               | Year-to-Date  |               |              |
|---------------------|--------------|--------------|---------------|---------------|---------------|--------------|
|                     | Oct 2020     | Oct 2019     | Change        | 2020          | 2019          | Change       |
| Single Family Sales | 35           | 48           | -27.1%        | 403           | 392           | +2.8%        |
| Condo/TH Sales      | 5            | 1            | +400.0%       | 28            | 23            | +21.7%       |
| <b>Total Sales</b>  | <b>40</b>    | <b>49</b>    | <b>-18.4%</b> | <b>431</b>    | <b>415</b>    | <b>+3.9%</b> |
| New Homes Only      | 3            | 5            | -40.0%        | 63            | 53            | +18.9%       |
| Resale Only         | 37           | 44           | -15.9%        | 368           | 362           | +1.7%        |
| Sales Volume        | \$12,971,798 | \$12,381,865 | +4.8%         | \$127,996,467 | \$113,035,261 | +13.2%       |
| New Listings        | 51           | 46           | +10.9%        | 519           | 484           | +7.2%        |
| Pending             | 48           | 39           | +23.1%        | 492           | 425           | +15.8%       |
| Withdrawn           | 4            | 4            | --            | 33            | 44            | -25.0%       |
| Expired             | 2            | 2            | --            | 22            | 12            | +83.3%       |
| Months of Inventory | 2.6          | 2.4          | +7.2%         | N/A           | N/A           | --           |

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | 2          | 5         | 84        | 33           | 28         | 33        |
| \$150,000- \$199,999 | 6          | 4         | 10        | 49           | 41         | 32        |
| \$200,000- \$249,999 | 15         | 10        | 44        | 155          | 125        | 47        |
| \$250,000- \$299,999 | 15         | 6         | 98        | 120          | 92         | 91        |
| \$300,000- \$349,999 | 2          | 3         | 16        | 33           | 41         | 102       |
| \$350,000- \$399,999 | 1          | 4         | 26        | 39           | 36         | 87        |
| \$400,000- \$449,999 | --         | 1         | 2         | 25           | 22         | 74        |
| \$450,000- \$499,999 | 3          | 3         | 22        | 13           | 18         | 156       |
| \$500,000- \$549,999 | 3          | 2         | 74        | 25           | 16         | 76        |
| \$550,000- \$599,999 | 1          | --        | --        | 7            | --         | --        |
| \$600,000- \$699,999 | 2          | 1         | 200       | 13           | 7          | 78        |
| \$700,000- \$799,999 | 1          | --        | --        | 4            | 1          | 185       |
| \$800,000- \$899,999 | --         | --        | --        | 1            | --         | --        |
| \$900,000- \$999,999 | --         | --        | --        | --           | --         | --        |
| \$1M - \$1.99M       | --         | 1         | 38        | 2            | 4          | 161       |
| \$2M - \$2.99M       | --         | --        | --        | --           | --         | --        |
| \$3M+                | --         | --        | --        | --           | --         | --        |
| <b>Totals</b>        | <b>51</b>  | <b>40</b> | <b>52</b> | <b>519</b>   | <b>431</b> | <b>71</b> |

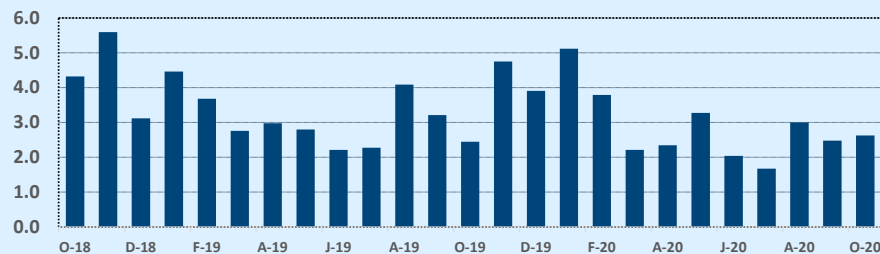
| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$332,881  | \$261,466 | +27.3% | \$304,758    | \$280,523 | +8.6%  |
| List Price/SqFt      | \$163      | \$149     | +9.8%  | \$158        | \$149     | +6.5%  |
| Sold Price           | \$324,295  | \$252,691 | +28.3% | \$296,976    | \$272,374 | +9.0%  |
| Sold Price/SqFt      | \$161      | \$144     | +11.8% | \$155        | \$145     | +7.1%  |
| Sold Price / Orig LP | 97.6%      | 94.5%     | +3.3%  | 96.8%        | 95.7%     | +1.1%  |
| Days on Market       | 52         | 62        | -15.0% | 71           | 73        | -2.2%  |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$255,968  | \$235,500 | +8.7%  | \$261,055    | \$241,435 | +8.1%  |
| List Price/SqFt      | \$160      | \$148     | +8.2%  | \$152        | \$147     | +3.5%  |
| Sold Price           | \$255,000  | \$228,000 | +11.8% | \$258,100    | \$237,590 | +8.6%  |
| Sold Price/SqFt      | \$160      | \$141     | +13.3% | \$149        | \$141     | +5.5%  |
| Sold Price / Orig LP | 99.0%      | 95.0%     | +4.2%  | 98.0%        | 97.0%     | +1.0%  |
| Days on Market       | 15         | 45        | -67.8% | 36           | 43        | -16.3% |

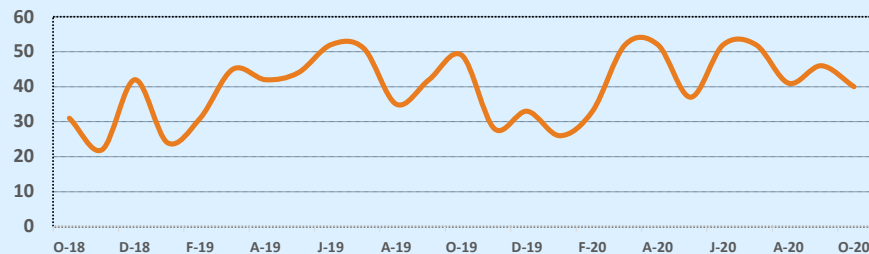
Average & Median Sales Price - Last Two Years



Months of Inventory - Last Two Years



Number of Sales - Last Two Years



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# MLS Area HU

# Residential Statistics



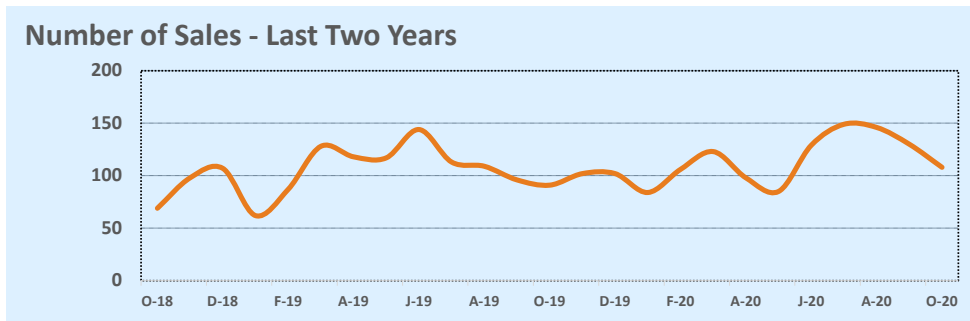
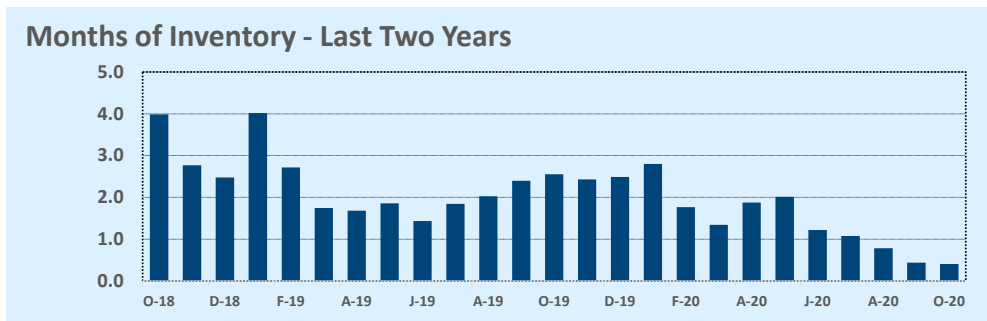
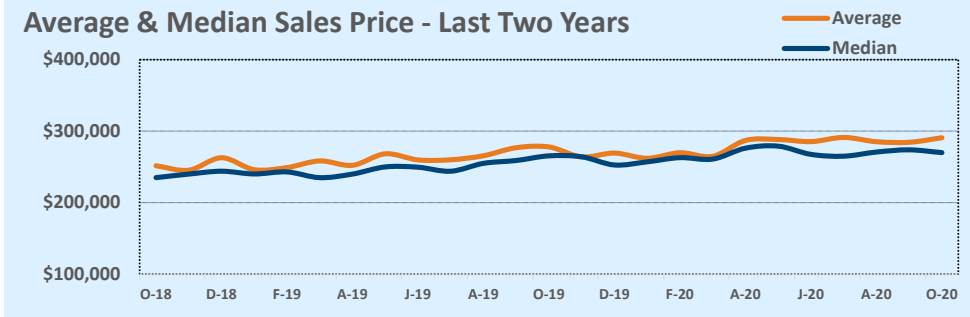
# October 2020

| Listings            | This Month   |              |               | Year-to-Date  |               |              |
|---------------------|--------------|--------------|---------------|---------------|---------------|--------------|
|                     | Oct 2020     | Oct 2019     | Change        | 2020          | 2019          | Change       |
| Single Family Sales | 108          | 91           | +18.7%        | 1,157         | 1,065         | +8.6%        |
| Condo/TH Sales      | --           | --           | --            | 1             | --            | --           |
| <b>Total Sales</b>  | <b>108</b>   | <b>91</b>    | <b>+18.7%</b> | <b>1,158</b>  | <b>1,065</b>  | <b>+8.7%</b> |
| New Homes Only      | 7            | 12           | -41.7%        | 134           | 153           | -12.4%       |
| Resale Only         | 101          | 79           | +27.8%        | 1,024         | 912           | +12.3%       |
| Sales Volume        | \$31,404,724 | \$25,291,522 | +24.2%        | \$326,072,855 | \$278,782,907 | +17.0%       |
| New Listings        | 77           | 123          | -37.4%        | 1,109         | 1,214         | -8.6%        |
| Pending             | 98           | 104          | -5.8%         | 1,235         | 1,129         | +9.4%        |
| Withdrawn           | 5            | 8            | -37.5%        | 47            | 83            | -43.4%       |
| Expired             | 2            | 3            | -33.3%        | 24            | 26            | -7.7%        |
| Months of Inventory | 0.4          | 2.5          | -84.0%        | N/A           | N/A           | --           |

| Price Range          | This Month |            |           | Year-to-Date |              |           |
|----------------------|------------|------------|-----------|--------------|--------------|-----------|
|                      | New        | Sales      | DOM       | New          | Sales        | DOM       |
| \$149,999 or under   | --         | --         | --        | --           | --           | --        |
| \$150,000- \$199,999 | 1          | 2          | 5         | 23           | 23           | 19        |
| \$200,000- \$249,999 | 18         | 23         | 12        | 313          | 358          | 26        |
| \$250,000- \$299,999 | 24         | 51         | 22        | 398          | 462          | 51        |
| \$300,000- \$349,999 | 18         | 18         | 38        | 244          | 214          | 57        |
| \$350,000- \$399,999 | 8          | 10         | 50        | 71           | 56           | 57        |
| \$400,000- \$449,999 | 3          | 2          | 41        | 16           | 19           | 48        |
| \$450,000- \$499,999 | 2          | --         | --        | 12           | 5            | 82        |
| \$500,000- \$549,999 | --         | --         | --        | 7            | 7            | 18        |
| \$550,000- \$599,999 | 1          | --         | --        | 4            | 3            | 69        |
| \$600,000- \$699,999 | 1          | 1          | 180       | 8            | 5            | 96        |
| \$700,000- \$799,999 | --         | --         | --        | 7            | 5            | 74        |
| \$800,000- \$899,999 | --         | --         | --        | --           | --           | --        |
| \$900,000- \$999,999 | --         | --         | --        | 1            | --           | --        |
| \$1M - \$1.99M       | 1          | 1          | 36        | 3            | 1            | 36        |
| \$2M - \$2.99M       | --         | --         | --        | 2            | --           | --        |
| \$3M+                | --         | --         | --        | --           | --           | --        |
| <b>Totals</b>        | <b>77</b>  | <b>108</b> | <b>26</b> | <b>1,109</b> | <b>1,158</b> | <b>44</b> |

| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$290,207  | \$280,974 | +3.3%  | \$283,326    | \$265,363 | +6.8%  |
| List Price/SqFt      | \$140      | \$136     | +2.6%  | \$137        | \$131     | +5.0%  |
| Sold Price           | \$290,784  | \$277,929 | +4.6%  | \$281,583    | \$261,768 | +7.6%  |
| Sold Price/SqFt      | \$140      | \$135     | +4.1%  | \$137        | \$129     | +5.7%  |
| Sold Price / Orig LP | 101.5%     | 106.4%    | -4.5%  | 186.4%       | 98.4%     | +89.5% |
| Days on Market       | 26         | 54        | -50.8% | 44           | 60        | -26.5% |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$270,495  | \$265,773 | +1.8%  | \$269,720    | \$249,900 | +7.9%  |
| List Price/SqFt      | \$138      | \$137     | +0.7%  | \$135        | \$129     | +4.9%  |
| Sold Price           | \$270,000  | \$265,464 | +1.7%  | \$268,388    | \$247,000 | +8.7%  |
| Sold Price/SqFt      | \$140      | \$134     | +4.2%  | \$135        | \$128     | +5.5%  |
| Sold Price / Orig LP | 101.0%     | 98.0%     | +3.1%  | 100.0%       | 98.0%     | +2.0%  |
| Days on Market       | 8          | 29        | -72.4% | 24           | 32        | -25.0% |



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## MLS Area HW

| Listings            | This Month   |             |              | Year-to-Date  |              |               |
|---------------------|--------------|-------------|--------------|---------------|--------------|---------------|
|                     | Oct 2020     | Oct 2019    | Change       | 2020          | 2019         | Change        |
| Single Family Sales | 22           | 24          | -8.3%        | 276           | 222          | +24.3%        |
| Condo/TH Sales      | --           | --          | --           | 9             | 12           | -25.0%        |
| <b>Total Sales</b>  | <b>22</b>    | <b>24</b>   | <b>-8.3%</b> | <b>285</b>    | <b>234</b>   | <b>+21.8%</b> |
| New Homes Only      | 2            | 2           | --           | 20            | 12           | +66.7%        |
| Resale Only         | 20           | 22          | -9.1%        | 265           | 222          | +19.4%        |
| Sales Volume        | \$10,720,750 | \$9,990,475 | +7.3%        | \$142,347,928 | \$95,948,962 | +48.4%        |
| New Listings        | 27           | 25          | +8.0%        | 304           | 339          | -10.3%        |
| Pending             | 30           | 20          | +50.0%       | 307           | 244          | +25.8%        |
| Withdrawn           | 2            | 9           | -77.8%       | 32            | 48           | -33.3%        |
| Expired             | 1            | 3           | -66.7%       | 26            | 27           | -3.7%         |
| Months of Inventory | 1.4          | 4.0         | -65.9%       | N/A           | N/A          | --            |

| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$500,241  | \$431,612 | +15.9% | \$517,299    | \$423,619 | +22.1% |
| List Price/SqFt      | \$247      | \$221     | +11.6% | \$227        | \$207     | +9.7%  |
| Sold Price           | \$487,307  | \$416,270 | +17.1% | \$499,466    | \$410,038 | +21.8% |
| Sold Price/SqFt      | \$241      | \$213     | +13.1% | \$219        | \$200     | +9.3%  |
| Sold Price / Orig LP | 95.4%      | 93.0%     | +2.5%  | 95.0%        | 94.4%     | +0.7%  |
| Days on Market       | 53         | 73        | -27.1% | 67           | 67        | -0.3%  |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$462,500  | \$389,110 | +18.9% | \$377,500    | \$348,700 | +8.3%  |
| List Price/SqFt      | \$202      | \$193     | +4.7%  | \$187        | \$181     | +3.6%  |
| Sold Price           | \$446,500  | \$372,500 | +19.9% | \$365,000    | \$337,900 | +8.0%  |
| Sold Price/SqFt      | \$203      | \$185     | +9.6%  | \$183        | \$175     | +4.9%  |
| Sold Price / Orig LP | 98.5%      | 94.0%     | +4.8%  | 97.0%        | 96.0%     | +1.0%  |
| Days on Market       | 15         | 56        | -74.1% | 35           | 39        | -10.3% |

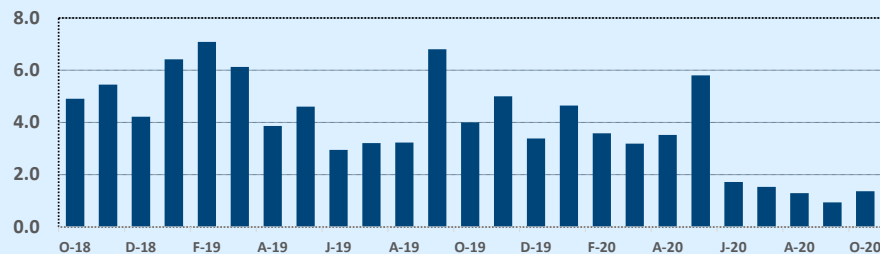
## Residential Statistics

## Independence Title

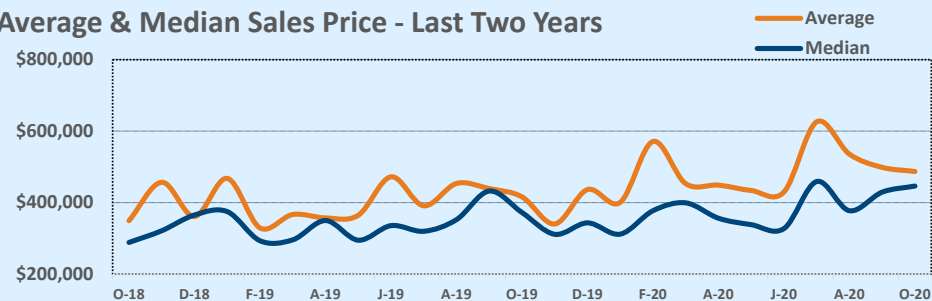
## October 2020

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | 1          | --        | --        | 6            | 6          | 27        |
| \$150,000- \$199,999 | --         | --        | --        | 7            | 11         | 24        |
| \$200,000- \$249,999 | --         | 1         | 3         | 14           | 22         | 63        |
| \$250,000- \$299,999 | 7          | --        | --        | 49           | 37         | 50        |
| \$300,000- \$349,999 | 6          | 8         | 27        | 58           | 57         | 56        |
| \$350,000- \$399,999 | 2          | 1         | 24        | 28           | 22         | 64        |
| \$400,000- \$449,999 | 1          | 1         | --        | 15           | 18         | 47        |
| \$450,000- \$499,999 | --         | 2         | 163       | 13           | 14         | 102       |
| \$500,000- \$549,999 | 2          | 1         | 71        | 17           | 15         | 48        |
| \$550,000- \$599,999 | 4          | 2         | 8         | 24           | 15         | 24        |
| \$600,000- \$699,999 | --         | 2         | 40        | 18           | 19         | 110       |
| \$700,000- \$799,999 | 1          | 2         | 28        | 12           | 8          | 74        |
| \$800,000- \$899,999 | --         | 2         | 192       | 9            | 12         | 162       |
| \$900,000- \$999,999 | --         | --        | --        | 6            | 8          | 135       |
| \$1M - \$1.99M       | 1          | --        | --        | 19           | 18         | 95        |
| \$2M - \$2.99M       | --         | --        | --        | 5            | 1          | 21        |
| \$3M+                | 2          | --        | --        | 4            | 2          | 47        |
| <b>Totals</b>        | <b>27</b>  | <b>22</b> | <b>53</b> | <b>304</b>   | <b>285</b> | <b>67</b> |

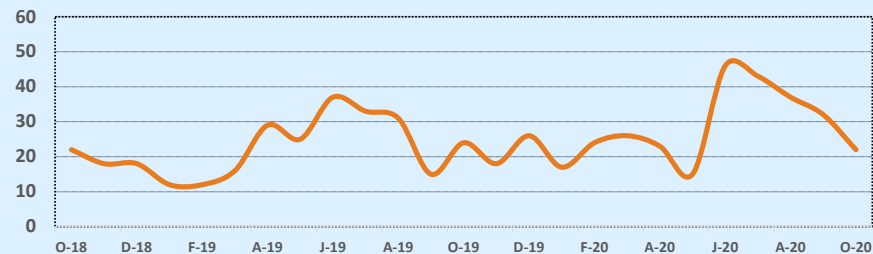
## Months of Inventory - Last Two Years



## Average & Median Sales Price - Last Two Years



## Number of Sales - Last Two Years



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# MLS Area JA

# Residential Statistics



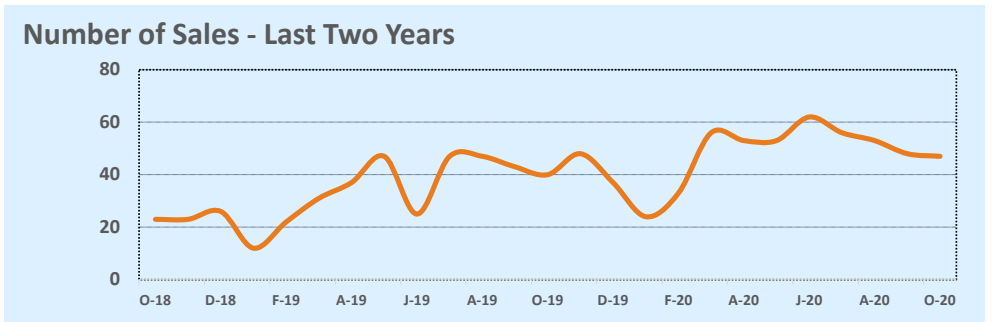
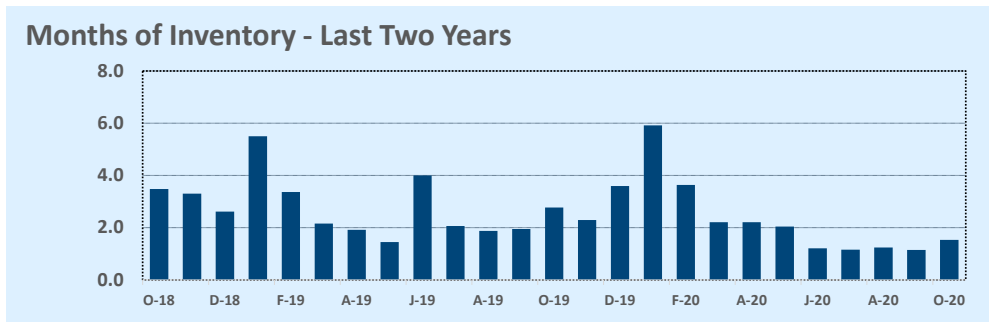
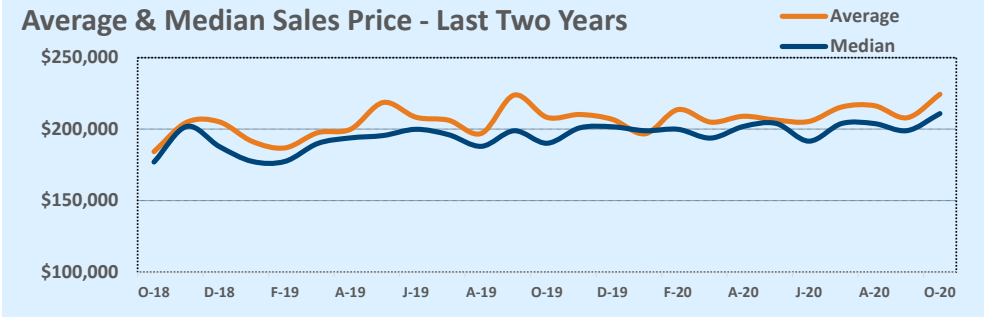
# October 2020

| Listings            | This Month   |             |               | Year-to-Date  |              |               |
|---------------------|--------------|-------------|---------------|---------------|--------------|---------------|
|                     | Oct 2020     | Oct 2019    | Change        | 2020          | 2019         | Change        |
| Single Family Sales | 47           | 40          | +17.5%        | 479           | 351          | +36.5%        |
| Condo/TH Sales      | --           | --          | --            | 6             | --           | --            |
| <b>Total Sales</b>  | <b>47</b>    | <b>40</b>   | <b>+17.5%</b> | <b>485</b>    | <b>351</b>   | <b>+38.2%</b> |
| New Homes Only      | 9            | 11          | -18.2%        | 152           | 105          | +44.8%        |
| Resale Only         | 38           | 29          | +31.0%        | 333           | 246          | +35.4%        |
| Sales Volume        | \$10,546,920 | \$8,330,780 | +26.6%        | \$102,070,590 | \$72,327,266 | +41.1%        |
| New Listings        | 55           | 62          | -11.3%        | 622           | 503          | +23.7%        |
| Pending             | 56           | 45          | +24.4%        | 582           | 385          | +51.2%        |
| Withdrawn           | --           | 1           | --            | 54            | 37           | +45.9%        |
| Expired             | 1            | 2           | -50.0%        | 54            | 21           | +157.1%       |
| Months of Inventory | 1.5          | 2.8         | -44.8%        | N/A           | N/A          | --            |

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | --         | --        | --        | 3            | 6          | 40        |
| \$150,000- \$199,999 | 7          | 17        | 22        | 239          | 236        | 54        |
| \$200,000- \$249,999 | 28         | 19        | 17        | 283          | 183        | 49        |
| \$250,000- \$299,999 | 16         | 9         | 68        | 65           | 41         | 71        |
| \$300,000- \$349,999 | 4          | 1         | 60        | 17           | 10         | 53        |
| \$350,000- \$399,999 | --         | --        | --        | 5            | 4          | 54        |
| \$400,000- \$449,999 | --         | --        | --        | 2            | 2          | 173       |
| \$450,000- \$499,999 | --         | 1         | 3         | 4            | 2          | 84        |
| \$500,000- \$549,999 | --         | --        | --        | 1            | 1          | 122       |
| \$550,000- \$599,999 | --         | --        | --        | --           | --         | --        |
| \$600,000- \$699,999 | --         | --        | --        | 1            | --         | --        |
| \$700,000- \$799,999 | --         | --        | --        | 1            | --         | --        |
| \$800,000- \$899,999 | --         | --        | --        | 1            | --         | --        |
| \$900,000- \$999,999 | --         | --        | --        | --           | --         | --        |
| \$1M - \$1.99M       | --         | --        | --        | --           | --         | --        |
| \$2M - \$2.99M       | --         | --        | --        | --           | --         | --        |
| \$3M+                | --         | --        | --        | --           | --         | --        |
| <b>Totals</b>        | <b>55</b>  | <b>47</b> | <b>29</b> | <b>622</b>   | <b>485</b> | <b>54</b> |

| Average              | This Month |           |          | Year-to-Date |           |         |
|----------------------|------------|-----------|----------|--------------|-----------|---------|
|                      | Oct 2020   | Oct 2019  | Change   | 2020         | 2019      | Change  |
| List Price           | \$226,854  | \$209,893 | +8.1%    | \$212,105    | \$208,317 | +1.8%   |
| List Price/SqFt      | \$125      | \$128     | -2.4%    | \$124        | \$124     | +0.2%   |
| Sold Price           | \$224,403  | \$208,270 | +7.7%    | \$210,455    | \$206,061 | +2.1%   |
| Sold Price/SqFt      | \$124      | \$127     | -2.7%    | \$123        | \$123     | +0.5%   |
| Sold Price / Orig LP | 2232.8%    | 98.4%     | +2169.1% | 490.1%       | 98.3%     | +398.5% |
| Days on Market       | 29         | 50        | -41.0%   | 54           | 49        | +10.3%  |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$209,900  | \$189,663 | +10.7% | \$200,000    | \$195,500 | +2.3%  |
| List Price/SqFt      | \$123      | \$127     | -3.0%  | \$126        | \$125     | +0.9%  |
| Sold Price           | \$210,900  | \$190,158 | +10.9% | \$200,000    | \$194,000 | +3.1%  |
| Sold Price/SqFt      | \$122      | \$127     | -4.3%  | \$125        | \$123     | +1.6%  |
| Sold Price / Orig LP | 100.0%     | 99.5%     | +0.5%  | 100.0%       | 99.0%     | +1.0%  |
| Days on Market       | 12         | 30        | -59.3% | 38           | 29        | +31.0% |



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# MLS Area KL

# Residential Statistics



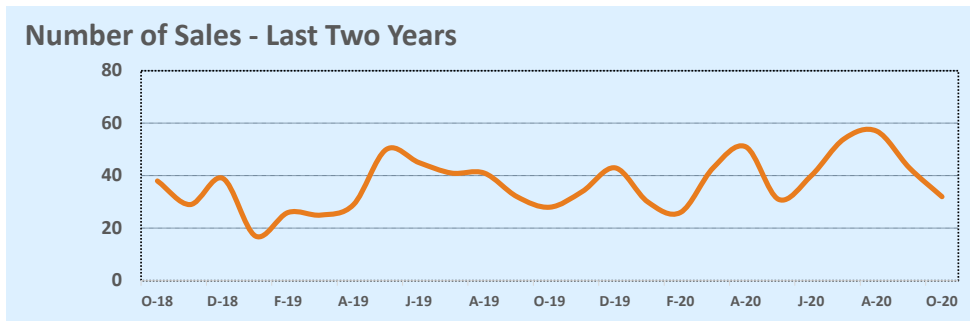
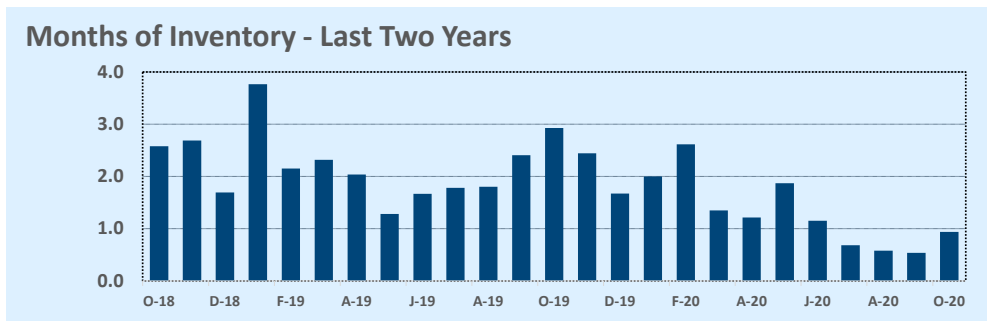
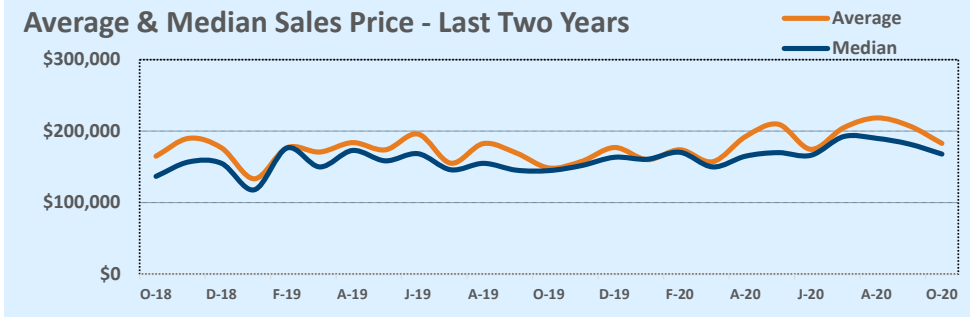
# October 2020

| Listings            | This Month  |             |               | Year-to-Date |              |               |
|---------------------|-------------|-------------|---------------|--------------|--------------|---------------|
|                     | Oct 2020    | Oct 2019    | Change        | 2020         | 2019         | Change        |
| Single Family Sales | 32          | 28          | +14.3%        | 407          | 333          | +22.2%        |
| Condo/TH Sales      | --          | --          | --            | --           | 1            | --            |
| <b>Total Sales</b>  | <b>32</b>   | <b>28</b>   | <b>+14.3%</b> | <b>407</b>   | <b>334</b>   | <b>+21.9%</b> |
| New Homes Only      | --          | --          | --            | 9            | 4            | +125.0%       |
| Resale Only         | 32          | 28          | +14.3%        | 398          | 330          | +20.6%        |
| Sales Volume        | \$5,851,800 | \$4,158,300 | +40.7%        | \$77,682,217 | \$57,423,846 | +35.3%        |
| New Listings        | 49          | 40          | +22.5%        | 463          | 460          | +0.7%         |
| Pending             | 50          | 32          | +56.3%        | 435          | 351          | +23.9%        |
| Withdrawn           | 2           | 11          | -81.8%        | 54           | 53           | +1.9%         |
| Expired             | --          | 6           | --            | 14           | 47           | -70.2%        |
| Months of Inventory | 0.9         | 2.9         | -68.0%        | N/A          | N/A          | --            |

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | 16         | 13        | 8         | 160          | 145        | 21        |
| \$150,000- \$199,999 | 15         | 11        | 4         | 133          | 133        | 27        |
| \$200,000- \$249,999 | 9          | 4         | 9         | 71           | 60         | 50        |
| \$250,000- \$299,999 | 4          | 1         | 12        | 41           | 28         | 41        |
| \$300,000- \$349,999 | 4          | --        | --        | 20           | 16         | 59        |
| \$350,000- \$399,999 | 1          | 2         | 67        | 17           | 11         | 34        |
| \$400,000- \$449,999 | --         | 1         | 75        | 4            | 3          | 61        |
| \$450,000- \$499,999 | --         | --        | --        | 2            | 2          | 84        |
| \$500,000- \$549,999 | --         | --        | --        | 6            | 2          | 77        |
| \$550,000- \$599,999 | --         | --        | --        | 2            | 3          | 54        |
| \$600,000- \$699,999 | --         | --        | --        | 4            | 3          | 108       |
| \$700,000- \$799,999 | --         | --        | --        | 2            | 1          | 71        |
| \$800,000- \$899,999 | --         | --        | --        | --           | --         | --        |
| \$900,000- \$999,999 | --         | --        | --        | --           | --         | --        |
| \$1M - \$1.99M       | --         | --        | --        | 1            | --         | --        |
| \$2M - \$2.99M       | --         | --        | --        | --           | --         | --        |
| \$3M+                | --         | --        | --        | --           | --         | --        |
| <b>Totals</b>        | <b>49</b>  | <b>32</b> | <b>13</b> | <b>463</b>   | <b>407</b> | <b>33</b> |

| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$182,809  | \$150,829 | +21.2% | \$192,451    | \$174,148 | +10.5% |
| List Price/SqFt      | \$97       | \$88      | +11.2% | \$95         | \$86      | +10.5% |
| Sold Price           | \$182,869  | \$148,511 | +23.1% | \$190,865    | \$171,928 | +11.0% |
| Sold Price/SqFt      | \$97       | \$86      | +13.5% | \$95         | \$85      | +11.1% |
| Sold Price / Orig LP | 100.6%     | 96.3%     | +4.5%  | 100.8%       | 97.5%     | +3.4%  |
| Days on Market       | 13         | 40        | -68.1% | 33           | 35        | -7.7%  |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$169,900  | \$148,400 | +14.5% | \$169,900    | \$154,900 | +9.7%  |
| List Price/SqFt      | \$94       | \$86      | +9.2%  | \$90         | \$83      | +8.3%  |
| Sold Price           | \$167,950  | \$144,850 | +15.9% | \$170,000    | \$152,950 | +11.1% |
| Sold Price/SqFt      | \$95       | \$86      | +10.7% | \$90         | \$83      | +9.1%  |
| Sold Price / Orig LP | 100.5%     | 98.0%     | +2.6%  | 100.0%       | 100.0%    | --     |
| Days on Market       | 4          | 28        | -87.5% | 13           | 15        | -13.3% |



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## MLS Area LC

## Residential Statistics

## Independence Title

## October 2020

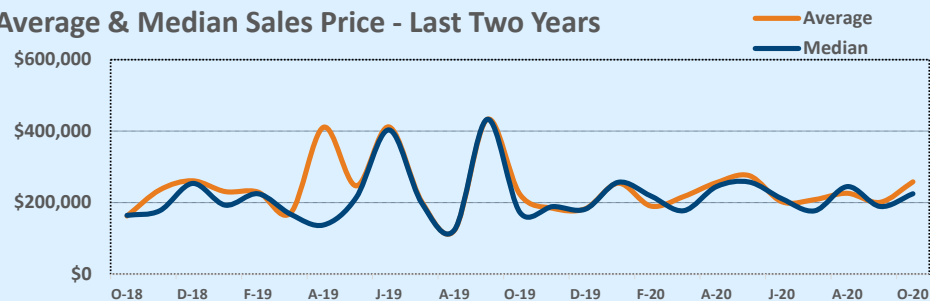
| Listings            | This Month  |             |               | Year-to-Date |              |               |
|---------------------|-------------|-------------|---------------|--------------|--------------|---------------|
|                     | Oct 2020    | Oct 2019    | Change        | 2020         | 2019         | Change        |
| Single Family Sales | 11          | 10          | +10.0%        | 81           | 59           | +37.3%        |
| Condo/TH Sales      | --          | --          | --            | --           | --           | --            |
| <b>Total Sales</b>  | <b>11</b>   | <b>10</b>   | <b>+10.0%</b> | <b>81</b>    | <b>59</b>    | <b>+37.3%</b> |
| New Homes Only      | 2           | --          | --            | 6            | --           | --            |
| Resale Only         | 9           | 10          | -10.0%        | 75           | 59           | +27.1%        |
| Sales Volume        | \$2,841,500 | \$2,229,500 | +27.5%        | \$18,219,572 | \$14,427,145 | +26.3%        |
| New Listings        | 10          | 13          | -23.1%        | 110          | 95           | +15.8%        |
| Pending             | 8           | 7           | +14.3%        | 88           | 65           | +35.4%        |
| Withdrawn           | 3           | 3           | --            | 21           | 19           | +10.5%        |
| Expired             | --          | 1           | --            | 12           | 11           | +9.1%         |
| Months of Inventory | 2.1         | 3.2         | -34.7%        | N/A          | N/A          | --            |

| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$261,218  | \$227,538 | +14.8% | \$231,605    | \$256,954 | -9.9%  |
| List Price/SqFt      | \$133      | \$127     | +4.6%  | \$130        | \$136     | -4.6%  |
| Sold Price           | \$258,318  | \$222,950 | +15.9% | \$224,933    | \$244,528 | -8.0%  |
| Sold Price/SqFt      | \$131      | \$125     | +5.1%  | \$126        | \$129     | -2.4%  |
| Sold Price / Orig LP | 96.2%      | 91.0%     | +5.7%  | 94.1%        | 107.5%    | -12.5% |
| Days on Market       | 75         | 58        | +29.6% | 68           | 70        | -2.5%  |

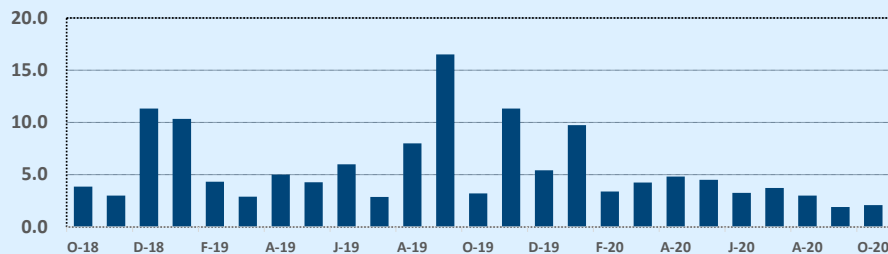
| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$229,000  | \$176,440 | +29.8% | \$219,000    | \$194,800 | +12.4% |
| List Price/SqFt      | \$137      | \$122     | +12.4% | \$136        | \$119     | +13.6% |
| Sold Price           | \$225,000  | \$172,500 | +30.4% | \$215,000    | \$197,000 | +9.1%  |
| Sold Price/SqFt      | \$135      | \$119     | +13.4% | \$129        | \$115     | +12.1% |
| Sold Price / Orig LP | 97.0%      | 92.0%     | +5.4%  | 96.0%        | 93.0%     | +3.2%  |
| Days on Market       | 28         | 42        | -33.3% | 34           | 46        | -26.1% |

| Price Range          | This Month |           |           | Year-to-Date |           |           |
|----------------------|------------|-----------|-----------|--------------|-----------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales     | DOM       |
| \$149,999 or under   | 1          | 1         | 5         | 22           | 19        | 71        |
| \$150,000- \$199,999 | --         | 2         | 12        | 23           | 17        | 37        |
| \$200,000- \$249,999 | --         | 5         | 101       | 18           | 21        | 67        |
| \$250,000- \$299,999 | 5          | 1         | 35        | 24           | 12        | 77        |
| \$300,000- \$349,999 | 2          | --        | --        | 5            | 4         | 96        |
| \$350,000- \$399,999 | 1          | 1         | 20        | 9            | 3         | 35        |
| \$400,000- \$449,999 | --         | --        | --        | 2            | 2         | 43        |
| \$450,000- \$499,999 | --         | --        | --        | 1            | --        | --        |
| \$500,000- \$549,999 | --         | --        | --        | --           | 1         | 175       |
| \$550,000- \$599,999 | --         | 1         | 233       | 2            | 1         | 233       |
| \$600,000- \$699,999 | --         | --        | --        | 2            | 1         | 193       |
| \$700,000- \$799,999 | 1          | --        | --        | 1            | --        | --        |
| \$800,000- \$899,999 | --         | --        | --        | --           | --        | --        |
| \$900,000- \$999,999 | --         | --        | --        | --           | --        | --        |
| \$1M - \$1.99M       | --         | --        | --        | 1            | --        | --        |
| \$2M - \$2.99M       | --         | --        | --        | --           | --        | --        |
| \$3M+                | --         | --        | --        | --           | --        | --        |
| <b>Totals</b>        | <b>10</b>  | <b>11</b> | <b>75</b> | <b>110</b>   | <b>81</b> | <b>68</b> |

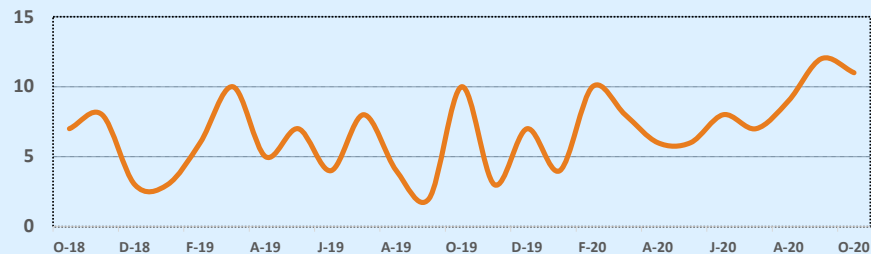
### Average & Median Sales Price - Last Two Years



### Months of Inventory - Last Two Years



### Number of Sales - Last Two Years



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## MLS Area LH

## Residential Statistics

## Independence Title

## October 2020

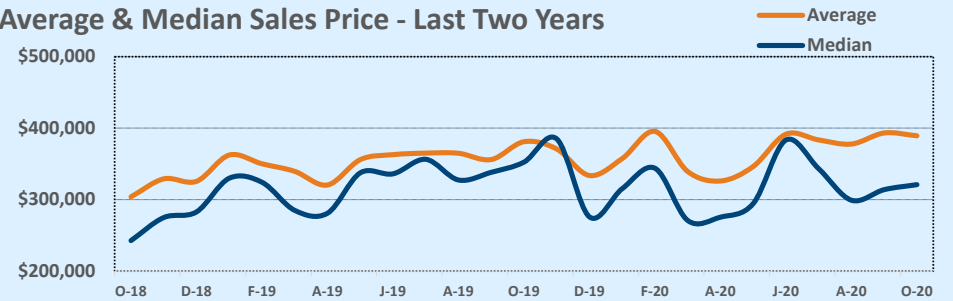
| Listings            | This Month   |              |               | Year-to-Date  |               |               |
|---------------------|--------------|--------------|---------------|---------------|---------------|---------------|
|                     | Oct 2020     | Oct 2019     | Change        | 2020          | 2019          | Change        |
| Single Family Sales | 69           | 48           | +43.8%        | 586           | 453           | +29.4%        |
| Condo/TH Sales      | --           | --           | --            | --            | --            | --            |
| <b>Total Sales</b>  | <b>69</b>    | <b>48</b>    | <b>+43.8%</b> | <b>586</b>    | <b>453</b>    | <b>+29.4%</b> |
| New Homes Only      | 18           | 10           | +80.0%        | 171           | 93            | +83.9%        |
| Resale Only         | 51           | 38           | +34.2%        | 415           | 360           | +15.3%        |
| Sales Volume        | \$26,864,098 | \$18,290,889 | +46.9%        | \$218,385,948 | \$161,203,919 | +35.5%        |
| New Listings        | 87           | 79           | +10.1%        | 705           | 628           | +12.3%        |
| Pending             | 88           | 59           | +49.2%        | 728           | 480           | +51.7%        |
| Withdrawn           | 4            | 10           | -60.0%        | 32            | 46            | -30.4%        |
| Expired             | 2            | 10           | -80.0%        | 32            | 50            | -36.0%        |
| Months of Inventory | 1.1          | 3.5          | -68.3%        | N/A           | N/A           | --            |

| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$395,055  | \$385,231 | +2.6%  | \$378,045    | \$360,658 | +4.8%  |
| List Price/SqFt      | \$173      | \$158     | +9.6%  | \$162        | \$152     | +7.0%  |
| Sold Price           | \$389,335  | \$381,060 | +2.2%  | \$372,672    | \$355,859 | +4.7%  |
| Sold Price/SqFt      | \$171      | \$156     | +9.6%  | \$160        | \$150     | +6.9%  |
| Sold Price / Orig LP | 99.9%      | 96.5%     | +3.5%  | 98.0%        | 97.2%     | +0.9%  |
| Days on Market       | 54         | 86        | -38.1% | 74           | 80        | -8.6%  |

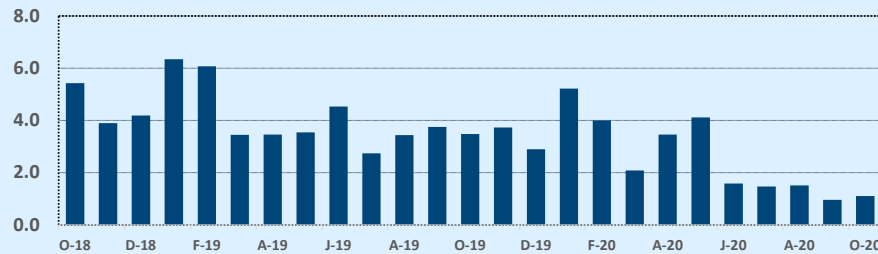
| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$315,000  | \$357,445 | -11.9% | \$310,285    | \$328,500 | -5.5%  |
| List Price/SqFt      | \$170      | \$159     | +6.7%  | \$161        | \$152     | +6.0%  |
| Sold Price           | \$321,000  | \$352,495 | -8.9%  | \$308,865    | \$325,000 | -5.0%  |
| Sold Price/SqFt      | \$171      | \$157     | +8.4%  | \$159        | \$149     | +6.5%  |
| Sold Price / Orig LP | 100.0%     | 98.0%     | +2.0%  | 99.0%        | 98.0%     | +1.0%  |
| Days on Market       | 29         | 66        | -56.1% | 42           | 56        | -25.0% |

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | 1          | 1         | 6         | 6            | 7          | 35        |
| \$150,000- \$199,999 | --         | 3         | 55        | 9            | 10         | 63        |
| \$200,000- \$249,999 | 3          | 11        | 13        | 97           | 127        | 45        |
| \$250,000- \$299,999 | 42         | 17        | 42        | 239          | 137        | 66        |
| \$300,000- \$349,999 | 10         | 10        | 22        | 61           | 57         | 74        |
| \$350,000- \$399,999 | 2          | 4         | 28        | 42           | 38         | 112       |
| \$400,000- \$449,999 | 4          | 2         | 46        | 55           | 38         | 73        |
| \$450,000- \$499,999 | 4          | 3         | 269       | 41           | 42         | 104       |
| \$500,000- \$549,999 | 2          | 4         | 24        | 31           | 28         | 101       |
| \$550,000- \$599,999 | 1          | 4         | 101       | 32           | 44         | 89        |
| \$600,000- \$699,999 | 9          | 6         | 59        | 49           | 42         | 95        |
| \$700,000- \$799,999 | 6          | 1         | 61        | 27           | 10         | 62        |
| \$800,000- \$899,999 | 2          | --        | --        | 6            | 1          | 18        |
| \$900,000- \$999,999 | --         | 2         | 249       | 3            | 4          | 139       |
| \$1M - \$1.99M       | --         | 1         | 23        | 6            | 1          | 23        |
| \$2M - \$2.99M       | --         | --        | --        | --           | --         | --        |
| \$3M+                | 1          | --        | --        | 1            | --         | --        |
| <b>Totals</b>        | <b>87</b>  | <b>69</b> | <b>54</b> | <b>705</b>   | <b>586</b> | <b>74</b> |

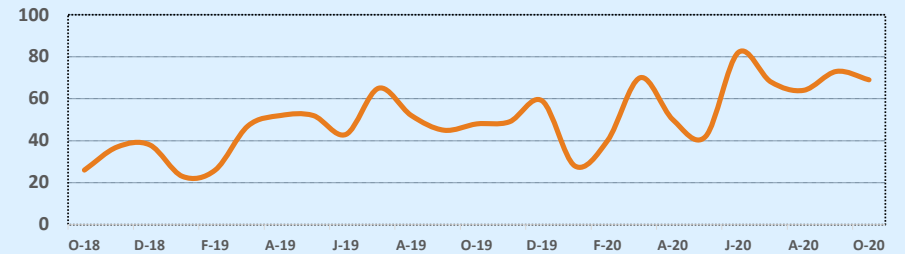
### Average & Median Sales Price - Last Two Years



### Months of Inventory - Last Two Years



### Number of Sales - Last Two Years



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## MLS Area LL

| Listings            | This Month   |              |               | Year-to-Date  |               |               |
|---------------------|--------------|--------------|---------------|---------------|---------------|---------------|
|                     | Oct 2020     | Oct 2019     | Change        | 2020          | 2019          | Change        |
| Single Family Sales | 37           | 22           | +68.2%        | 268           | 193           | +38.9%        |
| Condo/TH Sales      | 9            | 6            | +50.0%        | 46            | 41            | +12.2%        |
| <b>Total Sales</b>  | <b>46</b>    | <b>28</b>    | <b>+64.3%</b> | <b>314</b>    | <b>234</b>    | <b>+34.2%</b> |
| New Homes Only      | 3            | 2            | +50.0%        | 34            | 20            | +70.0%        |
| Resale Only         | 43           | 26           | +65.4%        | 280           | 214           | +30.8%        |
| Sales Volume        | \$25,721,930 | \$13,310,905 | +93.2%        | \$216,352,198 | \$108,367,315 | +99.6%        |
| New Listings        | 32           | 46           | -30.4%        | 417           | 439           | -5.0%         |
| Pending             | 23           | 23           | --            | 344           | 245           | +40.4%        |
| Withdrawn           | 3            | 10           | -70.0%        | 79            | 75            | +5.3%         |
| Expired             | 2            | 7            | -71.4%        | 76            | 66            | +15.2%        |
| Months of Inventory | 2.1          | 6.9          | -69.2%        | N/A           | N/A           | --            |

| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$573,310  | \$499,105 | +14.9% | \$723,425    | \$486,212 | +48.8% |
| List Price/SqFt      | \$218      | \$231     | -5.6%  | \$262        | \$226     | +15.8% |
| Sold Price           | \$559,172  | \$475,389 | +17.6% | \$689,020    | \$463,108 | +48.8% |
| Sold Price/SqFt      | \$213      | \$220     | -3.4%  | \$251        | \$216     | +15.9% |
| Sold Price / Orig LP | 92.5%      | 92.4%     | +0.1%  | 98.3%        | 97.7%     | +0.7%  |
| Days on Market       | 87         | 112       | -22.3% | 107          | 97        | +10.0% |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$372,000  | \$437,000 | -14.9% | \$447,000    | \$364,500 | +22.6% |
| List Price/SqFt      | \$181      | \$206     | -12.1% | \$211        | \$197     | +6.8%  |
| Sold Price           | \$352,500  | \$418,750 | -15.8% | \$425,000    | \$353,500 | +20.2% |
| Sold Price/SqFt      | \$170      | \$197     | -13.6% | \$206        | \$189     | +8.9%  |
| Sold Price / Orig LP | 94.5%      | 91.0%     | +3.8%  | 95.0%        | 95.0%     | --     |
| Days on Market       | 24         | 83        | -71.7% | 73           | 73        | --     |

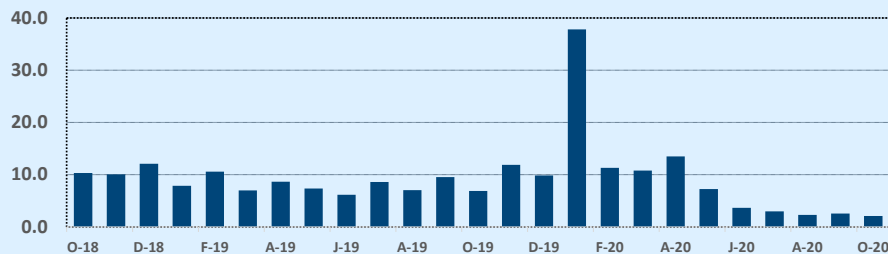
## Residential Statistics

## Independence Title

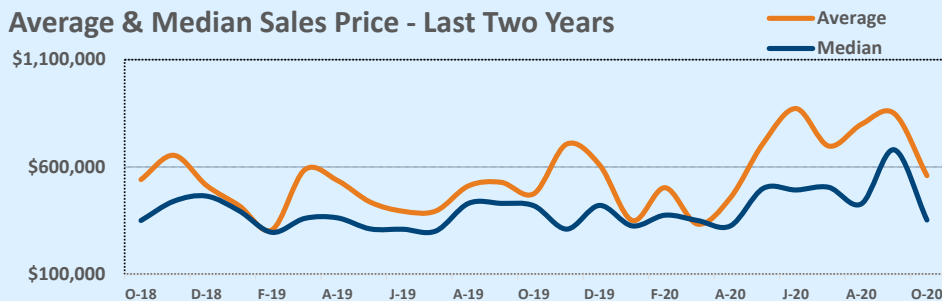
## October 2020

| Price Range          | This Month |           |           | Year-to-Date |            |            |
|----------------------|------------|-----------|-----------|--------------|------------|------------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM        |
| \$149,999 or under   | 2          | 4         | 82        | 29           | 27         | 68         |
| \$150,000- \$199,999 | 2          | 5         | 158       | 29           | 24         | 124        |
| \$200,000- \$249,999 | 1          | 4         | 85        | 34           | 21         | 68         |
| \$250,000- \$299,999 | --         | 3         | 54        | 18           | 16         | 95         |
| \$300,000- \$349,999 | 2          | 6         | 50        | 24           | 26         | 85         |
| \$350,000- \$399,999 | 2          | 5         | 26        | 41           | 35         | 87         |
| \$400,000- \$449,999 | 1          | 3         | 140       | 17           | 18         | 136        |
| \$450,000- \$499,999 | 3          | 2         | 14        | 31           | 17         | 68         |
| \$500,000- \$549,999 | 1          | 3         | 104       | 11           | 16         | 112        |
| \$550,000- \$599,999 | 2          | 1         | 10        | 27           | 17         | 125        |
| \$600,000- \$699,999 | 2          | 3         | 143       | 24           | 16         | 100        |
| \$700,000- \$799,999 | 5          | 1         | 339       | 28           | 11         | 127        |
| \$800,000- \$899,999 | --         | --        | --        | 11           | 12         | 107        |
| \$900,000- \$999,999 | 1          | --        | --        | 8            | 5          | 173        |
| \$1M - \$1.99M       | 4          | 4         | 57        | 44           | 29         | 146        |
| \$2M - \$2.99M       | 1          | 1         | 110       | 20           | 16         | 190        |
| \$3M+                | 3          | 1         | 97        | 21           | 8          | 78         |
| <b>Totals</b>        | <b>32</b>  | <b>46</b> | <b>87</b> | <b>417</b>   | <b>314</b> | <b>107</b> |

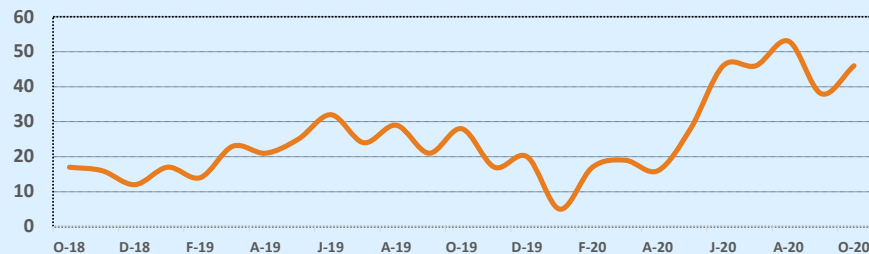
## Months of Inventory - Last Two Years



## Average & Median Sales Price - Last Two Years



## Number of Sales - Last Two Years



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## MLS Area LN

| Listings            | This Month   |              |               | Year-to-Date  |               |               |
|---------------------|--------------|--------------|---------------|---------------|---------------|---------------|
|                     | Oct 2020     | Oct 2019     | Change        | 2020          | 2019          | Change        |
| Single Family Sales | 73           | 47           | +55.3%        | 632           | 501           | +26.1%        |
| Condo/TH Sales      | 12           | 10           | +20.0%        | 107           | 67            | +59.7%        |
| <b>Total Sales</b>  | <b>85</b>    | <b>57</b>    | <b>+49.1%</b> | <b>739</b>    | <b>568</b>    | <b>+30.1%</b> |
| New Homes Only      | 12           | 12           | --            | 187           | 137           | +36.5%        |
| Resale Only         | 73           | 45           | +62.2%        | 552           | 431           | +28.1%        |
| Sales Volume        | \$38,066,498 | \$21,032,342 | +81.0%        | \$321,910,584 | \$219,583,280 | +46.6%        |
| New Listings        | 78           | 67           | +16.4%        | 851           | 899           | -5.3%         |
| Pending             | 76           | 53           | +43.4%        | 826           | 598           | +38.1%        |
| Withdrawn           | 7            | 26           | -73.1%        | 92            | 151           | -39.1%        |
| Expired             | 3            | 11           | -72.7%        | 55            | 85            | -35.3%        |
| Months of Inventory | 1.2          | 5.2          | -77.5%        | N/A           | N/A           | --            |

| Average              | This Month |           |        | Year-to-Date |           |         |
|----------------------|------------|-----------|--------|--------------|-----------|---------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change  |
| List Price           | \$451,524  | \$378,330 | +19.3% | \$445,629    | \$398,415 | +11.9%  |
| List Price/SqFt      | \$201      | \$166     | +21.0% | \$188        | \$171     | +9.4%   |
| Sold Price           | \$447,841  | \$368,988 | +21.4% | \$435,603    | \$386,590 | +12.7%  |
| Sold Price/SqFt      | \$199      | \$163     | +22.3% | \$184        | \$167     | +10.1%  |
| Sold Price / Orig LP | 99.8%      | 96.0%     | +3.9%  | 228.7%       | 95.7%     | +138.9% |
| Days on Market       | 46         | 72        | -35.7% | 81           | 78        | +3.9%   |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$371,000  | \$310,000 | +19.7% | \$339,000    | \$318,500 | +6.4%  |
| List Price/SqFt      | \$185      | \$155     | +19.4% | \$172        | \$158     | +8.9%  |
| Sold Price           | \$365,000  | \$299,000 | +22.1% | \$335,000    | \$314,200 | +6.6%  |
| Sold Price/SqFt      | \$182      | \$151     | +20.4% | \$168        | \$154     | +9.7%  |
| Sold Price / Orig LP | 100.0%     | 97.0%     | +3.1%  | 98.0%        | 97.0%     | +1.0%  |
| Days on Market       | 21         | 47        | -55.3% | 45           | 48        | -5.3%  |

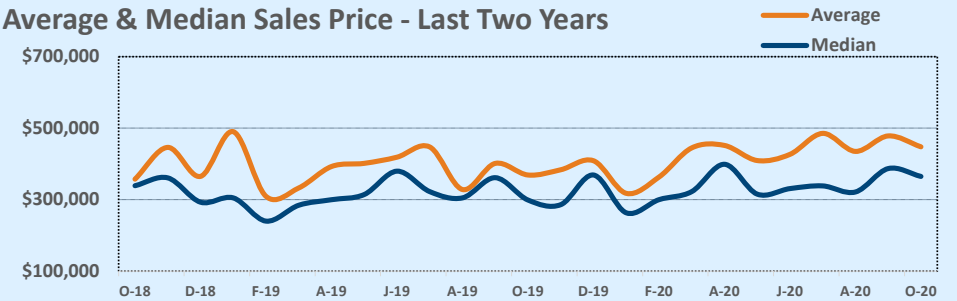
## Residential Statistics

## Independence Title

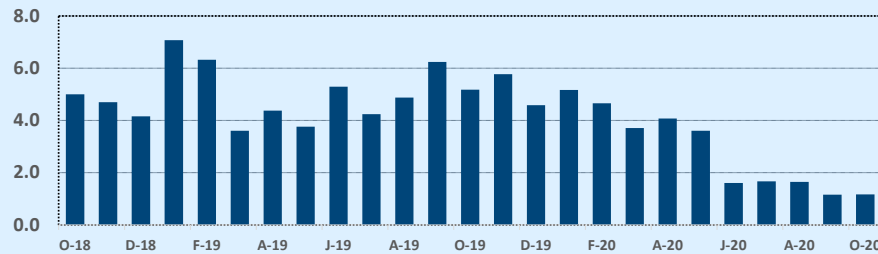
## October 2020

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | 3          | 3         | 54        | 34           | 32         | 39        |
| \$150,000- \$199,999 | 6          | 4         | 21        | 38           | 39         | 48        |
| \$200,000- \$249,999 | 6          | 9         | 38        | 98           | 103        | 90        |
| \$250,000- \$299,999 | 14         | 14        | 64        | 146          | 124        | 93        |
| \$300,000- \$349,999 | 11         | 10        | 26        | 94           | 97         | 72        |
| \$350,000- \$399,999 | 9          | 8         | 19        | 95           | 73         | 73        |
| \$400,000- \$449,999 | 7          | 6         | 74        | 65           | 58         | 88        |
| \$450,000- \$499,999 | 3          | 5         | 33        | 46           | 29         | 57        |
| \$500,000- \$549,999 | 3          | 2         | 16        | 26           | 18         | 85        |
| \$550,000- \$599,999 | 5          | 7         | 28        | 42           | 35         | 70        |
| \$600,000- \$699,999 | 6          | 7         | 74        | 39           | 39         | 77        |
| \$700,000- \$799,999 | 1          | 2         | 15        | 38           | 23         | 90        |
| \$800,000- \$899,999 | 2          | 5         | 47        | 27           | 23         | 97        |
| \$900,000- \$999,999 | --         | --        | --        | 10           | 9          | 89        |
| \$1M - \$1.99M       | 2          | 3         | 137       | 44           | 32         | 130       |
| \$2M - \$2.99M       | --         | --        | --        | 5            | 4          | 62        |
| \$3M+                | --         | --        | --        | 4            | 1          | 232       |
| <b>Totals</b>        | <b>78</b>  | <b>85</b> | <b>46</b> | <b>851</b>   | <b>739</b> | <b>81</b> |

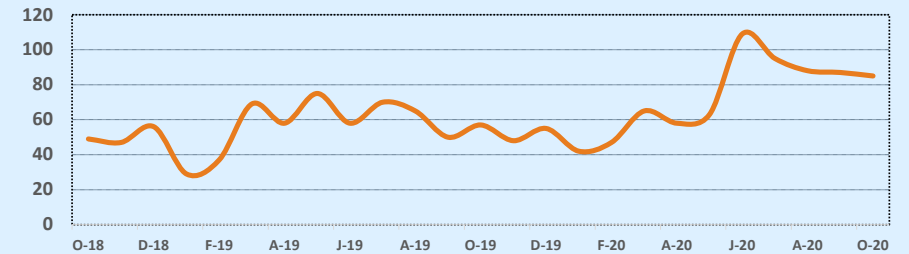
### Average & Median Sales Price - Last Two Years



### Months of Inventory - Last Two Years



### Number of Sales - Last Two Years



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## MLS Area LP

| Listings            | This Month  |             |               | Year-to-Date |              |              |
|---------------------|-------------|-------------|---------------|--------------|--------------|--------------|
|                     | Oct 2020    | Oct 2019    | Change        | 2020         | 2019         | Change       |
| Single Family Sales | 13          | 9           | +44.4%        | 113          | 120          | -5.8%        |
| Condo/TH Sales      | --          | --          | --            | --           | --           | --           |
| <b>Total Sales</b>  | <b>13</b>   | <b>9</b>    | <b>+44.4%</b> | <b>113</b>   | <b>120</b>   | <b>-5.8%</b> |
| New Homes Only      | --          | --          | --            | 4            | 5            | -20.0%       |
| Resale Only         | 13          | 9           | +44.4%        | 109          | 115          | -5.2%        |
| Sales Volume        | \$2,953,015 | \$1,824,900 | +61.8%        | \$26,468,778 | \$25,156,650 | +5.2%        |
| New Listings        | 29          | 14          | +107.1%       | 150          | 165          | -9.1%        |
| Pending             | 13          | 9           | +44.4%        | 128          | 128          | --           |
| Withdrawn           | --          | 3           | --            | 10           | 26           | -61.5%       |
| Expired             | 2           | 4           | -50.0%        | 10           | 18           | -44.4%       |
| Months of Inventory | 1.8         | 3.8         | -53.2%        | N/A          | N/A          | --           |

| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$230,634  | \$206,200 | +11.8% | \$241,033    | \$214,782 | +12.2% |
| List Price/SqFt      | \$128      | \$100     | +27.7% | \$123        | \$115     | +7.3%  |
| Sold Price           | \$227,155  | \$202,767 | +12.0% | \$234,237    | \$209,639 | +11.7% |
| Sold Price/SqFt      | \$126      | \$99      | +27.7% | \$120        | \$112     | +7.0%  |
| Sold Price / Orig LP | 97.4%      | 95.7%     | +1.8%  | 102.6%       | 168.0%    | -38.9% |
| Days on Market       | 71         | 67        | +7.1%  | 73           | 52        | +39.0% |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$219,900  | \$215,500 | +2.0%  | \$208,650    | \$179,925 | +16.0% |
| List Price/SqFt      | \$142      | \$130     | +9.5%  | \$118        | \$114     | +3.7%  |
| Sold Price           | \$215,000  | \$215,500 | -0.2%  | \$201,000    | \$180,750 | +11.2% |
| Sold Price/SqFt      | \$136      | \$130     | +5.1%  | \$114        | \$111     | +2.5%  |
| Sold Price / Orig LP | 98.0%      | 97.0%     | +1.0%  | 98.0%        | 97.0%     | +1.0%  |
| Days on Market       | 22         | 23        | -4.3%  | 43           | 26        | +65.4% |

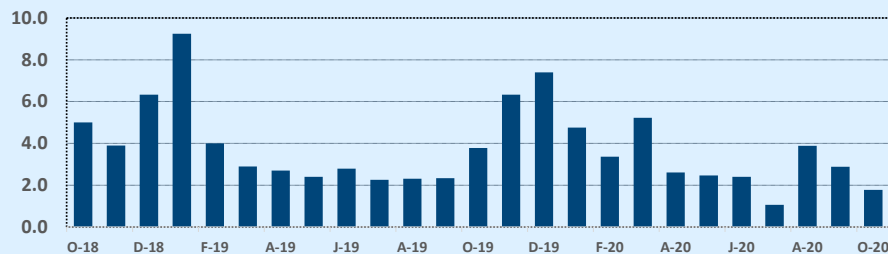
## Residential Statistics

## Independence Title

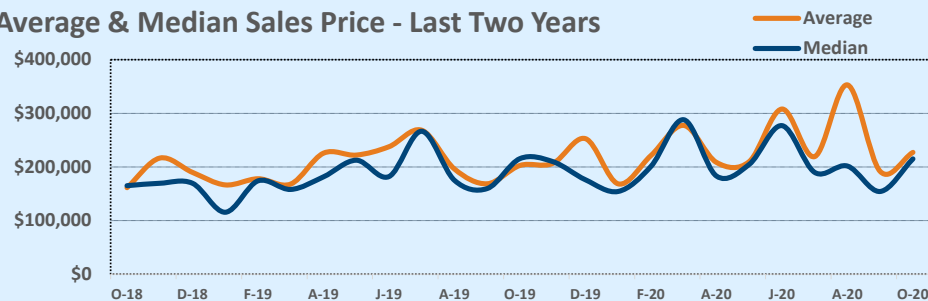
## October 2020

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | 3          | 1         | 13        | 23           | 23         | 82        |
| \$150,000- \$199,999 | 15         | 2         | 27        | 46           | 30         | 47        |
| \$200,000- \$249,999 | 5          | 7         | 68        | 26           | 24         | 68        |
| \$250,000- \$299,999 | 3          | --        | --        | 12           | 11         | 81        |
| \$300,000- \$349,999 | 3          | 2         | 106       | 23           | 8          | 47        |
| \$350,000- \$399,999 | --         | 1         | 177       | 6            | 7          | 104       |
| \$400,000- \$449,999 | --         | --        | --        | 5            | 6          | 126       |
| \$450,000- \$499,999 | --         | --        | --        | 1            | 1          | 154       |
| \$500,000- \$549,999 | --         | --        | --        | 2            | 2          | 198       |
| \$550,000- \$599,999 | --         | --        | --        | 4            | --         | --        |
| \$600,000- \$699,999 | --         | --        | --        | 1            | --         | --        |
| \$700,000- \$799,999 | --         | --        | --        | --           | --         | --        |
| \$800,000- \$899,999 | --         | --        | --        | --           | --         | --        |
| \$900,000- \$999,999 | --         | --        | --        | --           | --         | --        |
| \$1M - \$1.99M       | --         | --        | --        | 1            | 1          | 8         |
| \$2M - \$2.99M       | --         | --        | --        | --           | --         | --        |
| \$3M+                | --         | --        | --        | --           | --         | --        |
| <b>Totals</b>        | <b>29</b>  | <b>13</b> | <b>71</b> | <b>150</b>   | <b>113</b> | <b>73</b> |

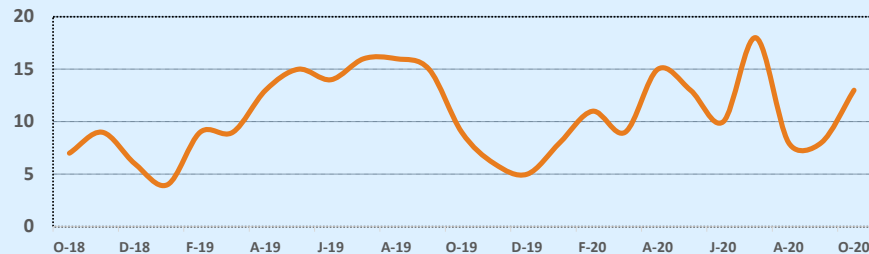
## Months of Inventory - Last Two Years



## Average & Median Sales Price - Last Two Years



## Number of Sales - Last Two Years



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## MLS Area LS

| Listings            | This Month    |              |               | Year-to-Date    |               |              |
|---------------------|---------------|--------------|---------------|-----------------|---------------|--------------|
|                     | Oct 2020      | Oct 2019     | Change        | 2020            | 2019          | Change       |
| Single Family Sales | 168           | 136          | +23.5%        | 1,471           | 1,383         | +6.4%        |
| Condo/TH Sales      | 17            | 16           | +6.3%         | 132             | 134           | -1.5%        |
| <b>Total Sales</b>  | <b>185</b>    | <b>152</b>   | <b>+21.7%</b> | <b>1,603</b>    | <b>1,517</b>  | <b>+5.7%</b> |
| New Homes Only      | 23            | 13           | +76.9%        | 165             | 155           | +6.5%        |
| Resale Only         | 162           | 139          | +16.5%        | 1,438           | 1,362         | +5.6%        |
| Sales Volume        | \$143,763,466 | \$84,132,558 | +70.9%        | \$1,153,798,409 | \$955,425,974 | +20.8%       |
| New Listings        | 180           | 163          | +10.4%        | 1,935           | 2,077         | -6.8%        |
| Pending             | 184           | 136          | +35.3%        | 1,768           | 1,554         | +13.8%       |
| Withdrawn           | 19            | 56           | -66.1%        | 243             | 350           | -30.6%       |
| Expired             | 13            | 14           | -7.1%         | 103             | 121           | -14.9%       |
| Months of Inventory | 1.0           | 3.4          | -70.3%        | N/A             | N/A           | --           |

| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$787,681  | \$563,250 | +39.8% | \$735,402    | \$646,323 | +13.8% |
| List Price/SqFt      | \$244      | \$204     | +19.5% | \$233        | \$213     | +9.3%  |
| Sold Price           | \$777,100  | \$553,504 | +40.4% | \$719,774    | \$629,813 | +14.3% |
| Sold Price/SqFt      | \$242      | \$201     | +20.1% | \$229        | \$208     | +10.0% |
| Sold Price / Orig LP | 98.6%      | 95.4%     | +3.4%  | 158.7%       | 95.8%     | +65.6% |
| Days on Market       | 40         | 70        | -42.8% | 60           | 70        | -13.2% |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$589,900  | \$479,995 | +22.9% | \$586,990    | \$525,000 | +11.8% |
| List Price/SqFt      | \$218      | \$197     | +10.4% | \$208        | \$193     | +7.5%  |
| Sold Price           | \$587,500  | \$481,250 | +22.1% | \$579,900    | \$515,000 | +12.6% |
| Sold Price/SqFt      | \$217      | \$194     | +11.4% | \$206        | \$190     | +8.5%  |
| Sold Price / Orig LP | 99.0%      | 97.0%     | +2.1%  | 98.0%        | 97.0%     | +1.0%  |
| Days on Market       | 12         | 42        | -71.4% | 25           | 35        | -28.6% |

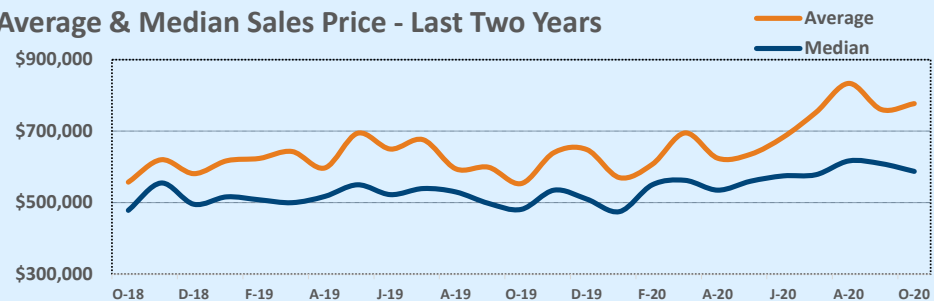
## Residential Statistics

## Independence Title

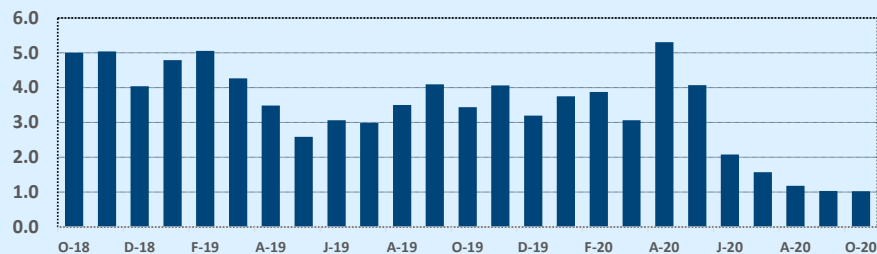
## October 2020

| Price Range          | This Month |            |           | Year-to-Date |              |           |
|----------------------|------------|------------|-----------|--------------|--------------|-----------|
|                      | New        | Sales      | DOM       | New          | Sales        | DOM       |
| \$149,999 or under   | --         | --         | --        | --           | --           | --        |
| \$150,000- \$199,999 | --         | 1          | 39        | 7            | 6            | 71        |
| \$200,000- \$249,999 | 2          | --         | --        | 16           | 13           | 56        |
| \$250,000- \$299,999 | 3          | 6          | 33        | 50           | 48           | 77        |
| \$300,000- \$349,999 | 5          | 4          | 60        | 81           | 76           | 64        |
| \$350,000- \$399,999 | 10         | 15         | 42        | 150          | 139          | 46        |
| \$400,000- \$449,999 | 12         | 13         | 28        | 137          | 141          | 45        |
| \$450,000- \$499,999 | 10         | 11         | 41        | 172          | 138          | 49        |
| \$500,000- \$549,999 | 10         | 28         | 44        | 154          | 148          | 44        |
| \$550,000- \$599,999 | 20         | 20         | 28        | 194          | 155          | 60        |
| \$600,000- \$699,999 | 28         | 22         | 56        | 282          | 221          | 66        |
| \$700,000- \$799,999 | 16         | 17         | 50        | 157          | 133          | 49        |
| \$800,000- \$899,999 | 10         | 13         | 18        | 92           | 83           | 73        |
| \$900,000- \$999,999 | 12         | 6          | 29        | 81           | 66           | 75        |
| \$1M - \$1.99M       | 31         | 21         | 42        | 262          | 189          | 75        |
| \$2M - \$2.99M       | 8          | 6          | 24        | 61           | 34           | 113       |
| \$3M+                | 3          | 2          | 107       | 39           | 13           | 139       |
| <b>Totals</b>        | <b>180</b> | <b>185</b> | <b>40</b> | <b>1,935</b> | <b>1,603</b> | <b>60</b> |

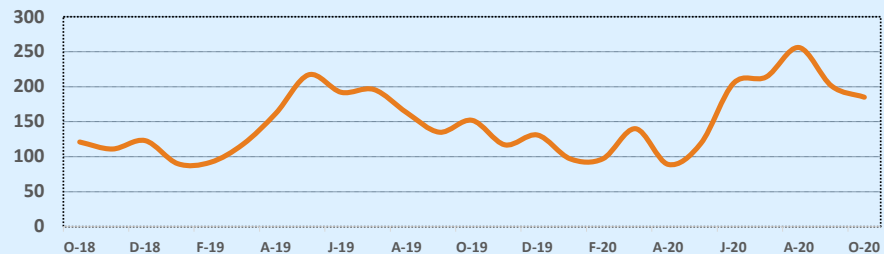
### Average & Median Sales Price - Last Two Years



### Months of Inventory - Last Two Years



### Number of Sales - Last Two Years



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## MLS Area LW

| Listings            | This Month  |             |               | Year-to-Date |              |               |
|---------------------|-------------|-------------|---------------|--------------|--------------|---------------|
|                     | Oct 2020    | Oct 2019    | Change        | 2020         | 2019         | Change        |
| Single Family Sales | 4           | 10          | -60.0%        | 100          | 80           | +25.0%        |
| Condo/TH Sales      | --          | --          | --            | 2            | 3            | -33.3%        |
| <b>Total Sales</b>  | <b>4</b>    | <b>10</b>   | <b>-60.0%</b> | <b>102</b>   | <b>83</b>    | <b>+22.9%</b> |
| New Homes Only      | 1           | --          | --            | 8            | 4            | +100.0%       |
| Resale Only         | 3           | 10          | -70.0%        | 94           | 79           | +19.0%        |
| Sales Volume        | \$1,567,100 | \$7,853,500 | -80.0%        | \$70,582,918 | \$44,992,823 | +56.9%        |
| New Listings        | 9           | 13          | -30.8%        | 130          | 146          | -11.0%        |
| Pending             | 12          | 6           | +100.0%       | 107          | 84           | +27.4%        |
| Withdrawn           | 2           | --          | --            | 24           | 24           | --            |
| Expired             | --          | 6           | --            | 10           | 23           | -56.5%        |
| Months of Inventory | 9.5         | 5.7         | +66.7%        | N/A          | N/A          | --            |

| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$403,250  | \$792,070 | -49.1% | \$716,539    | \$563,288 | +27.2% |
| List Price/SqFt      | \$187      | \$249     | -25.0% | \$225        | \$202     | +11.1% |
| Sold Price           | \$391,775  | \$785,350 | -50.1% | \$691,989    | \$542,082 | +27.7% |
| Sold Price/SqFt      | \$181      | \$245     | -26.3% | \$218        | \$196     | +11.5% |
| Sold Price / Orig LP | 87.0%      | 93.4%     | -6.9%  | 92.7%        | 93.9%     | -1.3%  |
| Days on Market       | 40         | 116       | -65.5% | 142          | 118       | +19.9% |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$381,500  | \$529,450 | -27.9% | \$554,950    | \$409,000 | +35.7% |
| List Price/SqFt      | \$181      | \$223     | -18.8% | \$209        | \$190     | +10.4% |
| Sold Price           | \$386,050  | \$503,500 | -23.3% | \$542,500    | \$400,000 | +35.6% |
| Sold Price/SqFt      | \$183      | \$218     | -15.7% | \$201        | \$178     | +12.5% |
| Sold Price / Orig LP | 98.0%      | 97.0%     | +1.0%  | 95.0%        | 95.0%     | --     |
| Days on Market       | 40         | 96        | -58.6% | 87           | 56        | +55.4% |

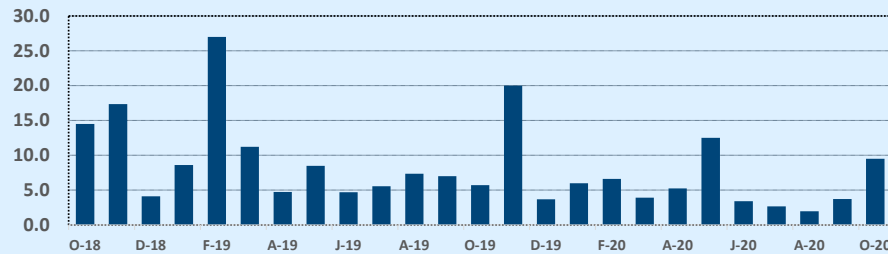
## Residential Statistics

## Independence Title

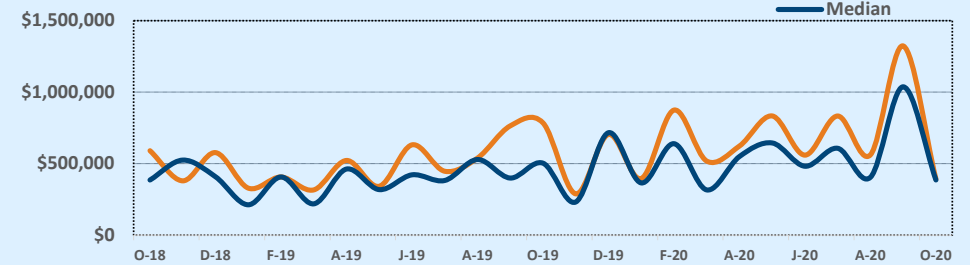
## October 2020

| Price Range          | This Month |          |           | Year-to-Date |            |            |
|----------------------|------------|----------|-----------|--------------|------------|------------|
|                      | New        | Sales    | DOM       | New          | Sales      | DOM        |
| \$149,999 or under   | --         | 1        | 81        | 6            | 4          | 104        |
| \$150,000- \$199,999 | --         | --       | --        | 7            | 8          | 109        |
| \$200,000- \$249,999 | --         | --       | --        | 3            | 4          | 14         |
| \$250,000- \$299,999 | 1          | --       | --        | 8            | 6          | 46         |
| \$300,000- \$349,999 | --         | --       | --        | 5            | 6          | 154        |
| \$350,000- \$399,999 | 2          | 2        | 35        | 15           | 10         | 85         |
| \$400,000- \$449,999 | 2          | --       | --        | 8            | 6          | 131        |
| \$450,000- \$499,999 | --         | --       | --        | 3            | 4          | 480        |
| \$500,000- \$549,999 | --         | --       | --        | 2            | 3          | 71         |
| \$550,000- \$599,999 | --         | --       | --        | 5            | 7          | 122        |
| \$600,000- \$699,999 | 1          | --       | --        | 15           | 11         | 148        |
| \$700,000- \$799,999 | --         | 1        | 9         | 14           | 6          | 56         |
| \$800,000- \$899,999 | 1          | --       | --        | 13           | 2          | 188        |
| \$900,000- \$999,999 | 2          | --       | --        | 9            | 6          | 205        |
| \$1M - \$1.99M       | --         | --       | --        | 13           | 16         | 180        |
| \$2M - \$2.99M       | --         | --       | --        | 3            | 2          | 239        |
| \$3M+                | --         | --       | --        | 1            | 1          | 370        |
| <b>Totals</b>        | <b>9</b>   | <b>4</b> | <b>40</b> | <b>130</b>   | <b>102</b> | <b>142</b> |

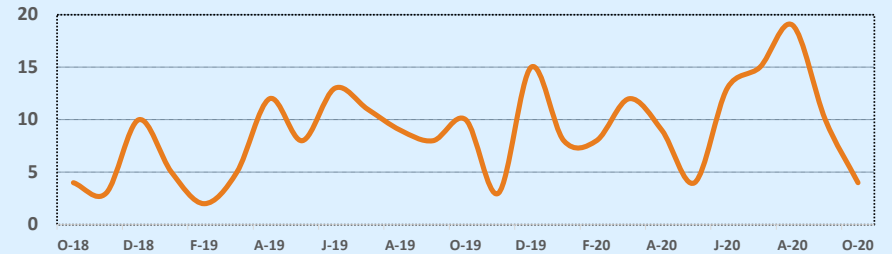
### Months of Inventory - Last Two Years



### Average & Median Sales Price - Last Two Years



### Number of Sales - Last Two Years



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# MLS Area MA

# Residential Statistics



# October 2020

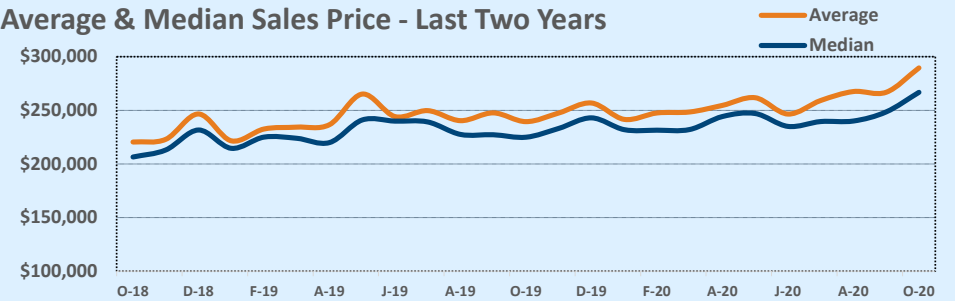
| Listings            | This Month   |              |               | Year-to-Date  |               |              |
|---------------------|--------------|--------------|---------------|---------------|---------------|--------------|
|                     | Oct 2020     | Oct 2019     | Change        | 2020          | 2019          | Change       |
| Single Family Sales | 74           | 63           | +17.5%        | 734           | 674           | +8.9%        |
| Condo/TH Sales      | --           | --           | --            | 1             | 1             | --           |
| <b>Total Sales</b>  | <b>74</b>    | <b>63</b>    | <b>+17.5%</b> | <b>735</b>    | <b>675</b>    | <b>+8.9%</b> |
| New Homes Only      | 10           | 20           | -50.0%        | 186           | 178           | +4.5%        |
| Resale Only         | 64           | 43           | +48.8%        | 549           | 497           | +10.5%       |
| Sales Volume        | \$21,424,905 | \$15,083,829 | +42.0%        | \$189,973,918 | \$164,001,461 | +15.8%       |
| New Listings        | 76           | 103          | -26.2%        | 855           | 980           | -12.8%       |
| Pending             | 101          | 80           | +26.3%        | 839           | 740           | +13.4%       |
| Withdrawn           | 2            | 8            | -75.0%        | 47            | 55            | -14.5%       |
| Expired             | 5            | 17           | -70.6%        | 78            | 174           | -55.2%       |
| Months of Inventory | 0.7          | 2.6          | -72.5%        | N/A           | N/A           | --           |

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | --         | 2         | 5         | 8            | 7          | 7         |
| \$150,000- \$199,999 | 3          | 3         | 5         | 54           | 62         | 27        |
| \$200,000- \$249,999 | 39         | 22        | 5         | 384          | 346        | 24        |
| \$250,000- \$299,999 | 13         | 20        | 21        | 205          | 170        | 35        |
| \$300,000- \$349,999 | 2          | 11        | 51        | 101          | 84         | 95        |
| \$350,000- \$399,999 | 6          | 9         | 56        | 63           | 46         | 92        |
| \$400,000- \$449,999 | 4          | 2         | 60        | 18           | 8          | 87        |
| \$450,000- \$499,999 | 2          | 2         | --        | 9            | 6          | 14        |
| \$500,000- \$549,999 | 4          | 3         | --        | 5            | 4          | --        |
| \$550,000- \$599,999 | 1          | --        | --        | 4            | 2          | 86        |
| \$600,000- \$699,999 | 1          | --        | --        | 3            | --         | --        |
| \$700,000- \$799,999 | --         | --        | --        | --           | --         | --        |
| \$800,000- \$899,999 | --         | --        | --        | --           | --         | --        |
| \$900,000- \$999,999 | 1          | --        | --        | 1            | --         | --        |
| \$1M - \$1.99M       | --         | --        | --        | --           | --         | --        |
| \$2M - \$2.99M       | --         | --        | --        | --           | --         | --        |
| \$3M+                | --         | --        | --        | --           | --         | --        |
| <b>Totals</b>        | <b>76</b>  | <b>74</b> | <b>24</b> | <b>855</b>   | <b>735</b> | <b>40</b> |

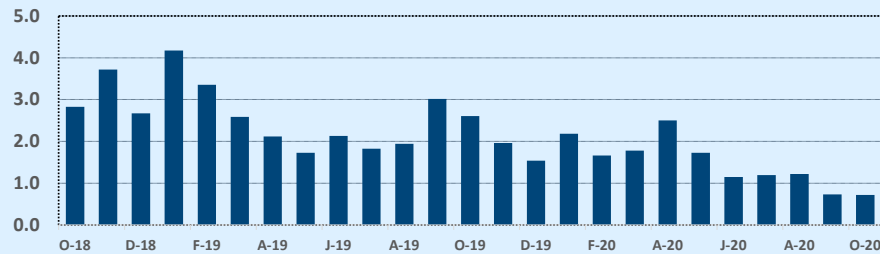
| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$289,470  | \$240,976 | +20.1% | \$259,805    | \$245,488 | +5.8%  |
| List Price/SqFt      | \$142      | \$139     | +2.7%  | \$140        | \$135     | +4.1%  |
| Sold Price           | \$289,526  | \$239,426 | +20.9% | \$258,468    | \$242,965 | +6.4%  |
| Sold Price/SqFt      | \$143      | \$138     | +3.3%  | \$140        | \$134     | +4.5%  |
| Sold Price / Orig LP | 100.3%     | 97.4%     | +3.0%  | 99.1%        | 97.7%     | +1.4%  |
| Days on Market       | 24         | 57        | -58.8% | 40           | 51        | -22.2% |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$264,990  | \$228,900 | +15.8% | \$240,000    | \$229,000 | +4.8%  |
| List Price/SqFt      | \$141      | \$140     | +1.2%  | \$139        | \$134     | +3.8%  |
| Sold Price           | \$266,750  | \$224,900 | +18.6% | \$241,075    | \$226,360 | +6.5%  |
| Sold Price/SqFt      | \$141      | \$137     | +3.1%  | \$139        | \$134     | +4.0%  |
| Sold Price / Orig LP | 100.0%     | 99.0%     | +1.0%  | 100.0%       | 99.0%     | +1.0%  |
| Days on Market       | 5          | 14        | -64.3% | 15           | 22        | -31.8% |

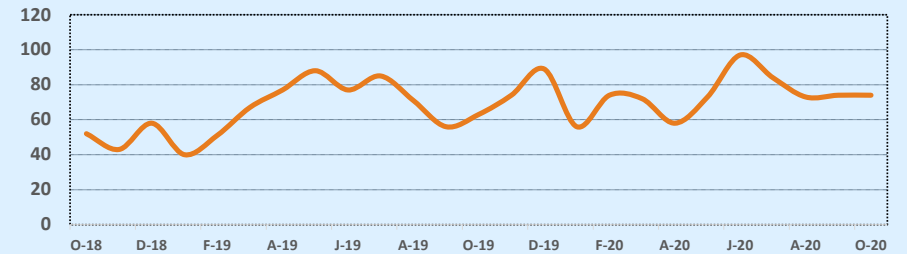
Average & Median Sales Price - Last Two Years



Months of Inventory - Last Two Years



Number of Sales - Last Two Years



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## MLS Area MC

| Listings            | This Month  |             |                | Year-to-Date |              |               |
|---------------------|-------------|-------------|----------------|--------------|--------------|---------------|
|                     | Oct 2020    | Oct 2019    | Change         | 2020         | 2019         | Change        |
| Single Family Sales | 12          | 6           | +100.0%        | 123          | 99           | +24.2%        |
| Condo/TH Sales      | --          | --          | --             | --           | --           | --            |
| <b>Total Sales</b>  | <b>12</b>   | <b>6</b>    | <b>+100.0%</b> | <b>123</b>   | <b>99</b>    | <b>+24.2%</b> |
| New Homes Only      | --          | --          | --             | 3            | 2            | +50.0%        |
| Resale Only         | 12          | 6           | +100.0%        | 120          | 97           | +23.7%        |
| Sales Volume        | \$2,966,100 | \$1,359,500 | +118.2%        | \$25,119,997 | \$19,634,407 | +27.9%        |
| New Listings        | 21          | 11          | +90.9%         | 152          | 149          | +2.0%         |
| Pending             | 15          | 10          | +50.0%         | 124          | 108          | +14.8%        |
| Withdrawn           | 3           | 3           | --             | 29           | 24           | +20.8%        |
| Expired             | 1           | 2           | -50.0%         | 15           | 10           | +50.0%        |
| Months of Inventory | 1.9         | 8.8         | -78.3%         | N/A          | N/A          | --            |

| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$256,492  | \$234,650 | +9.3%  | \$212,413    | \$205,523 | +3.4%  |
| List Price/SqFt      | \$122      | \$108     | +12.6% | \$113        | \$113     | -0.7%  |
| Sold Price           | \$247,175  | \$226,583 | +9.1%  | \$204,228    | \$198,327 | +3.0%  |
| Sold Price/SqFt      | \$118      | \$104     | +14.1% | \$109        | \$110     | -0.9%  |
| Sold Price / Orig LP | 94.7%      | 86.3%     | +9.7%  | 93.6%        | 93.3%     | +0.3%  |
| Days on Market       | 48         | 59        | -19.3% | 78           | 86        | -9.6%  |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$255,950  | \$192,000 | +33.3% | \$189,900    | \$169,000 | +12.4% |
| List Price/SqFt      | \$90       | \$114     | -21.1% | \$105        | \$101     | +4.0%  |
| Sold Price           | \$255,250  | \$187,500 | +36.1% | \$185,000    | \$169,900 | +8.9%  |
| Sold Price/SqFt      | \$95       | \$115     | -17.6% | \$98         | \$100     | -1.3%  |
| Sold Price / Orig LP | 98.5%      | 92.5%     | +6.5%  | 96.0%        | 95.0%     | +1.1%  |
| Days on Market       | 39         | 59        | -33.3% | 38           | 49        | -22.4% |

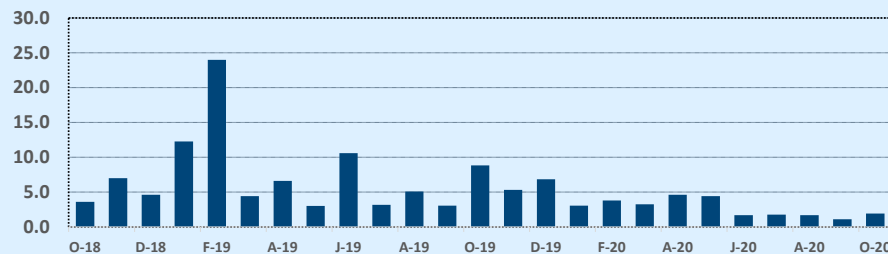
## Residential Statistics

## Independence Title

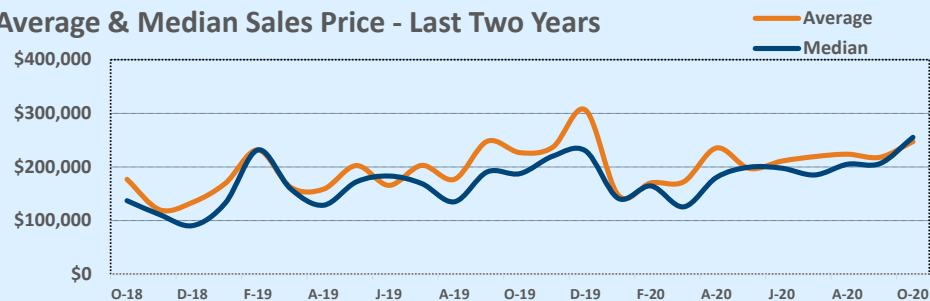
## October 2020

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | 11         | 3         | 68        | 53           | 47         | 74        |
| \$150,000- \$199,999 | 6          | 2         | 32        | 31           | 26         | 46        |
| \$200,000- \$249,999 | 2          | 1         | 50        | 22           | 19         | 53        |
| \$250,000- \$299,999 | --         | 3         | 40        | 17           | 11         | 90        |
| \$300,000- \$349,999 | 1          | 1         | 58        | 9            | 5          | 138       |
| \$350,000- \$399,999 | --         | --        | --        | 8            | 5          | 51        |
| \$400,000- \$449,999 | --         | --        | --        | 3            | 3          | 55        |
| \$450,000- \$499,999 | --         | --        | --        | 2            | 1          | 305       |
| \$500,000- \$549,999 | --         | 2         | 39        | 2            | 5          | 114       |
| \$550,000- \$599,999 | --         | --        | --        | 2            | --         | --        |
| \$600,000- \$699,999 | --         | --        | --        | --           | 1          | 926       |
| \$700,000- \$799,999 | --         | --        | --        | 1            | --         | --        |
| \$800,000- \$899,999 | --         | --        | --        | 1            | --         | --        |
| \$900,000- \$999,999 | 1          | --        | --        | 1            | --         | --        |
| \$1M - \$1.99M       | --         | --        | --        | --           | --         | --        |
| \$2M - \$2.99M       | --         | --        | --        | --           | --         | --        |
| \$3M+                | --         | --        | --        | --           | --         | --        |
| <b>Totals</b>        | <b>21</b>  | <b>12</b> | <b>48</b> | <b>152</b>   | <b>123</b> | <b>78</b> |

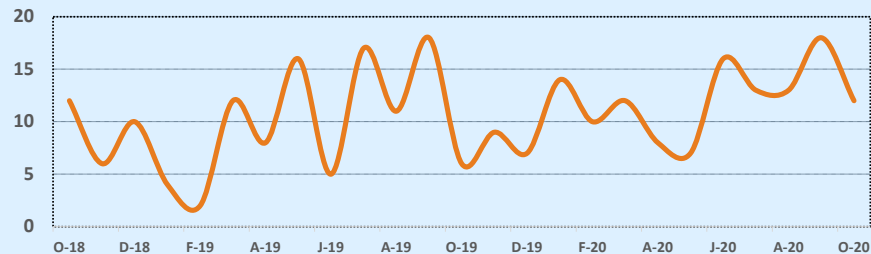
### Months of Inventory - Last Two Years



### Average & Median Sales Price - Last Two Years



### Number of Sales - Last Two Years



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# MLS Area MT

# Residential Statistics



# October 2020

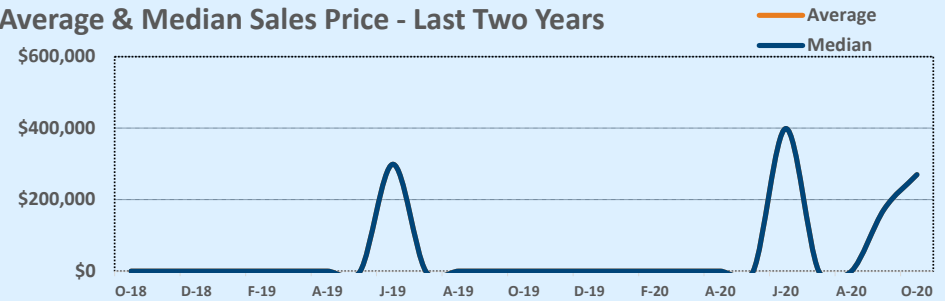
| Listings            | This Month |           |           | Year-to-Date |           |                |
|---------------------|------------|-----------|-----------|--------------|-----------|----------------|
|                     | Oct 2020   | Oct 2019  | Change    | 2020         | 2019      | Change         |
| Single Family Sales | 1          | --        | --        | 4            | 1         | +300.0%        |
| Condo/TH Sales      | --         | --        | --        | --           | --        | --             |
| <b>Total Sales</b>  | <b>1</b>   | <b>--</b> | <b>--</b> | <b>4</b>     | <b>1</b>  | <b>+300.0%</b> |
| New Homes Only      | --         | --        | --        | --           | --        | --             |
| Resale Only         | 1          | --        | --        | 4            | 1         | +300.0%        |
| Sales Volume        | \$270,000  | --        | --        | \$1,241,500  | \$299,000 | +315.2%        |
| New Listings        | --         | --        | --        | 6            | --        | --             |
| Pending             | 1          | --        | --        | 5            | 1         | +400.0%        |
| Withdrawn           | --         | 1         | --        | 1            | 2         | -50.0%         |
| Expired             | --         | --        | --        | --           | --        | --             |
| Months of Inventory | --         | --        | --        | N/A          | N/A       | --             |

| Price Range          | This Month |          |           | Year-to-Date |          |           |
|----------------------|------------|----------|-----------|--------------|----------|-----------|
|                      | New        | Sales    | DOM       | New          | Sales    | DOM       |
| \$149,999 or under   | --         | --       | --        | --           | --       | --        |
| \$150,000- \$199,999 | --         | --       | --        | 1            | 1        | 4         |
| \$200,000- \$249,999 | --         | --       | --        | 1            | --       | --        |
| \$250,000- \$299,999 | --         | 1        | 34        | 2            | 1        | 34        |
| \$300,000- \$349,999 | --         | --       | --        | 1            | 1        | 7         |
| \$350,000- \$399,999 | --         | --       | --        | --           | --       | --        |
| \$400,000- \$449,999 | --         | --       | --        | --           | --       | --        |
| \$450,000- \$499,999 | --         | --       | --        | 1            | 1        | 9         |
| \$500,000- \$549,999 | --         | --       | --        | --           | --       | --        |
| \$550,000- \$599,999 | --         | --       | --        | --           | --       | --        |
| \$600,000- \$699,999 | --         | --       | --        | --           | --       | --        |
| \$700,000- \$799,999 | --         | --       | --        | --           | --       | --        |
| \$800,000- \$899,999 | --         | --       | --        | --           | --       | --        |
| \$900,000- \$999,999 | --         | --       | --        | --           | --       | --        |
| \$1M - \$1.99M       | --         | --       | --        | --           | --       | --        |
| \$2M - \$2.99M       | --         | --       | --        | --           | --       | --        |
| \$3M+                | --         | --       | --        | --           | --       | --        |
| <b>Totals</b>        | <b>--</b>  | <b>1</b> | <b>34</b> | <b>6</b>     | <b>4</b> | <b>14</b> |

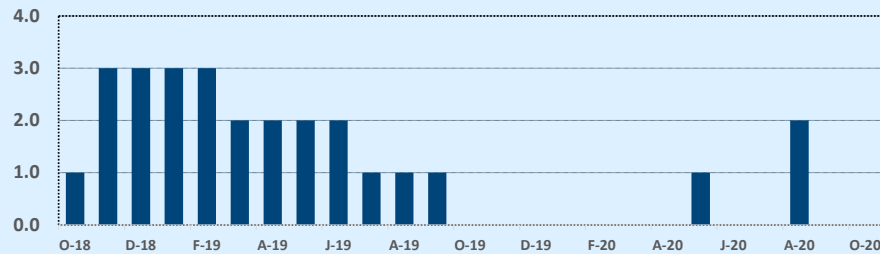
| Average              | This Month |          |        | Year-to-Date |           |        |
|----------------------|------------|----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019 | Change | 2020         | 2019      | Change |
| List Price           | \$289,900  | --       | --     | \$321,100    | \$299,000 | +7.4%  |
| List Price/SqFt      | \$153      | --       | --     | \$129        | \$142     | -9.5%  |
| Sold Price           | \$270,000  | --       | --     | \$310,375    | \$299,000 | +3.8%  |
| Sold Price/SqFt      | \$143      | --       | --     | \$124        | \$142     | -12.6% |
| Sold Price / Orig LP | 90.0%      | 0.0%     | --     | 97.3%        | 93.0%     | +4.6%  |
| Days on Market       | 34         | --       | --     | 14           | 250       | -94.6% |

| Median               | This Month |          |        | Year-to-Date |           |        |
|----------------------|------------|----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019 | Change | 2020         | 2019      | Change |
| List Price           | \$289,900  | --       | --     | \$312,200    | \$299,000 | +4.4%  |
| List Price/SqFt      | \$153      | --       | --     | \$129        | \$142     | -9.5%  |
| Sold Price           | \$270,000  | --       | --     | \$294,000    | \$299,000 | -1.7%  |
| Sold Price/SqFt      | \$143      | --       | --     | \$125        | \$142     | -12.4% |
| Sold Price / Orig LP | 90.0%      | 0.0%     | +0.0%  | 98.5%        | 93.0%     | +5.9%  |
| Days on Market       | 34         | --       | --     | 8            | 250       | -96.8% |

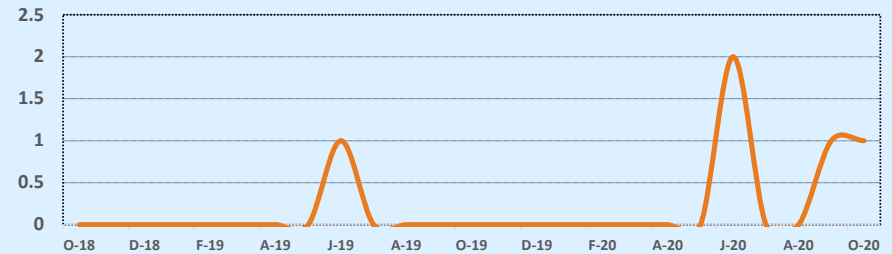
Average & Median Sales Price - Last Two Years



Months of Inventory - Last Two Years



Number of Sales - Last Two Years



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## MLS Area N

## Residential Statistics

## Independence Title

## October 2020

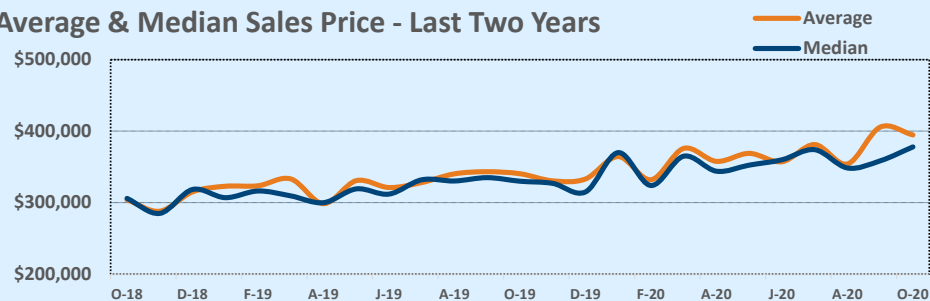
| Listings            | This Month   |              |               | Year-to-Date  |               |               |
|---------------------|--------------|--------------|---------------|---------------|---------------|---------------|
|                     | Oct 2020     | Oct 2019     | Change        | 2020          | 2019          | Change        |
| Single Family Sales | 148          | 112          | +32.1%        | 1,150         | 1,315         | -12.5%        |
| Condo/TH Sales      | 9            | 15           | -40.0%        | 176           | 203           | -13.3%        |
| <b>Total Sales</b>  | <b>157</b>   | <b>127</b>   | <b>+23.6%</b> | <b>1,326</b>  | <b>1,518</b>  | <b>-12.6%</b> |
| New Homes Only      | 3            | 2            | +50.0%        | 29            | 42            | -31.0%        |
| Resale Only         | 154          | 125          | +23.2%        | 1,297         | 1,476         | -12.1%        |
| Sales Volume        | \$63,036,108 | \$42,948,141 | +46.8%        | \$498,250,180 | \$515,317,215 | -3.3%         |
| New Listings        | 153          | 155          | -1.3%         | 1,469         | 1,684         | -12.8%        |
| Pending             | 157          | 150          | +4.7%         | 1,406         | 1,557         | -9.7%         |
| Withdrawn           | 8            | 12           | -33.3%        | 76            | 94            | -19.1%        |
| Expired             | 3            | 8            | -62.5%        | 30            | 68            | -55.9%        |
| Months of Inventory | 0.5          | 1.3          | -62.9%        | N/A           | N/A           | --            |

| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$397,410  | \$340,350 | +16.8% | \$375,167    | \$341,328 | +9.9%  |
| List Price/SqFt      | \$198      | \$175     | +12.9% | \$189        | \$173     | +9.5%  |
| Sold Price           | \$401,504  | \$338,174 | +18.7% | \$375,754    | \$339,471 | +10.7% |
| Sold Price/SqFt      | \$200      | \$174     | +15.0% | \$190        | \$172     | +10.4% |
| Sold Price / Orig LP | 100.4%     | 98.5%     | +1.9%  | 175.8%       | 7747.0%   | -97.7% |
| Days on Market       | 16         | 24        | -33.1% | 18           | 27        | -33.4% |

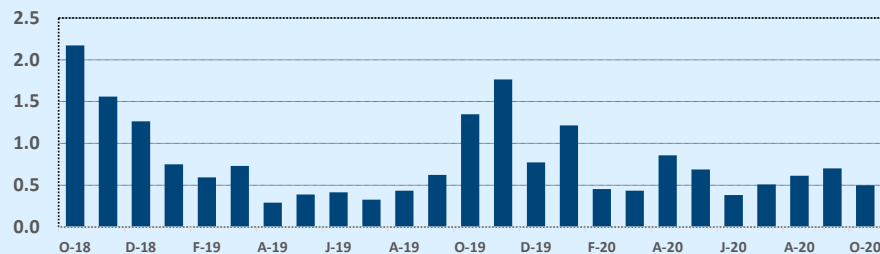
| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$374,950  | \$342,500 | +9.5%  | \$357,371    | \$319,000 | +12.0% |
| List Price/SqFt      | \$197      | \$181     | +8.9%  | \$187        | \$177     | +6.0%  |
| Sold Price           | \$378,000  | \$330,000 | +14.5% | \$360,000    | \$319,000 | +12.9% |
| Sold Price/SqFt      | \$196      | \$177     | +10.5% | \$190        | \$175     | +8.1%  |
| Sold Price / Orig LP | 100.5%     | 98.0%     | +2.6%  | 100.0%       | 100.0%    | --     |
| Days on Market       | 5          | 10        | -50.0% | 5            | 6         | -16.7% |

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | --         | --        | --        | 1            | --         | --        |
| \$150,000- \$199,999 | --         | --        | --        | 1            | 1          | 10        |
| \$200,000- \$249,999 | 1          | --        | --        | 15           | 12         | 15        |
| \$250,000- \$299,999 | 6          | 6         | 4         | 56           | 44         | 8         |
| \$300,000- \$349,999 | 3          | 9         | 6         | 103          | 97         | 15        |
| \$350,000- \$399,999 | 13         | 10        | 15        | 103          | 93         | 19        |
| \$400,000- \$449,999 | 12         | 10        | 36        | 80           | 62         | 21        |
| \$450,000- \$499,999 | 4          | 4         | 9         | 36           | 30         | 11        |
| \$500,000- \$549,999 | --         | 2         | 1         | 7            | 5          | 4         |
| \$550,000- \$599,999 | --         | --        | --        | 3            | 1          | 4         |
| \$600,000- \$699,999 | --         | --        | --        | --           | 1          | 18        |
| \$700,000- \$799,999 | --         | --        | --        | 1            | --         | --        |
| \$800,000- \$899,999 | --         | --        | --        | --           | --         | --        |
| \$900,000- \$999,999 | --         | --        | --        | --           | --         | --        |
| \$1M - \$1.99M       | --         | 1         | 42        | 1            | 1          | 42        |
| \$2M - \$2.99M       | --         | --        | --        | 1            | 1          | 44        |
| \$3M+                | --         | --        | --        | --           | --         | --        |
| <b>Totals</b>        | <b>39</b>  | <b>42</b> | <b>16</b> | <b>408</b>   | <b>348</b> | <b>18</b> |

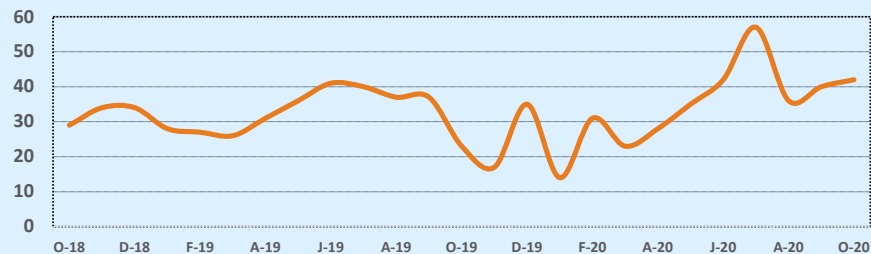
### Average & Median Sales Price - Last Two Years



### Months of Inventory - Last Two Years



### Number of Sales - Last Two Years



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## MLS Area NE

## Residential Statistics

## Independence Title

## October 2020

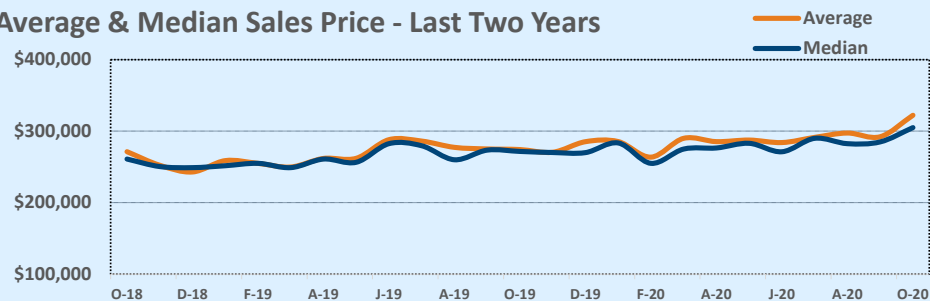
| Listings            | This Month   |              |               | Year-to-Date  |               |               |
|---------------------|--------------|--------------|---------------|---------------|---------------|---------------|
|                     | Oct 2020     | Oct 2019     | Change        | 2020          | 2019          | Change        |
| Single Family Sales | 43           | 48           | -10.4%        | 357           | 467           | -23.6%        |
| Condo/TH Sales      | 2            | 7            | -71.4%        | 59            | 60            | -1.7%         |
| <b>Total Sales</b>  | <b>45</b>    | <b>55</b>    | <b>-18.2%</b> | <b>416</b>    | <b>527</b>    | <b>-21.1%</b> |
| New Homes Only      | --           | 1            | --            | 8             | 11            | -27.3%        |
| Resale Only         | 45           | 54           | -16.7%        | 408           | 516           | -20.9%        |
| Sales Volume        | \$14,501,579 | \$15,085,266 | -3.9%         | \$121,047,287 | \$142,263,946 | -14.9%        |
| New Listings        | 46           | 58           | -20.7%        | 428           | 594           | -27.9%        |
| Pending             | 44           | 57           | -22.8%        | 425           | 556           | -23.6%        |
| Withdrawn           | 2            | 3            | -33.3%        | 21            | 32            | -34.4%        |
| Expired             | --           | 2            | --            | 9             | 17            | -47.1%        |
| Months of Inventory | 0.5          | 1.2          | -54.9%        | N/A           | N/A           | --            |

| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$318,234  | \$276,337 | +15.2% | \$291,412    | \$272,792 | +6.8%  |
| List Price/SqFt      | \$177      | \$158     | +12.1% | \$168        | \$156     | +7.7%  |
| Sold Price           | \$322,257  | \$274,278 | +17.5% | \$290,979    | \$269,951 | +7.8%  |
| Sold Price/SqFt      | \$179      | \$157     | +14.2% | \$168        | \$155     | +8.7%  |
| Sold Price / Orig LP | 101.1%     | 98.1%     | +3.1%  | 341.6%       | 21951.4%  | -98.4% |
| Days on Market       | 14         | 29        | -52.9% | 22           | 33        | -34.0% |

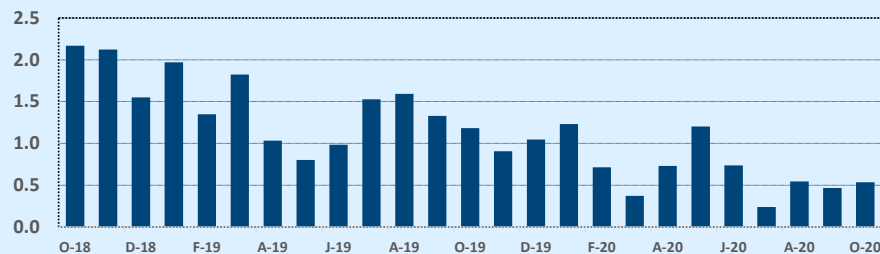
| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$292,500  | \$274,900 | +6.4%  | \$281,897    | \$265,990 | +6.0%  |
| List Price/SqFt      | \$182      | \$148     | +23.0% | \$163        | \$150     | +8.9%  |
| Sold Price           | \$305,000  | \$271,650 | +12.3% | \$281,750    | \$263,500 | +6.9%  |
| Sold Price/SqFt      | \$187      | \$148     | +26.0% | \$164        | \$149     | +9.8%  |
| Sold Price / Orig LP | 101.0%     | 99.0%     | +2.0%  | 100.0%       | 99.0%     | +1.0%  |
| Days on Market       | 5          | 11        | -54.5% | 7            | 12        | -41.7% |

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | --         | --        | --        | 3            | 2          | 6         |
| \$150,000- \$199,999 | 1          | --        | --        | 23           | 22         | 11        |
| \$200,000- \$249,999 | 4          | 3         | 9         | 60           | 68         | 22        |
| \$250,000- \$299,999 | 19         | 15        | 10        | 183          | 169        | 24        |
| \$300,000- \$349,999 | 9          | 16        | 7         | 89           | 100        | 22        |
| \$350,000- \$399,999 | 9          | 5         | 9         | 42           | 33         | 10        |
| \$400,000- \$449,999 | 3          | 3         | 69        | 14           | 9          | 44        |
| \$450,000- \$499,999 | 1          | 3         | 26        | 10           | 10         | 37        |
| \$500,000- \$549,999 | --         | --        | --        | 2            | 2          | 6         |
| \$550,000- \$599,999 | --         | --        | --        | 1            | 1          | 30        |
| \$600,000- \$699,999 | --         | --        | --        | --           | --         | --        |
| \$700,000- \$799,999 | --         | --        | --        | --           | --         | --        |
| \$800,000- \$899,999 | --         | --        | --        | --           | --         | --        |
| \$900,000- \$999,999 | --         | --        | --        | 1            | --         | --        |
| \$1M - \$1.99M       | --         | --        | --        | --           | --         | --        |
| \$2M - \$2.99M       | --         | --        | --        | --           | --         | --        |
| \$3M+                | --         | --        | --        | --           | --         | --        |
| <b>Totals</b>        | <b>46</b>  | <b>45</b> | <b>14</b> | <b>428</b>   | <b>416</b> | <b>22</b> |

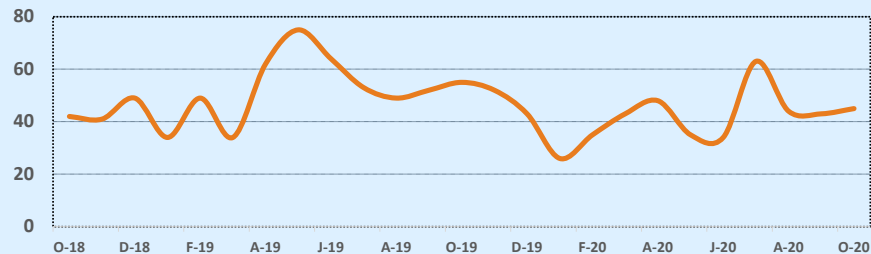
### Average & Median Sales Price - Last Two Years



### Months of Inventory - Last Two Years



### Number of Sales - Last Two Years



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# MLS Area 1

# Residential Statistics



# October 2020

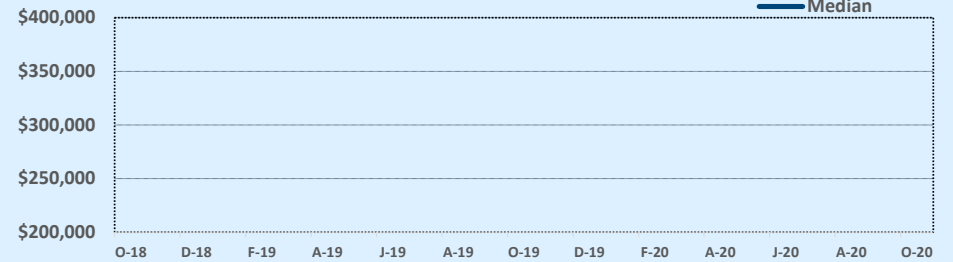
| Listings            | This Month |          |        | Year-to-Date |      |        |
|---------------------|------------|----------|--------|--------------|------|--------|
|                     | Oct 2020   | Oct 2019 | Change | 2020         | 2019 | Change |
| Single Family Sales | --         | --       | --     | --           | --   | --     |
| Condo/TH Sales      | --         | --       | --     | --           | --   | --     |
| Total Sales         | --         | --       | --     | --           | --   | --     |
| New Homes Only      | --         | --       | --     | --           | --   | --     |
| Resale Only         | --         | --       | --     | --           | --   | --     |
| Sales Volume        | --         | --       | --     | --           | --   | --     |
| New Listings        | --         | --       | --     | --           | --   | --     |
| Pending             | --         | --       | --     | --           | --   | --     |
| Withdrawn           | --         | --       | --     | --           | --   | --     |
| Expired             | --         | --       | --     | --           | --   | --     |
| Months of Inventory | 30.0       | 56.0     | -46.4% | N/A          | N/A  | --     |

| Price Range          | This Month |       |     | Year-to-Date |       |     |
|----------------------|------------|-------|-----|--------------|-------|-----|
|                      | New        | Sales | DOM | New          | Sales | DOM |
| \$149,999 or under   | --         | --    | --  | --           | --    | --  |
| \$150,000- \$199,999 | --         | --    | --  | --           | --    | --  |
| \$200,000- \$249,999 | --         | --    | --  | --           | --    | --  |
| \$250,000- \$299,999 | --         | --    | --  | --           | --    | --  |
| \$300,000- \$349,999 | --         | --    | --  | --           | --    | --  |
| \$350,000- \$399,999 | --         | --    | --  | --           | --    | --  |
| \$400,000- \$449,999 | --         | --    | --  | --           | --    | --  |
| \$450,000- \$499,999 | --         | --    | --  | --           | --    | --  |
| \$500,000- \$549,999 | --         | --    | --  | --           | --    | --  |
| \$550,000- \$599,999 | --         | --    | --  | --           | --    | --  |
| \$600,000- \$699,999 | --         | --    | --  | --           | --    | --  |
| \$700,000- \$799,999 | --         | --    | --  | --           | --    | --  |
| \$800,000- \$899,999 | --         | --    | --  | --           | --    | --  |
| \$900,000- \$999,999 | --         | --    | --  | --           | --    | --  |
| \$1M - \$1.99M       | --         | --    | --  | --           | --    | --  |
| \$2M - \$2.99M       | --         | --    | --  | --           | --    | --  |
| \$3M+                | --         | --    | --  | --           | --    | --  |
| Totals               | --         | --    | --  | --           | --    | --  |

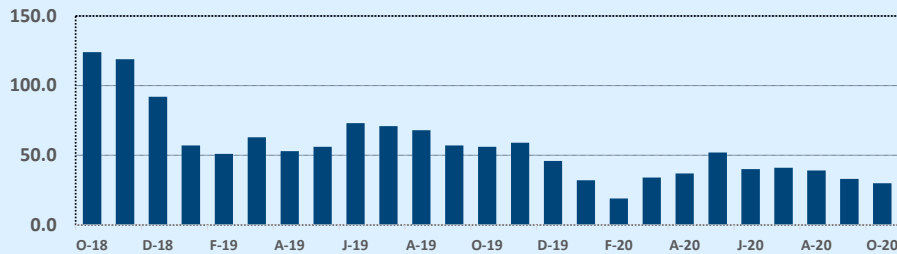
| Average              | This Month |          |        | Year-to-Date |      |        |
|----------------------|------------|----------|--------|--------------|------|--------|
|                      | Oct 2020   | Oct 2019 | Change | 2020         | 2019 | Change |
| List Price           | --         | --       | --     | \$0          | \$0  | --     |
| List Price/SqFt      | --         | --       | --     | \$0          | \$0  | --     |
| Sold Price           | --         | --       | --     | \$0          | \$0  | --     |
| Sold Price/SqFt      | --         | --       | --     | \$0          | \$0  | --     |
| Sold Price / Orig LP | 0.0%       | 0.0%     | --     | 0.0%         | 0.0% | --     |
| Days on Market       | --         | --       | --     | --           | --   | --     |

| Median               | This Month |          |        | Year-to-Date |      |        |
|----------------------|------------|----------|--------|--------------|------|--------|
|                      | Oct 2020   | Oct 2019 | Change | 2020         | 2019 | Change |
| List Price           | --         | --       | --     | \$0          | \$0  | --     |
| List Price/SqFt      | --         | --       | --     | \$0          | \$0  | --     |
| Sold Price           | --         | --       | --     | \$0          | \$0  | --     |
| Sold Price/SqFt      | --         | --       | --     | \$0          | \$0  | --     |
| Sold Price / Orig LP | 0.0%       | 0.0%     | +0.0%  | 0.0%         | 0.0% | --     |
| Days on Market       | --         | --       | --     | --           | --   | --     |

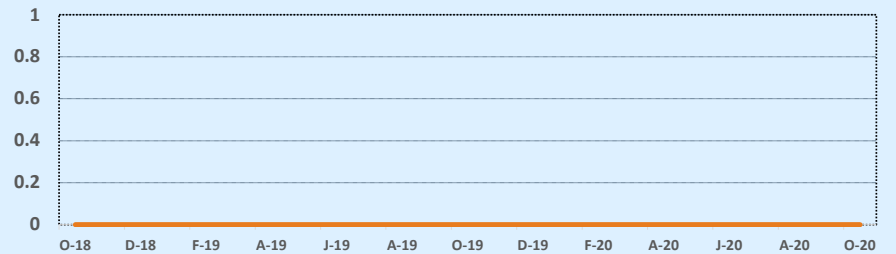
Average & Median Sales Price - Last Two Years



Months of Inventory - Last Two Years



Number of Sales - Last Two Years



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## MLS Area PF

| Listings            | This Month   |              |              | Year-to-Date  |               |              |
|---------------------|--------------|--------------|--------------|---------------|---------------|--------------|
|                     | Oct 2020     | Oct 2019     | Change       | 2020          | 2019          | Change       |
| Single Family Sales | 176          | 183          | -3.8%        | 1,686         | 1,842         | -8.5%        |
| Condo/TH Sales      | 9            | 6            | +50.0%       | 72            | 55            | +30.9%       |
| <b>Total Sales</b>  | <b>185</b>   | <b>189</b>   | <b>-2.1%</b> | <b>1,758</b>  | <b>1,897</b>  | <b>-7.3%</b> |
| New Homes Only      | 12           | 17           | -29.4%       | 156           | 270           | -42.2%       |
| Resale Only         | 173          | 172          | +0.6%        | 1,602         | 1,627         | -1.5%        |
| Sales Volume        | \$59,857,897 | \$53,489,676 | +11.9%       | \$539,109,540 | \$532,747,132 | +1.2%        |
| New Listings        | 189          | 211          | -10.4%       | 1,955         | 2,151         | -9.1%        |
| Pending             | 189          | 182          | +3.8%        | 1,993         | 1,989         | +0.2%        |
| Withdrawn           | 6            | 22           | -72.7%       | 72            | 157           | -54.1%       |
| Expired             | 1            | 7            | -85.7%       | 29            | 54            | -46.3%       |
| Months of Inventory | 0.4          | 1.6          | -74.0%       | N/A           | N/A           | --           |

| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$319,719  | \$286,263 | +11.7% | \$306,923    | \$283,669 | +8.2%  |
| List Price/SqFt      | \$145      | \$134     | +7.8%  | \$142        | \$134     | +6.5%  |
| Sold Price           | \$323,556  | \$283,014 | +14.3% | \$306,661    | \$280,837 | +9.2%  |
| Sold Price/SqFt      | \$147      | \$133     | +10.5% | \$142        | \$132     | +7.5%  |
| Sold Price / Orig LP | 102.2%     | 99.3%     | +2.8%  | 155.7%       | 99.4%     | +56.6% |
| Days on Market       | 20         | 38        | -46.8% | 30           | 53        | -43.2% |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$314,900  | \$278,555 | +13.0% | \$296,853    | \$272,000 | +9.1%  |
| List Price/SqFt      | \$145      | \$135     | +7.7%  | \$140        | \$133     | +5.7%  |
| Sold Price           | \$314,000  | \$275,000 | +14.2% | \$299,084    | \$269,500 | +11.0% |
| Sold Price/SqFt      | \$146      | \$133     | +10.1% | \$141        | \$131     | +7.6%  |
| Sold Price / Orig LP | 102.0%     | 98.0%     | +4.1%  | 100.0%       | 99.0%     | +1.0%  |
| Days on Market       | 5          | 18        | -72.2% | 7            | 22        | -68.2% |

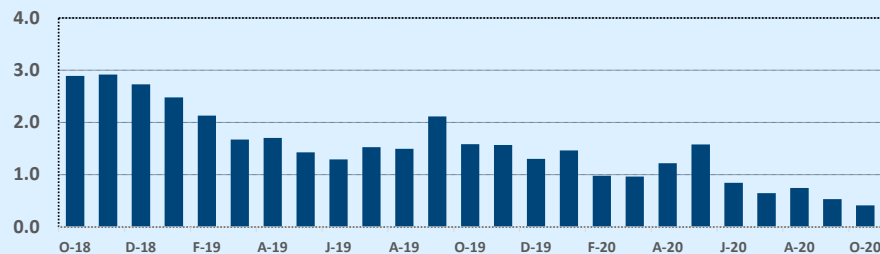
## Residential Statistics

## Independence Title

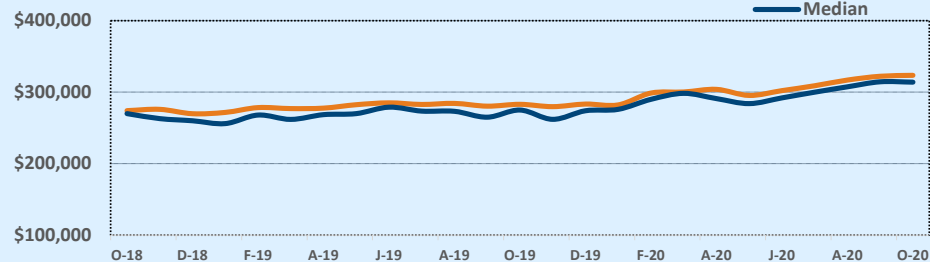
## October 2020

| Price Range          | This Month |            |           | Year-to-Date |              |           |
|----------------------|------------|------------|-----------|--------------|--------------|-----------|
|                      | New        | Sales      | DOM       | New          | Sales        | DOM       |
| \$149,999 or under   | --         | 2          | 8         | 9            | 4            | 6         |
| \$150,000- \$199,999 | 1          | 2          | 12        | 27           | 31           | 13        |
| \$200,000- \$249,999 | 24         | 13         | 8         | 323          | 318          | 21        |
| \$250,000- \$299,999 | 62         | 59         | 13        | 657          | 532          | 21        |
| \$300,000- \$349,999 | 40         | 48         | 27        | 459          | 468          | 31        |
| \$350,000- \$399,999 | 27         | 41         | 24        | 287          | 252          | 46        |
| \$400,000- \$449,999 | 12         | 11         | 14        | 110          | 95           | 57        |
| \$450,000- \$499,999 | 15         | 4          | 24        | 50           | 37           | 58        |
| \$500,000- \$549,999 | 5          | 5          | 47        | 17           | 14           | 54        |
| \$550,000- \$599,999 | 3          | --         | --        | 7            | 4            | 16        |
| \$600,000- \$699,999 | --         | --         | --        | 6            | 3            | --        |
| \$700,000- \$799,999 | --         | --         | --        | 2            | --           | --        |
| \$800,000- \$899,999 | --         | --         | --        | 1            | --           | --        |
| \$900,000- \$999,999 | --         | --         | --        | --           | --           | --        |
| \$1M - \$1.99M       | --         | --         | --        | --           | --           | --        |
| \$2M - \$2.99M       | --         | --         | --        | --           | --           | --        |
| \$3M+                | --         | --         | --        | --           | --           | --        |
| <b>Totals</b>        | <b>189</b> | <b>185</b> | <b>20</b> | <b>1,955</b> | <b>1,758</b> | <b>30</b> |

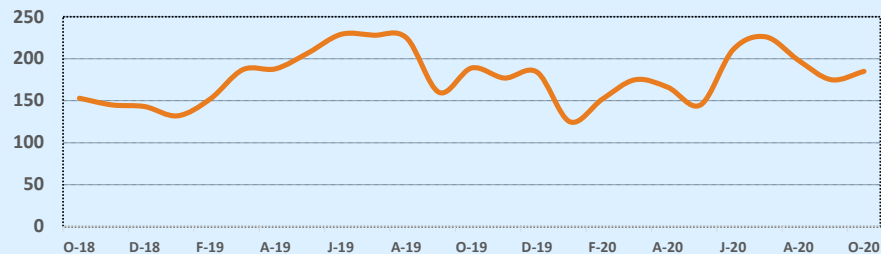
## Months of Inventory - Last Two Years



## Average & Median Sales Price - Last Two Years



## Number of Sales - Last Two Years



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## MLS Area RA

## Residential Statistics

## Independence Title

## October 2020

| Listings            | This Month |           |           | Year-to-Date |           |                |
|---------------------|------------|-----------|-----------|--------------|-----------|----------------|
|                     | Oct 2020   | Oct 2019  | Change    | 2020         | 2019      | Change         |
| Single Family Sales | 2          | 2         | --        | 11           | 4         | +175.0%        |
| Condo/TH Sales      | --         | --        | --        | --           | --        | --             |
| <b>Total Sales</b>  | <b>2</b>   | <b>2</b>  | <b>--</b> | <b>11</b>    | <b>4</b>  | <b>+175.0%</b> |
| New Homes Only      | --         | --        | --        | --           | --        | --             |
| Resale Only         | 2          | 2         | --        | 11           | 4         | +175.0%        |
| Sales Volume        | \$588,000  | \$305,400 | +92.5%    | \$2,811,200  | \$945,300 | +197.4%        |
| New Listings        | --         | --        | --        | 13           | 6         | +116.7%        |
| Pending             | --         | 1         | --        | 11           | 4         | +175.0%        |
| Withdrawn           | --         | --        | --        | 2            | 2         | --             |
| Expired             | --         | --        | --        | 1            | --        | --             |
| Months of Inventory | 0.5        | 1.0       | -50.0%    | N/A          | N/A       | --             |

| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$300,000  | \$154,900 | +93.7% | \$257,054    | \$244,680 | +5.1%  |
| List Price/SqFt      | \$136      | \$97      | +40.4% | \$115        | \$118     | -2.5%  |
| Sold Price           | \$294,000  | \$152,700 | +92.5% | \$255,564    | \$236,325 | +8.1%  |
| Sold Price/SqFt      | \$133      | \$95      | +39.8% | \$114        | \$113     | +1.1%  |
| Sold Price / Orig LP | 98.0%      | 98.5%     | -0.5%  | 99.8%        | 96.0%     | +4.0%  |
| Days on Market       | 5          | 41        | -87.7% | 13           | 45        | -71.8% |

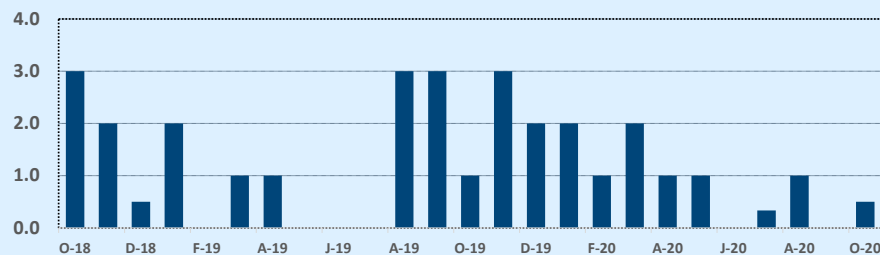
| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$300,000  | \$154,900 | +93.7% | \$229,000    | \$194,461 | +17.8% |
| List Price/SqFt      | \$136      | \$97      | +40.4% | \$115        | \$113     | +1.9%  |
| Sold Price           | \$294,000  | \$152,700 | +92.5% | \$236,000    | \$177,750 | +32.8% |
| Sold Price/SqFt      | \$133      | \$95      | +39.8% | \$117        | \$104     | +12.6% |
| Sold Price / Orig LP | 98.0%      | 98.5%     | -0.5%  | 100.0%       | 98.5%     | +1.5%  |
| Days on Market       | 5          | 41        | -87.7% | 6            | 41        | -85.2% |

| Price Range          | This Month |          |          | Year-to-Date |           |           |
|----------------------|------------|----------|----------|--------------|-----------|-----------|
|                      | New        | Sales    | DOM      | New          | Sales     | DOM       |
| \$149,999 or under   | --         | --       | --       | 2            | 1         | 8         |
| \$150,000- \$199,999 | --         | --       | --       | 4            | 4         | 8         |
| \$200,000- \$249,999 | --         | --       | --       | 2            | 2         | 5         |
| \$250,000- \$299,999 | --         | 1        | 4        | 1            | 1         | 4         |
| \$300,000- \$349,999 | --         | 1        | 6        | 1            | 1         | 6         |
| \$350,000- \$399,999 | --         | --       | --       | --           | --        | --        |
| \$400,000- \$449,999 | --         | --       | --       | 2            | --        | --        |
| \$450,000- \$499,999 | --         | --       | --       | --           | 1         | 69        |
| \$500,000- \$549,999 | --         | --       | --       | 1            | 1         | 12        |
| \$550,000- \$599,999 | --         | --       | --       | --           | --        | --        |
| \$600,000- \$699,999 | --         | --       | --       | --           | --        | --        |
| \$700,000- \$799,999 | --         | --       | --       | --           | --        | --        |
| \$800,000- \$899,999 | --         | --       | --       | --           | --        | --        |
| \$900,000- \$999,999 | --         | --       | --       | --           | --        | --        |
| \$1M - \$1.99M       | --         | --       | --       | --           | --        | --        |
| \$2M - \$2.99M       | --         | --       | --       | --           | --        | --        |
| \$3M+                | --         | --       | --       | --           | --        | --        |
| <b>Totals</b>        | <b>--</b>  | <b>2</b> | <b>5</b> | <b>13</b>    | <b>11</b> | <b>13</b> |

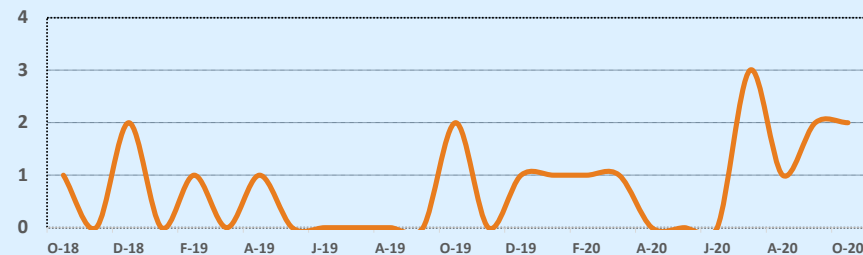
### Average & Median Sales Price - Last Two Years



### Months of Inventory - Last Two Years



### Number of Sales - Last Two Years



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## MLS Area RN

| Listings            | This Month   |              |               | Year-to-Date  |               |               |
|---------------------|--------------|--------------|---------------|---------------|---------------|---------------|
|                     | Oct 2020     | Oct 2019     | Change        | 2020          | 2019          | Change        |
| Single Family Sales | 52           | 35           | +48.6%        | 485           | 412           | +17.7%        |
| Condo/TH Sales      | 6            | 5            | +20.0%        | 63            | 62            | +1.6%         |
| <b>Total Sales</b>  | <b>58</b>    | <b>40</b>    | <b>+45.0%</b> | <b>548</b>    | <b>474</b>    | <b>+15.6%</b> |
| New Homes Only      | 2            | 3            | -33.3%        | 17            | 12            | +41.7%        |
| Resale Only         | 56           | 37           | +51.4%        | 531           | 462           | +14.9%        |
| Sales Volume        | \$48,995,110 | \$26,375,283 | +85.8%        | \$426,891,412 | \$307,753,994 | +38.7%        |
| New Listings        | 60           | 40           | +50.0%        | 659           | 635           | +3.8%         |
| Pending             | 59           | 33           | +78.8%        | 594           | 494           | +20.2%        |
| Withdrawn           | 2            | 9            | -77.8%        | 58            | 79            | -26.6%        |
| Expired             | --           | 4            | --            | 22            | 22            | --            |
| Months of Inventory | 0.8          | 2.7          | -70.4%        | N/A           | N/A           | --            |

| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$851,245  | \$680,634 | +25.1% | \$794,751    | \$662,754 | +19.9% |
| List Price/SqFt      | \$247      | \$204     | +20.7% | \$231        | \$207     | +11.4% |
| Sold Price           | \$844,743  | \$659,382 | +28.1% | \$778,999    | \$649,270 | +20.0% |
| Sold Price/SqFt      | \$246      | \$200     | +22.8% | \$227        | \$204     | +11.7% |
| Sold Price / Orig LP | 98.6%      | 96.7%     | +2.0%  | 98.0%        | 98.9%     | -0.9%  |
| Days on Market       | 24         | 65        | -63.4% | 31           | 43        | -28.9% |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$642,500  | \$535,192 | +20.1% | \$603,273    | \$539,450 | +11.8% |
| List Price/SqFt      | \$214      | \$187     | +14.3% | \$204        | \$189     | +7.7%  |
| Sold Price           | \$649,000  | \$530,192 | +22.4% | \$605,000    | \$535,000 | +13.1% |
| Sold Price/SqFt      | \$212      | \$184     | +14.8% | \$200        | \$187     | +7.1%  |
| Sold Price / Orig LP | 99.0%      | 98.0%     | +1.0%  | 99.0%        | 98.0%     | +1.0%  |
| Days on Market       | 7          | 30        | -78.3% | 8            | 18        | -55.6% |

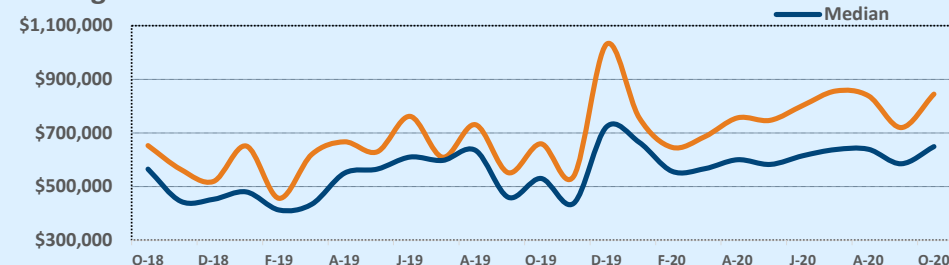
## Residential Statistics

## Independence Title

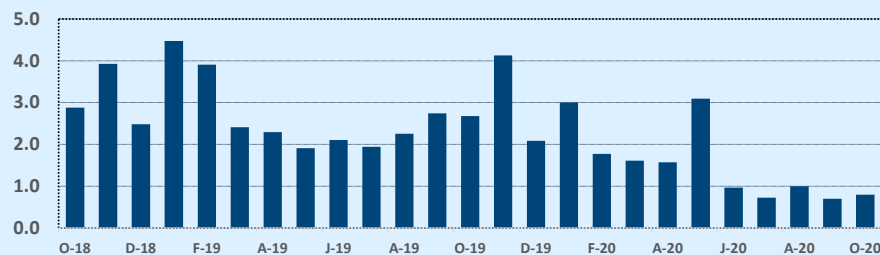
## October 2020

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | --         | --        | --        | --           | --         | --        |
| \$150,000- \$199,999 | 3          | --        | --        | 18           | 15         | 28        |
| \$200,000- \$249,999 | 2          | 4         | 33        | 22           | 15         | 30        |
| \$250,000- \$299,999 | 1          | --        | --        | 7            | 7          | 7         |
| \$300,000- \$349,999 | 1          | --        | --        | 11           | 16         | 43        |
| \$350,000- \$399,999 | 3          | 2         | 1         | 34           | 28         | 35        |
| \$400,000- \$449,999 | 2          | 8         | 18        | 50           | 47         | 23        |
| \$450,000- \$499,999 | 2          | 3         | 10        | 41           | 43         | 25        |
| \$500,000- \$549,999 | 10         | 1         | 6         | 62           | 47         | 32        |
| \$550,000- \$599,999 | 5          | 8         | 23        | 62           | 50         | 25        |
| \$600,000- \$699,999 | 5          | 4         | 33        | 68           | 63         | 30        |
| \$700,000- \$799,999 | 5          | 7         | 15        | 61           | 54         | 27        |
| \$800,000- \$899,999 | 5          | 6         | 42        | 53           | 41         | 27        |
| \$900,000- \$999,999 | 3          | 3         | 4         | 35           | 26         | 21        |
| \$1M - \$1.99M       | 10         | 9         | 5         | 93           | 74         | 34        |
| \$2M - \$2.99M       | 1          | 2         | 101       | 23           | 12         | 109       |
| \$3M+                | 2          | 1         | 133       | 19           | 10         | 66        |
| <b>Totals</b>        | <b>60</b>  | <b>58</b> | <b>24</b> | <b>659</b>   | <b>548</b> | <b>31</b> |

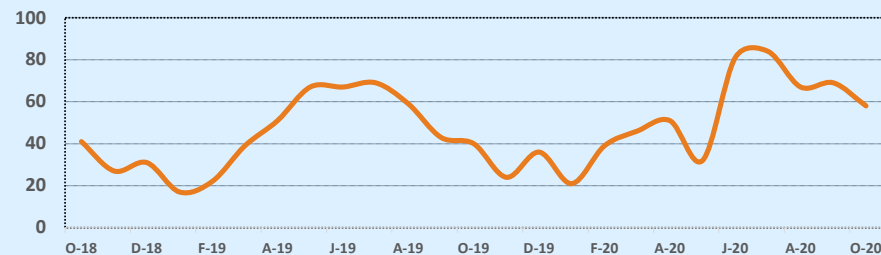
### Average & Median Sales Price - Last Two Years



### Months of Inventory - Last Two Years



### Number of Sales - Last Two Years



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# MLS Area RRE

# Residential Statistics



# October 2020

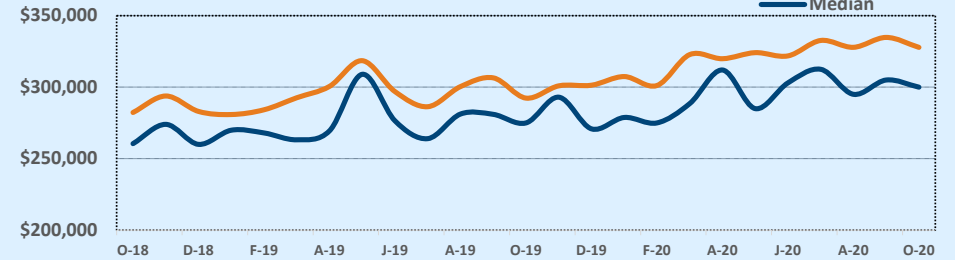
| Listings            | This Month   |              |               | Year-to-Date  |               |              |
|---------------------|--------------|--------------|---------------|---------------|---------------|--------------|
|                     | Oct 2020     | Oct 2019     | Change        | 2020          | 2019          | Change       |
| Single Family Sales | 134          | 97           | +38.1%        | 1,346         | 1,392         | -3.3%        |
| Condo/TH Sales      | 7            | 4            | +75.0%        | 62            | 58            | +6.9%        |
| <b>Total Sales</b>  | <b>141</b>   | <b>101</b>   | <b>+39.6%</b> | <b>1,408</b>  | <b>1,450</b>  | <b>-2.9%</b> |
| New Homes Only      | 8            | 4            | +100.0%       | 76            | 115           | -33.9%       |
| Resale Only         | 133          | 97           | +37.1%        | 1,332         | 1,335         | -0.2%        |
| Sales Volume        | \$46,223,987 | \$29,527,123 | +56.5%        | \$455,998,806 | \$430,827,675 | +5.8%        |
| New Listings        | 132          | 108          | +22.2%        | 1,503         | 1,650         | -8.9%        |
| Pending             | 137          | 125          | +9.6%         | 1,488         | 1,473         | +1.0%        |
| Withdrawn           | 5            | 20           | -75.0%        | 79            | 150           | -47.3%       |
| Expired             | 4            | 4            | --            | 34            | 52            | -34.6%       |
| Months of Inventory | 0.3          | 2.1          | -84.3%        | N/A           | N/A           | --           |

| Price Range          | This Month |            |           | Year-to-Date |              |           |
|----------------------|------------|------------|-----------|--------------|--------------|-----------|
|                      | New        | Sales      | DOM       | New          | Sales        | DOM       |
| \$149,999 or under   | --         | --         | --        | 3            | 2            | 5         |
| \$150,000- \$199,999 | 4          | 4          | 7         | 47           | 44           | 16        |
| \$200,000- \$249,999 | 19         | 28         | 7         | 312          | 298          | 16        |
| \$250,000- \$299,999 | 42         | 38         | 16        | 399          | 378          | 28        |
| \$300,000- \$349,999 | 27         | 25         | 27        | 243          | 216          | 39        |
| \$350,000- \$399,999 | 21         | 16         | 29        | 227          | 207          | 34        |
| \$400,000- \$449,999 | 6          | 11         | 7         | 93           | 100          | 35        |
| \$450,000- \$499,999 | 6          | 6          | 12        | 88           | 69           | 32        |
| \$500,000- \$549,999 | 2          | 9          | 19        | 38           | 49           | 17        |
| \$550,000- \$599,999 | 3          | 2          | 5         | 18           | 15           | 8         |
| \$600,000- \$699,999 | 1          | 1          | 3         | 16           | 17           | 21        |
| \$700,000- \$799,999 | --         | 1          | --        | 15           | 12           | 15        |
| \$800,000- \$899,999 | --         | --         | --        | 1            | --           | --        |
| \$900,000- \$999,999 | 1          | --         | --        | 1            | 1            | 10        |
| \$1M - \$1.99M       | --         | --         | --        | 1            | --           | --        |
| \$2M - \$2.99M       | --         | --         | --        | 1            | --           | --        |
| \$3M+                | --         | --         | --        | --           | --           | --        |
| <b>Totals</b>        | <b>132</b> | <b>141</b> | <b>16</b> | <b>1,503</b> | <b>1,408</b> | <b>27</b> |

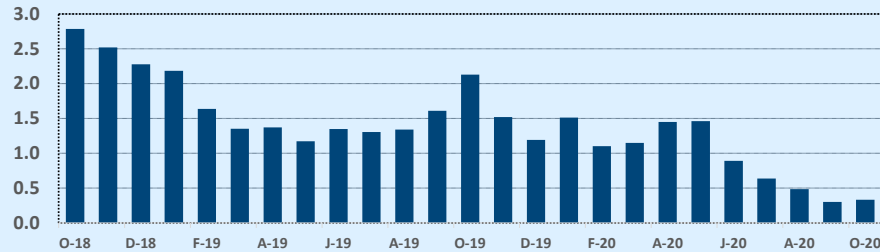
| Average              | This Month |           |         | Year-to-Date |           |        |
|----------------------|------------|-----------|---------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change  | 2020         | 2019      | Change |
| List Price           | \$324,069  | \$296,292 | +9.4%   | \$324,382    | \$300,483 | +8.0%  |
| List Price/SqFt      | \$152      | \$134     | +13.0%  | \$147        | \$137     | +7.4%  |
| Sold Price           | \$327,830  | \$292,348 | +12.1%  | \$323,863    | \$297,123 | +9.0%  |
| Sold Price/SqFt      | \$153      | \$132     | +15.7%  | \$147        | \$136     | +8.4%  |
| Sold Price / Orig LP | 852.9%     | 97.3%     | +776.9% | 247.9%       | 166.3%    | +49.1% |
| Days on Market       | 16         | 36        | -55.1%  | 27           | 41        | -32.3% |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$299,000  | \$280,760 | +6.5%  | \$295,000    | \$278,282 | +6.0%  |
| List Price/SqFt      | \$149      | \$136     | +10.0% | \$147        | \$137     | +7.3%  |
| Sold Price           | \$300,000  | \$275,000 | +9.1%  | \$296,000    | \$275,000 | +7.6%  |
| Sold Price/SqFt      | \$150      | \$134     | +12.1% | \$146        | \$135     | +8.3%  |
| Sold Price / Orig LP | 100.0%     | 98.0%     | +2.0%  | 100.0%       | 99.0%     | +1.0%  |
| Days on Market       | 4          | 23        | -82.6% | 7            | 17        | -58.8% |

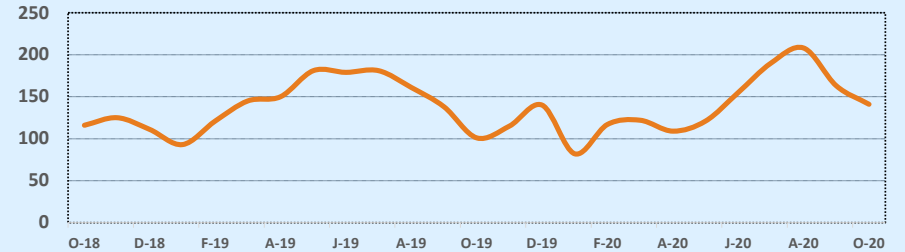
Average & Median Sales Price - Last Two Years



Months of Inventory - Last Two Years



Number of Sales - Last Two Years



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## MLS Area RRW

| Listings            | This Month   |              |               | Year-to-Date  |               |              |
|---------------------|--------------|--------------|---------------|---------------|---------------|--------------|
|                     | Oct 2020     | Oct 2019     | Change        | 2020          | 2019          | Change       |
| Single Family Sales | 104          | 91           | +14.3%        | 889           | 988           | -10.0%       |
| Condo/TH Sales      | 5            | 2            | +150.0%       | 37            | 35            | +5.7%        |
| <b>Total Sales</b>  | <b>109</b>   | <b>93</b>    | <b>+17.2%</b> | <b>926</b>    | <b>1,023</b>  | <b>-9.5%</b> |
| New Homes Only      | --           | --           | --            | 10            | 25            | -60.0%       |
| Resale Only         | 109          | 93           | +17.2%        | 916           | 998           | -8.2%        |
| Sales Volume        | \$46,899,875 | \$36,281,692 | +29.3%        | \$396,989,217 | \$402,014,978 | -1.3%        |
| New Listings        | 109          | 67           | +62.7%        | 1,060         | 1,121         | -5.4%        |
| Pending             | 108          | 76           | +42.1%        | 1,002         | 1,048         | -4.4%        |
| Withdrawn           | 2            | 6            | -66.7%        | 57            | 63            | -9.5%        |
| Expired             | 2            | 6            | -66.7%        | 26            | 32            | -18.8%       |
| Months of Inventory | 0.2          | 0.9          | -74.2%        | N/A           | N/A           | --           |

| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$426,761  | \$393,862 | +8.4%  | \$426,619    | \$395,005 | +8.0%  |
| List Price/SqFt      | \$172      | \$156     | +10.6% | \$165        | \$152     | +8.6%  |
| Sold Price           | \$430,274  | \$390,126 | +10.3% | \$428,714    | \$392,977 | +9.1%  |
| Sold Price/SqFt      | \$174      | \$154     | +13.0% | \$166        | \$151     | +9.7%  |
| Sold Price / Orig LP | 100.9%     | 97.9%     | +3.0%  | 112.6%       | 293.0%    | -61.6% |
| Days on Market       | 12         | 26        | -53.9% | 17           | 28        | -38.7% |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$395,000  | \$386,001 | +2.3%  | \$390,000    | \$367,000 | +6.3%  |
| List Price/SqFt      | \$170      | \$155     | +9.4%  | \$161        | \$149     | +7.8%  |
| Sold Price           | \$403,000  | \$375,000 | +7.5%  | \$395,000    | \$367,000 | +7.6%  |
| Sold Price/SqFt      | \$169      | \$153     | +10.8% | \$162        | \$149     | +9.3%  |
| Sold Price / Orig LP | 100.0%     | 99.0%     | +1.0%  | 100.0%       | 99.0%     | +1.0%  |
| Days on Market       | 5          | 9         | -44.4% | 5            | 7         | -28.6% |

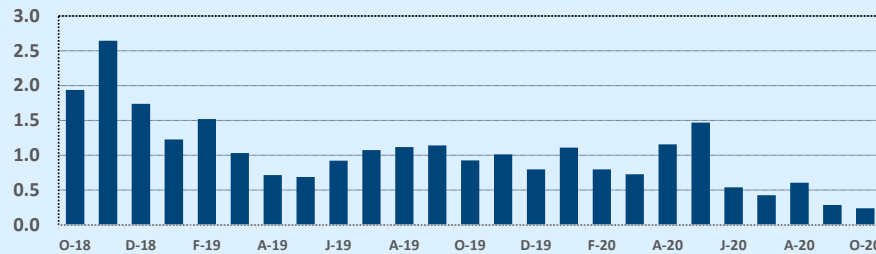
## Residential Statistics

## Independence Title

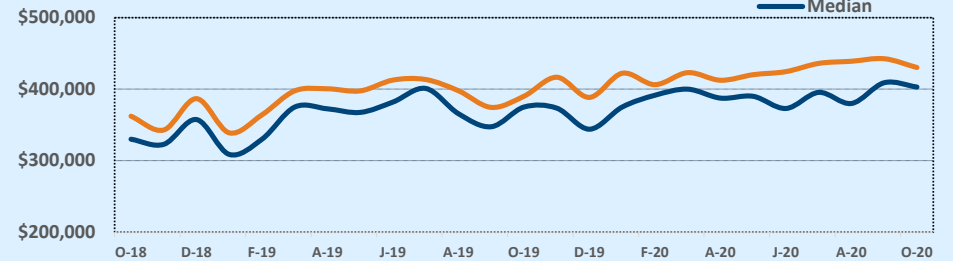
## October 2020

| Price Range          | This Month |            |           | Year-to-Date |            |           |
|----------------------|------------|------------|-----------|--------------|------------|-----------|
|                      | New        | Sales      | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | --         | --         | --        | --           | --         | --        |
| \$150,000- \$199,999 | --         | 1          | 8         | 11           | 10         | 33        |
| \$200,000- \$249,999 | 5          | 4          | 22        | 57           | 48         | 19        |
| \$250,000- \$299,999 | 19         | 14         | 7         | 128          | 99         | 17        |
| \$300,000- \$349,999 | 17         | 21         | 20        | 156          | 164        | 21        |
| \$350,000- \$399,999 | 14         | 14         | 7         | 189          | 154        | 13        |
| \$400,000- \$449,999 | 11         | 17         | 10        | 119          | 118        | 15        |
| \$450,000- \$499,999 | 19         | 9          | 10        | 115          | 79         | 14        |
| \$500,000- \$549,999 | 7          | 9          | 16        | 85           | 78         | 20        |
| \$550,000- \$599,999 | 3          | 5          | 16        | 69           | 58         | 20        |
| \$600,000- \$699,999 | 8          | 6          | 9         | 67           | 58         | 10        |
| \$700,000- \$799,999 | 4          | 5          | 2         | 33           | 30         | 20        |
| \$800,000- \$899,999 | 1          | 3          | 5         | 19           | 16         | 13        |
| \$900,000- \$999,999 | --         | 1          | --        | 6            | 9          | 41        |
| \$1M - \$1.99M       | 1          | --         | --        | 6            | 5          | 1         |
| \$2M - \$2.99M       | --         | --         | --        | --           | --         | --        |
| \$3M+                | --         | --         | --        | --           | --         | --        |
| <b>Totals</b>        | <b>109</b> | <b>109</b> | <b>12</b> | <b>1,060</b> | <b>926</b> | <b>17</b> |

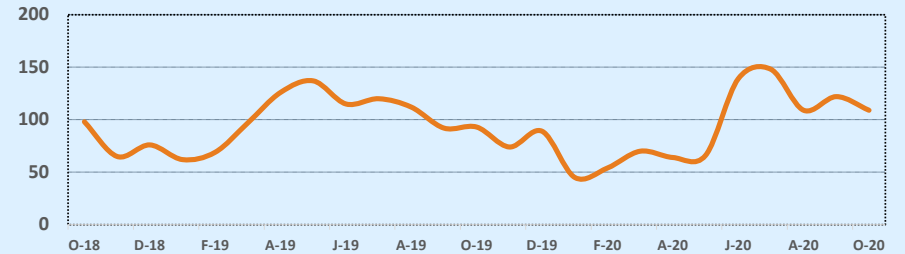
## Months of Inventory - Last Two Years



## Average & Median Sales Price - Last Two Years



## Number of Sales - Last Two Years



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# MLS Area SC

# Residential Statistics



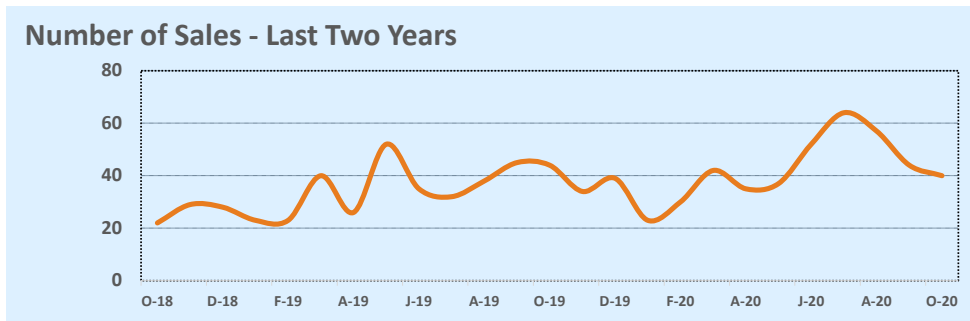
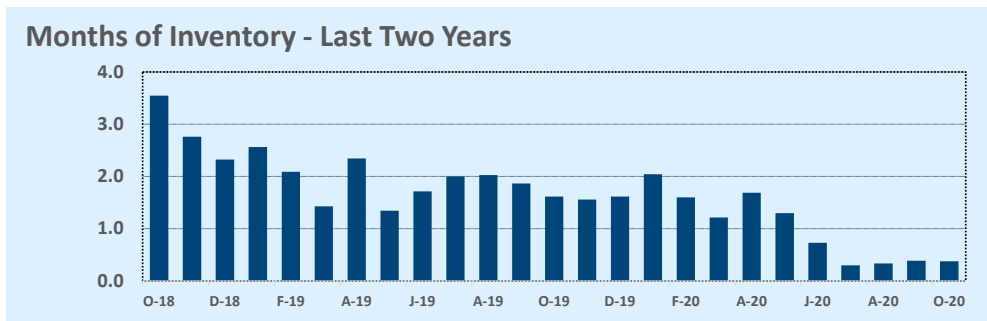
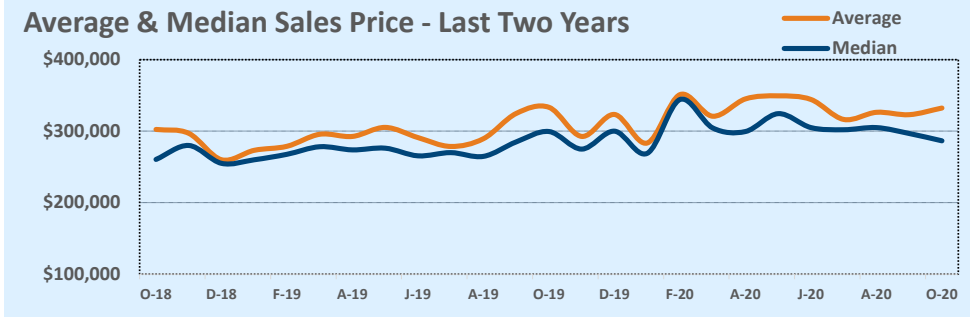
# October 2020

| Listings            | This Month   |              |              | Year-to-Date  |               |               |
|---------------------|--------------|--------------|--------------|---------------|---------------|---------------|
|                     | Oct 2020     | Oct 2019     | Change       | 2020          | 2019          | Change        |
| Single Family Sales | 27           | 42           | -35.7%       | 378           | 342           | +10.5%        |
| Condo/TH Sales      | 13           | 2            | +550.0%      | 46            | 16            | +187.5%       |
| <b>Total Sales</b>  | <b>40</b>    | <b>44</b>    | <b>-9.1%</b> | <b>424</b>    | <b>358</b>    | <b>+18.4%</b> |
| New Homes Only      | 3            | 1            | +200.0%      | 59            | 11            | +436.4%       |
| Resale Only         | 37           | 43           | -14.0%       | 365           | 347           | +5.2%         |
| Sales Volume        | \$13,294,095 | \$14,667,472 | -9.4%        | \$139,802,918 | \$107,394,121 | +30.2%        |
| New Listings        | 29           | 34           | -14.7%       | 426           | 426           | --            |
| Pending             | 32           | 43           | -25.6%       | 436           | 384           | +13.5%        |
| Withdrawn           | 1            | 7            | -85.7%       | 20            | 29            | -31.0%        |
| Expired             | --           | 2            | --           | 9             | 18            | -50.0%        |
| Months of Inventory | 0.4          | 1.6          | -76.8%       | N/A           | N/A           | --            |

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | --         | --        | --        | --           | --         | --        |
| \$150,000- \$199,999 | 1          | --        | --        | 4            | 2          | 45        |
| \$200,000- \$249,999 | 3          | 4         | 9         | 43           | 58         | 28        |
| \$250,000- \$299,999 | 9          | 21        | 17        | 159          | 146        | 28        |
| \$300,000- \$349,999 | 5          | 4         | 2         | 81           | 86         | 24        |
| \$350,000- \$399,999 | 4          | 2         | 3         | 38           | 36         | 48        |
| \$400,000- \$449,999 | 1          | 2         | 15        | 34           | 40         | 45        |
| \$450,000- \$499,999 | 2          | 2         | --        | 38           | 35         | 33        |
| \$500,000- \$549,999 | 3          | 3         | 10        | 22           | 15         | 25        |
| \$550,000- \$599,999 | --         | 2         | 4         | 3            | 4          | 3         |
| \$600,000- \$699,999 | 1          | --        | --        | 1            | 1          | 254       |
| \$700,000- \$799,999 | --         | --        | --        | 2            | 1          | 7         |
| \$800,000- \$899,999 | --         | --        | --        | --           | --         | --        |
| \$900,000- \$999,999 | --         | --        | --        | --           | --         | --        |
| \$1M - \$1.99M       | --         | --        | --        | 1            | --         | --        |
| \$2M - \$2.99M       | --         | --        | --        | --           | --         | --        |
| \$3M+                | --         | --        | --        | --           | --         | --        |
| <b>Totals</b>        | <b>29</b>  | <b>40</b> | <b>12</b> | <b>426</b>   | <b>424</b> | <b>31</b> |

| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$325,514  | \$340,284 | -4.3%  | \$331,587    | \$305,156 | +8.7%  |
| List Price/SqFt      | \$170      | \$148     | +14.8% | \$160        | \$150     | +7.0%  |
| Sold Price           | \$332,352  | \$333,352 | -0.3%  | \$329,724    | \$299,984 | +9.9%  |
| Sold Price/SqFt      | \$173      | \$145     | +19.5% | \$159        | \$147     | +8.4%  |
| Sold Price / Orig LP | 101.9%     | 95.8%     | +6.4%  | 101.4%       | 97.3%     | +4.3%  |
| Days on Market       | 12         | 46        | -73.9% | 31           | 49        | -36.0% |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$279,633  | \$312,450 | -10.5% | \$299,900    | \$280,808 | +6.8%  |
| List Price/SqFt      | \$172      | \$146     | +17.7% | \$161        | \$151     | +6.2%  |
| Sold Price           | \$286,500  | \$299,497 | -4.3%  | \$300,000    | \$275,000 | +9.1%  |
| Sold Price/SqFt      | \$177      | \$143     | +23.8% | \$161        | \$150     | +7.3%  |
| Sold Price / Orig LP | 100.0%     | 97.5%     | +2.6%  | 100.0%       | 98.0%     | +2.0%  |
| Days on Market       | 3          | 41        | -92.7% | 11           | 26        | -57.7% |



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## MLS Area SE

## Residential Statistics

## Independence Title

## October 2020

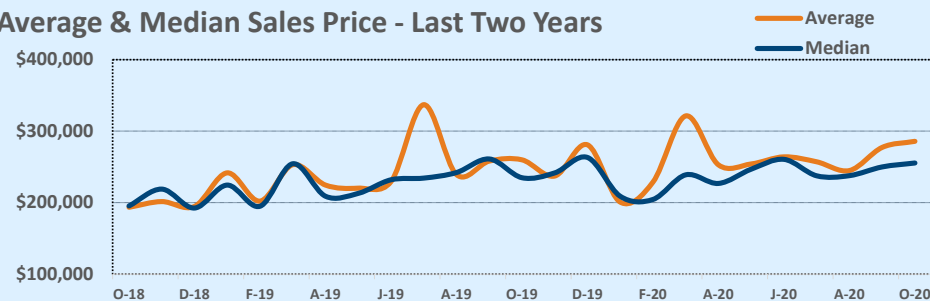
| Listings            | This Month  |             |               | Year-to-Date |              |              |
|---------------------|-------------|-------------|---------------|--------------|--------------|--------------|
|                     | Oct 2020    | Oct 2019    | Change        | 2020         | 2019         | Change       |
| Single Family Sales | 16          | 13          | +23.1%        | 152          | 156          | -2.6%        |
| Condo/TH Sales      | 2           | --          | --            | 3            | --           | --           |
| <b>Total Sales</b>  | <b>18</b>   | <b>13</b>   | <b>+38.5%</b> | <b>155</b>   | <b>156</b>   | <b>-0.6%</b> |
| New Homes Only      | 5           | 2           | +150.0%       | 46           | 32           | +43.8%       |
| Resale Only         | 13          | 11          | +18.2%        | 109          | 124          | -12.1%       |
| Sales Volume        | \$5,144,780 | \$3,378,904 | +52.3%        | \$40,500,452 | \$38,191,303 | +6.0%        |
| New Listings        | 21          | 13          | +61.5%        | 198          | 182          | +8.8%        |
| Pending             | 21          | 15          | +40.0%        | 190          | 170          | +11.8%       |
| Withdrawn           | 1           | 2           | -50.0%        | 15           | 10           | +50.0%       |
| Expired             | 1           | --          | --            | 9            | 9            | --           |
| Months of Inventory | 0.6         | 2.8         | -80.5%        | N/A          | N/A          | --           |

| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$289,424  | \$269,103 | +7.6%  | \$263,648    | \$248,684 | +6.0%  |
| List Price/SqFt      | \$174      | \$142     | +22.1% | \$156        | \$142     | +10.4% |
| Sold Price           | \$285,821  | \$259,916 | +10.0% | \$261,293    | \$244,816 | +6.7%  |
| Sold Price/SqFt      | \$172      | \$139     | +23.3% | \$155        | \$140     | +11.1% |
| Sold Price / Orig LP | 98.9%      | 96.4%     | +2.6%  | 99.5%        | 103.1%    | -3.5%  |
| Days on Market       | 24         | 116       | -79.6% | 47           | 68        | -30.9% |

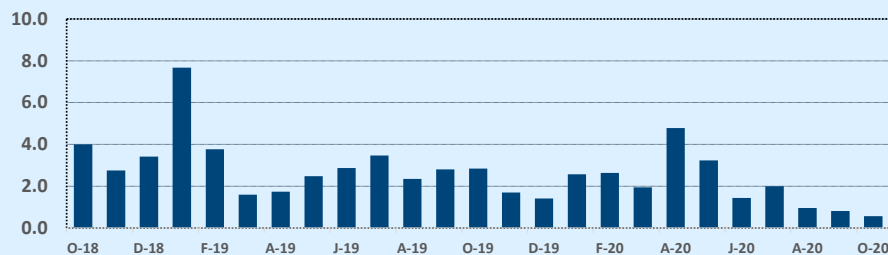
| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$254,500  | \$234,896 | +8.3%  | \$245,000    | \$231,450 | +5.9%  |
| List Price/SqFt      | \$166      | \$137     | +21.2% | \$147        | \$134     | +10.4% |
| Sold Price           | \$255,500  | \$234,896 | +8.8%  | \$241,000    | \$233,000 | +3.4%  |
| Sold Price/SqFt      | \$168      | \$136     | +23.3% | \$148        | \$133     | +11.3% |
| Sold Price / Orig LP | 100.0%     | 100.0%    | +0.0%  | 100.0%       | 99.0%     | +1.0%  |
| Days on Market       | 4          | 51        | -92.2% | 13           | 29        | -54.4% |

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | 1          | --        | --        | 5            | 6          | 30        |
| \$150,000- \$199,999 | --         | 1         | 1         | 16           | 18         | 18        |
| \$200,000- \$249,999 | 12         | 7         | 5         | 91           | 63         | 36        |
| \$250,000- \$299,999 | 4          | 5         | 31        | 54           | 48         | 62        |
| \$300,000- \$349,999 | --         | 2         | 3         | 17           | 10         | 42        |
| \$350,000- \$399,999 | 1          | 1         | --        | 4            | 3          | 101       |
| \$400,000- \$449,999 | --         | --        | --        | 1            | 1          | 118       |
| \$450,000- \$499,999 | 1          | 1         | 215       | 3            | 1          | 215       |
| \$500,000- \$549,999 | 1          | --        | --        | 1            | 2          | 68        |
| \$550,000- \$599,999 | --         | --        | --        | --           | --         | --        |
| \$600,000- \$699,999 | --         | 1         | 9         | 2            | 1          | 9         |
| \$700,000- \$799,999 | --         | --        | --        | 1            | --         | --        |
| \$800,000- \$899,999 | --         | --        | --        | 2            | 1          | 154       |
| \$900,000- \$999,999 | 1          | --        | --        | 1            | --         | --        |
| \$1M - \$1.99M       | --         | --        | --        | --           | 1          | 224       |
| \$2M - \$2.99M       | --         | --        | --        | --           | --         | --        |
| \$3M+                | --         | --        | --        | --           | --         | --        |
| <b>Totals</b>        | <b>21</b>  | <b>18</b> | <b>24</b> | <b>198</b>   | <b>155</b> | <b>47</b> |

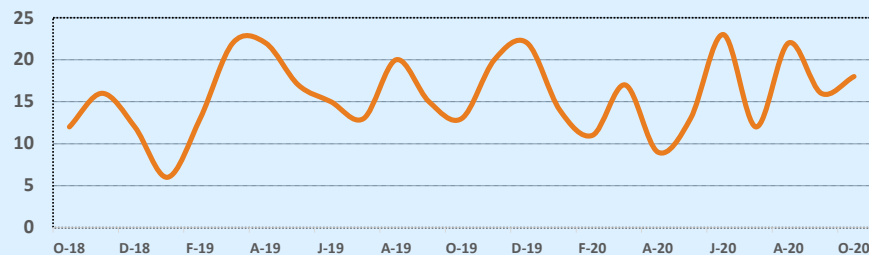
### Average & Median Sales Price - Last Two Years



### Months of Inventory - Last Two Years



### Number of Sales - Last Two Years



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## MLS Area SH

## Residential Statistics

## Independence Title

## October 2020

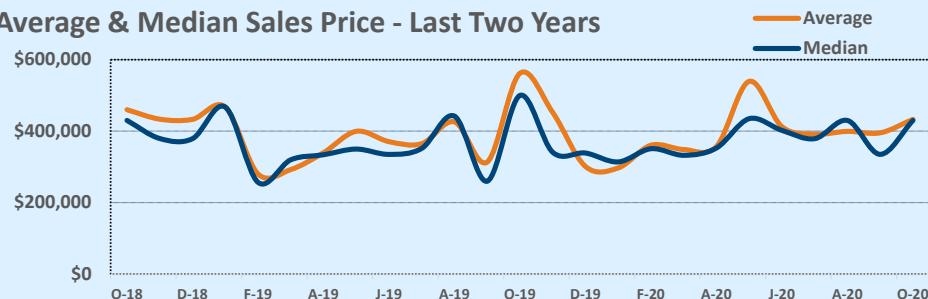
| Listings            | This Month  |             |                | Year-to-Date |              |               |
|---------------------|-------------|-------------|----------------|--------------|--------------|---------------|
|                     | Oct 2020    | Oct 2019    | Change         | 2020         | 2019         | Change        |
| Single Family Sales | 13          | 4           | +225.0%        | 85           | 66           | +28.8%        |
| Condo/TH Sales      | --          | --          | --             | 1            | --           | --            |
| <b>Total Sales</b>  | <b>13</b>   | <b>4</b>    | <b>+225.0%</b> | <b>86</b>    | <b>66</b>    | <b>+30.3%</b> |
| New Homes Only      | 1           | 1           | --             | 29           | 12           | +141.7%       |
| Resale Only         | 12          | 3           | +300.0%        | 57           | 54           | +5.6%         |
| Sales Volume        | \$5,630,400 | \$2,248,000 | +150.5%        | \$33,814,972 | \$24,421,820 | +38.5%        |
| New Listings        | 9           | 10          | -10.0%         | 108          | 95           | +13.7%        |
| Pending             | 14          | 6           | +133.3%        | 94           | 67           | +40.3%        |
| Withdrawn           | 1           | 4           | -75.0%         | 15           | 11           | +36.4%        |
| Expired             | --          | 2           | --             | 6            | 13           | -53.8%        |
| Months of Inventory | 1.8         | 8.3         | -78.6%         | N/A          | N/A          | --            |

| Average              | This Month |           |        | Year-to-Date |           |         |
|----------------------|------------|-----------|--------|--------------|-----------|---------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change  |
| List Price           | \$446,702  | \$572,200 | -21.9% | \$401,645    | \$377,813 | +6.3%   |
| List Price/SqFt      | \$158      | \$166     | -4.3%  | \$157        | \$147     | +6.8%   |
| Sold Price           | \$433,108  | \$562,000 | -22.9% | \$393,197    | \$370,028 | +6.3%   |
| Sold Price/SqFt      | \$154      | \$164     | -5.9%  | \$154        | \$144     | +6.9%   |
| Sold Price / Orig LP | 97.1%      | 97.0%     | +0.1%  | 270.5%       | 96.2%     | +181.3% |
| Days on Market       | 57         | 93        | -38.2% | 60           | 70        | -13.9%  |

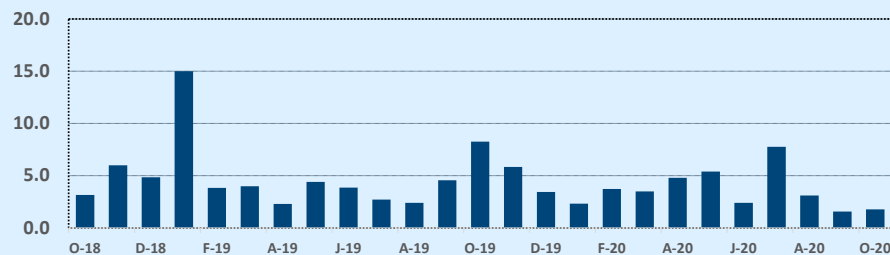
| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$450,000  | \$512,400 | -12.2% | \$368,250    | \$353,900 | +4.1%  |
| List Price/SqFt      | \$161      | \$159     | +0.7%  | \$153        | \$146     | +4.4%  |
| Sold Price           | \$430,000  | \$500,000 | -14.0% | \$362,450    | \$348,950 | +3.9%  |
| Sold Price/SqFt      | \$160      | \$160     | +0.1%  | \$151        | \$146     | +3.5%  |
| Sold Price / Orig LP | 98.0%      | 95.5%     | +2.6%  | 98.0%        | 98.0%     | --     |
| Days on Market       | 45         | 87        | -48.3% | 40           | 59        | -33.1% |

| Price Range          | This Month |           |           | Year-to-Date |           |           |
|----------------------|------------|-----------|-----------|--------------|-----------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales     | DOM       |
| \$149,999 or under   | --         | --        | --        | 3            | 6         | 51        |
| \$150,000- \$199,999 | --         | --        | --        | 2            | 1         | 16        |
| \$200,000- \$249,999 | 1          | --        | --        | 3            | 2         | 52        |
| \$250,000- \$299,999 | 1          | 2         | 11        | 10           | 9         | 26        |
| \$300,000- \$349,999 | 2          | 1         | 146       | 19           | 18        | 62        |
| \$350,000- \$399,999 | 1          | 3         | 100       | 13           | 19        | 103       |
| \$400,000- \$449,999 | 2          | 1         | 63        | 18           | 11        | 28        |
| \$450,000- \$499,999 | 2          | 4         | 38        | 13           | 5         | 35        |
| \$500,000- \$549,999 | --         | --        | --        | 5            | 5         | 64        |
| \$550,000- \$599,999 | --         | --        | --        | 7            | 3         | 54        |
| \$600,000- \$699,999 | --         | 2         | 31        | 7            | 5         | 65        |
| \$700,000- \$799,999 | --         | --        | --        | 1            | --        | --        |
| \$800,000- \$899,999 | --         | --        | --        | --           | --        | --        |
| \$900,000- \$999,999 | --         | --        | --        | 1            | --        | --        |
| \$1M - \$1.99M       | --         | --        | --        | 6            | 2         | 84        |
| \$2M - \$2.99M       | --         | --        | --        | --           | --        | --        |
| \$3M+                | --         | --        | --        | --           | --        | --        |
| <b>Totals</b>        | <b>9</b>   | <b>13</b> | <b>57</b> | <b>108</b>   | <b>86</b> | <b>60</b> |

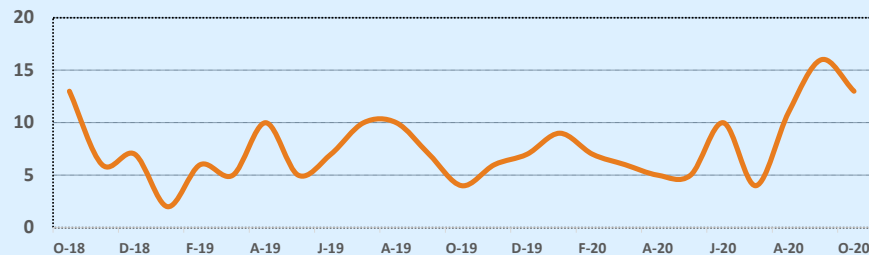
### Average & Median Sales Price - Last Two Years



### Months of Inventory - Last Two Years



### Number of Sales - Last Two Years



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## MLS Area BW

## Residential Statistics

## Independence Title

## October 2020

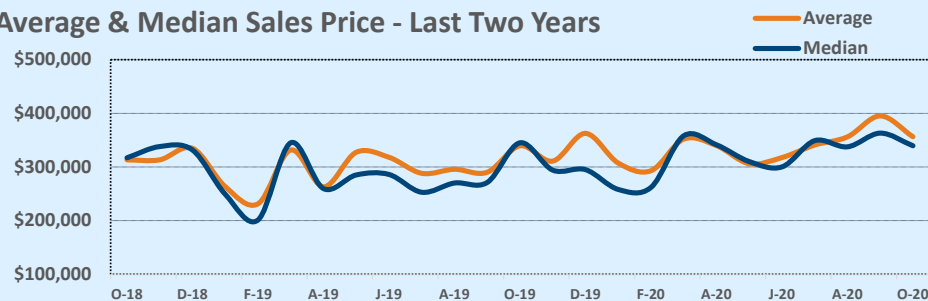
| Listings            | This Month  |             |              | Year-to-Date |              |               |
|---------------------|-------------|-------------|--------------|--------------|--------------|---------------|
|                     | Oct 2020    | Oct 2019    | Change       | 2020         | 2019         | Change        |
| Single Family Sales | 24          | 23          | +4.3%        | 265          | 199          | +33.2%        |
| Condo/TH Sales      | --          | --          | --           | --           | --           | --            |
| <b>Total Sales</b>  | <b>24</b>   | <b>23</b>   | <b>+4.3%</b> | <b>265</b>   | <b>199</b>   | <b>+33.2%</b> |
| New Homes Only      | 4           | 3           | +33.3%       | 53           | 23           | +130.4%       |
| Resale Only         | 20          | 20          | --           | 212          | 176          | +20.5%        |
| Sales Volume        | \$8,551,078 | \$7,805,900 | +9.5%        | \$89,359,712 | \$59,729,599 | +49.6%        |
| New Listings        | 24          | 28          | -14.3%       | 282          | 306          | -7.8%         |
| Pending             | 24          | 25          | -4.0%        | 286          | 211          | +35.5%        |
| Withdrawn           | 1           | 4           | -75.0%       | 28           | 29           | -3.4%         |
| Expired             | 1           | 1           | --           | 18           | 24           | -25.0%        |
| Months of Inventory | 1.8         | 4.6         | -60.2%       | N/A          | N/A          | --            |

| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$361,667  | \$343,232 | +5.4%  | \$343,840    | \$305,724 | +12.5% |
| List Price/SqFt      | \$172      | \$143     | +20.2% | \$151        | \$144     | +5.0%  |
| Sold Price           | \$356,295  | \$339,387 | +5.0%  | \$337,206    | \$300,149 | +12.3% |
| Sold Price/SqFt      | \$169      | \$142     | +19.0% | \$148        | \$141     | +4.7%  |
| Sold Price / Orig LP | 97.8%      | 95.7%     | +2.1%  | 96.9%        | 96.9%     | +0.0%  |
| Days on Market       | 67         | 93        | -27.9% | 87           | 67        | +30.1% |

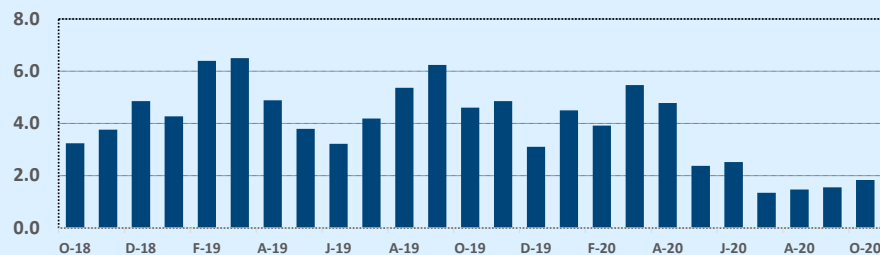
| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$348,900  | \$325,000 | +7.4%  | \$339,000    | \$270,000 | +25.6% |
| List Price/SqFt      | \$173      | \$146     | +18.6% | \$147        | \$141     | +4.1%  |
| Sold Price           | \$339,450  | \$345,000 | -1.6%  | \$332,000    | \$265,900 | +24.9% |
| Sold Price/SqFt      | \$174      | \$137     | +26.9% | \$145        | \$138     | +4.5%  |
| Sold Price / Orig LP | 100.0%     | 95.0%     | +5.3%  | 98.0%        | 97.0%     | +1.0%  |
| Days on Market       | 18         | 59        | -70.3% | 37           | 28        | +32.1% |

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | --         | --        | --        | 6            | 10         | 26        |
| \$150,000- \$199,999 | 3          | 5         | 15        | 36           | 35         | 95        |
| \$200,000- \$249,999 | 2          | 1         | 17        | 26           | 35         | 132       |
| \$250,000- \$299,999 | 4          | 2         | 15        | 32           | 29         | 79        |
| \$300,000- \$349,999 | 1          | 5         | 48        | 42           | 43         | 75        |
| \$350,000- \$399,999 | 4          | --        | --        | 35           | 34         | 102       |
| \$400,000- \$449,999 | 2          | 5         | 78        | 25           | 25         | 101       |
| \$450,000- \$499,999 | 2          | 1         | 8         | 29           | 23         | 75        |
| \$500,000- \$549,999 | 3          | 4         | 145       | 18           | 16         | 72        |
| \$550,000- \$599,999 | --         | 1         | 278       | 10           | 7          | 52        |
| \$600,000- \$699,999 | 3          | --        | --        | 16           | 6          | 36        |
| \$700,000- \$799,999 | --         | --        | --        | 3            | --         | --        |
| \$800,000- \$899,999 | --         | --        | --        | 1            | 1          | 3         |
| \$900,000- \$999,999 | --         | --        | --        | 2            | 1          | 6         |
| \$1M - \$1.99M       | --         | --        | --        | 1            | --         | --        |
| \$2M - \$2.99M       | --         | --        | --        | --           | --         | --        |
| \$3M+                | --         | --        | --        | --           | --         | --        |
| <b>Totals</b>        | <b>24</b>  | <b>24</b> | <b>67</b> | <b>282</b>   | <b>265</b> | <b>87</b> |

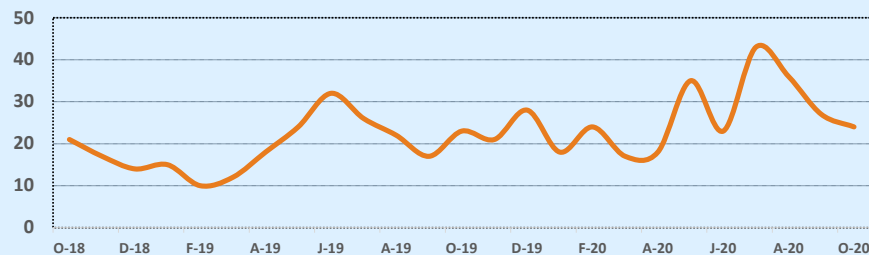
### Average & Median Sales Price - Last Two Years



### Months of Inventory - Last Two Years



### Number of Sales - Last Two Years



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## MLS Area SV

## Residential Statistics

## Independence Title

## October 2020

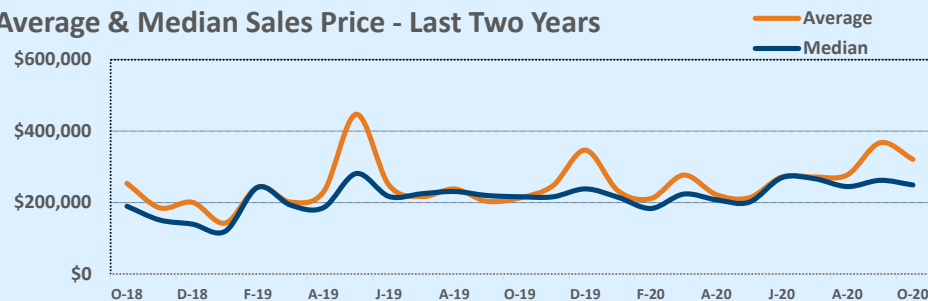
| Listings            | This Month  |             |               | Year-to-Date |              |              |
|---------------------|-------------|-------------|---------------|--------------|--------------|--------------|
|                     | Oct 2020    | Oct 2019    | Change        | 2020         | 2019         | Change       |
| Single Family Sales | 15          | 12          | +25.0%        | 126          | 123          | +2.4%        |
| Condo/TH Sales      | --          | --          | --            | --           | --           | --           |
| <b>Total Sales</b>  | <b>15</b>   | <b>12</b>   | <b>+25.0%</b> | <b>126</b>   | <b>123</b>   | <b>+2.4%</b> |
| New Homes Only      | --          | --          | --            | 8            | 3            | +166.7%      |
| Resale Only         | 15          | 12          | +25.0%        | 118          | 120          | -1.7%        |
| Sales Volume        | \$4,817,100 | \$2,562,712 | +88.0%        | \$34,876,178 | \$29,999,462 | +16.3%       |
| New Listings        | 11          | 23          | -52.2%        | 151          | 192          | -21.4%       |
| Pending             | 7           | 18          | -61.1%        | 128          | 133          | -3.8%        |
| Withdrawn           | 3           | 4           | -25.0%        | 30           | 23           | +30.4%       |
| Expired             | --          | 1           | --            | 18           | 23           | -21.7%       |
| Months of Inventory | 1.4         | 4.4         | -68.3%        | N/A          | N/A          | --           |

| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$337,493  | \$215,683 | +56.5% | \$286,820    | \$252,796 | +13.5% |
| List Price/SqFt      | \$169      | \$129     | +31.2% | \$154        | \$142     | +8.7%  |
| Sold Price           | \$321,140  | \$213,559 | +50.4% | \$276,795    | \$243,898 | +13.5% |
| Sold Price/SqFt      | \$160      | \$129     | +24.4% | \$149        | \$137     | +9.0%  |
| Sold Price / Orig LP | 94.3%      | 96.1%     | -1.9%  | 93.9%        | 93.3%     | +0.6%  |
| Days on Market       | 52         | 131       | -60.0% | 68           | 76        | -10.4% |

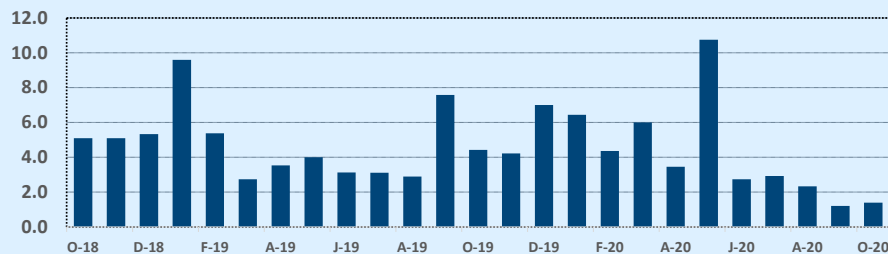
| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$259,900  | \$208,500 | +24.7% | \$251,000    | \$221,500 | +13.3% |
| List Price/SqFt      | \$167      | \$144     | +15.5% | \$145        | \$136     | +7.0%  |
| Sold Price           | \$249,500  | \$216,500 | +15.2% | \$244,500    | \$217,500 | +12.4% |
| Sold Price/SqFt      | \$162      | \$148     | +10.0% | \$136        | \$131     | +3.8%  |
| Sold Price / Orig LP | 93.0%      | 94.0%     | -1.1%  | 95.5%        | 94.0%     | +1.6%  |
| Days on Market       | 26         | 50        | -47.5% | 44           | 39        | +11.5% |

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | 1          | 1         | 78        | 15           | 14         | 54        |
| \$150,000- \$199,999 | 2          | 1         | 3         | 24           | 21         | 66        |
| \$200,000- \$249,999 | 2          | 6         | 35        | 32           | 33         | 54        |
| \$250,000- \$299,999 | 2          | 1         | 59        | 27           | 21         | 61        |
| \$300,000- \$349,999 | 1          | 2         | 18        | 15           | 14         | 70        |
| \$350,000- \$399,999 | 1          | --        | --        | 10           | 7          | 95        |
| \$400,000- \$449,999 | --         | --        | --        | 2            | 1          | 172       |
| \$450,000- \$499,999 | --         | 2         | 4         | 11           | 7          | 52        |
| \$500,000- \$549,999 | 1          | --        | --        | 7            | 3          | 42        |
| \$550,000- \$599,999 | --         | --        | --        | 2            | --         | --        |
| \$600,000- \$699,999 | 1          | 2         | 194       | 3            | 3          | 140       |
| \$700,000- \$799,999 | --         | --        | --        | 1            | 1          | 176       |
| \$800,000- \$899,999 | --         | --        | --        | 2            | --         | --        |
| \$900,000- \$999,999 | --         | --        | --        | --           | --         | --        |
| \$1M - \$1.99M       | --         | --        | --        | --           | 1          | 424       |
| \$2M - \$2.99M       | --         | --        | --        | --           | --         | --        |
| \$3M+                | --         | --        | --        | --           | --         | --        |
| <b>Totals</b>        | <b>11</b>  | <b>15</b> | <b>52</b> | <b>151</b>   | <b>126</b> | <b>68</b> |

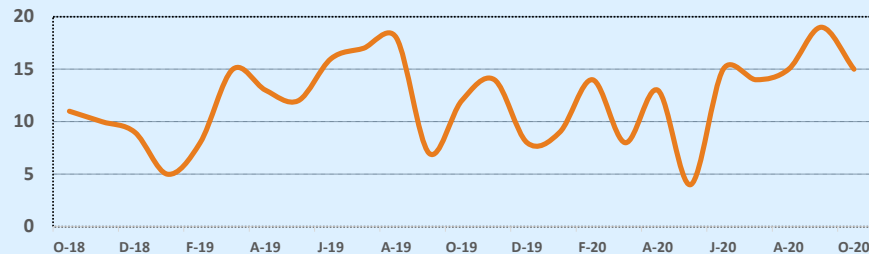
### Average & Median Sales Price - Last Two Years



### Months of Inventory - Last Two Years



### Number of Sales - Last Two Years



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# MLS Area SWE

# Residential Statistics



# October 2020

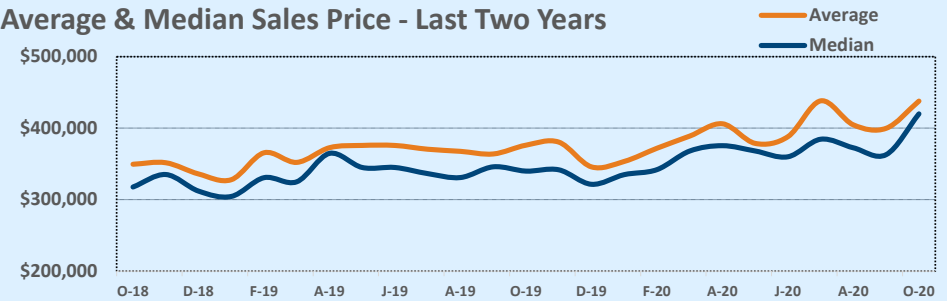
| Listings            | This Month   |              |               | Year-to-Date  |               |              |
|---------------------|--------------|--------------|---------------|---------------|---------------|--------------|
|                     | Oct 2020     | Oct 2019     | Change        | 2020          | 2019          | Change       |
| Single Family Sales | 79           | 92           | -14.1%        | 802           | 878           | -8.7%        |
| Condo/TH Sales      | 2            | 6            | -66.7%        | 48            | 44            | +9.1%        |
| <b>Total Sales</b>  | <b>81</b>    | <b>98</b>    | <b>-17.3%</b> | <b>850</b>    | <b>922</b>    | <b>-7.8%</b> |
| New Homes Only      | --           | 1            | --            | 19            | 25            | -24.0%       |
| Resale Only         | 81           | 97           | -16.5%        | 831           | 897           | -7.4%        |
| Sales Volume        | \$35,468,214 | \$36,868,621 | -3.8%         | \$338,878,496 | \$339,076,230 | -0.1%        |
| New Listings        | 89           | 72           | +23.6%        | 856           | 1,138         | -24.8%       |
| Pending             | 96           | 84           | +14.3%        | 880           | 1,016         | -13.4%       |
| Withdrawn           | 3            | 5            | -40.0%        | 35            | 76            | -53.9%       |
| Expired             | 3            | 8            | -62.5%        | 16            | 31            | -48.4%       |
| Months of Inventory | 0.4          | 1.9          | -77.4%        | N/A           | N/A           | --           |

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | --         | --        | --        | --           | --         | --        |
| \$150,000- \$199,999 | --         | --        | --        | 2            | 3          | 15        |
| \$200,000- \$249,999 | --         | 3         | 28        | 25           | 28         | 23        |
| \$250,000- \$299,999 | 7          | 7         | 35        | 112          | 114        | 41        |
| \$300,000- \$349,999 | 20         | 16        | 9         | 206          | 221        | 28        |
| \$350,000- \$399,999 | 28         | 10        | 15        | 195          | 164        | 38        |
| \$400,000- \$449,999 | 10         | 12        | 21        | 92           | 98         | 31        |
| \$450,000- \$499,999 | 8          | 11        | 16        | 81           | 81         | 26        |
| \$500,000- \$549,999 | 3          | 9         | 19        | 37           | 50         | 46        |
| \$550,000- \$599,999 | 8          | 3         | 3         | 42           | 28         | 15        |
| \$600,000- \$699,999 | 1          | 7         | 10        | 41           | 42         | 16        |
| \$700,000- \$799,999 | 3          | 1         | 3         | 12           | 9          | 14        |
| \$800,000- \$899,999 | 1          | 1         | 12        | 5            | 7          | 44        |
| \$900,000- \$999,999 | --         | --        | --        | 2            | 2          | 2         |
| \$1M - \$1.99M       | --         | 1         | 374       | 4            | 3          | 133       |
| \$2M - \$2.99M       | --         | --        | --        | --           | --         | --        |
| \$3M+                | --         | --        | --        | --           | --         | --        |
| <b>Totals</b>        | <b>89</b>  | <b>81</b> | <b>21</b> | <b>856</b>   | <b>850</b> | <b>32</b> |

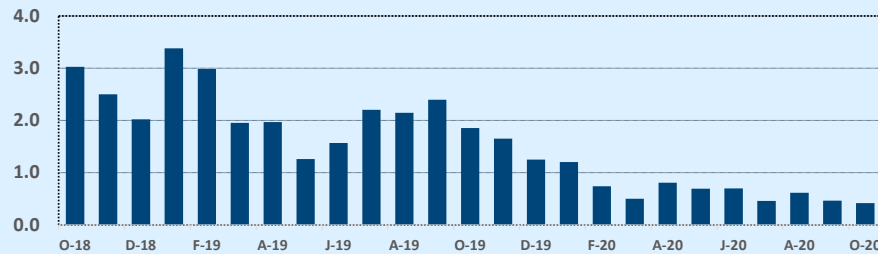
| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$430,396  | \$379,093 | +13.5% | \$396,738    | \$371,108 | +6.9%  |
| List Price/SqFt      | \$189      | \$169     | +11.5% | \$183        | \$173     | +6.1%  |
| Sold Price           | \$437,879  | \$376,210 | +16.4% | \$398,681    | \$367,762 | +8.4%  |
| Sold Price/SqFt      | \$192      | \$168     | +14.2% | \$184        | \$171     | +7.6%  |
| Sold Price / Orig LP | 101.4%     | 97.2%     | +4.4%  | 101.3%       | 98.8%     | +2.4%  |
| Days on Market       | 21         | 47        | -55.4% | 32           | 48        | -33.3% |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$415,000  | \$339,950 | +22.1% | \$367,500    | \$342,860 | +7.2%  |
| List Price/SqFt      | \$188      | \$168     | +12.1% | \$180        | \$173     | +4.1%  |
| Sold Price           | \$420,000  | \$339,950 | +23.5% | \$366,250    | \$339,773 | +7.8%  |
| Sold Price/SqFt      | \$188      | \$165     | +13.9% | \$181        | \$171     | +5.6%  |
| Sold Price / Orig LP | 100.0%     | 98.0%     | +2.0%  | 100.0%       | 98.0%     | +2.0%  |
| Days on Market       | 5          | 38        | -86.7% | 7            | 22        | -68.2% |

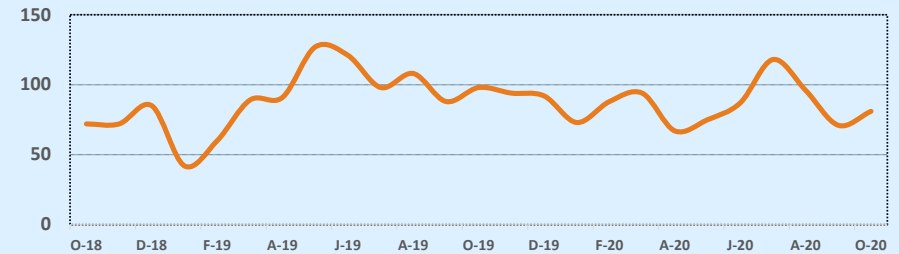
Average & Median Sales Price - Last Two Years



Months of Inventory - Last Two Years



Number of Sales - Last Two Years



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# MLS Area SWW

# Residential Statistics



# October 2020

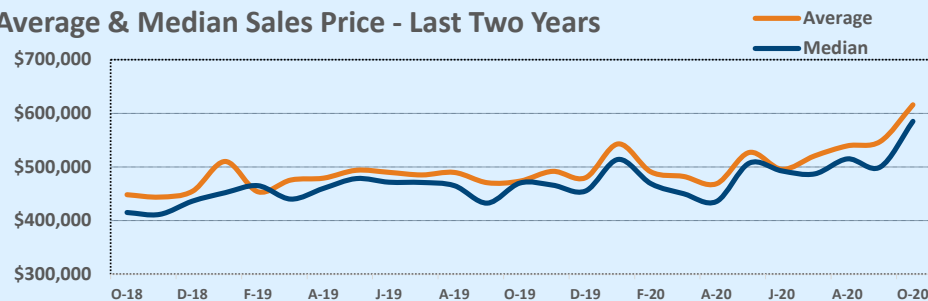
| Listings            | This Month   |              |              | Year-to-Date  |               |              |
|---------------------|--------------|--------------|--------------|---------------|---------------|--------------|
|                     | Oct 2020     | Oct 2019     | Change       | 2020          | 2019          | Change       |
| Single Family Sales | 47           | 43           | +9.3%        | 438           | 462           | -5.2%        |
| Condo/TH Sales      | 2            | 5            | -60.0%       | 27            | 24            | +12.5%       |
| <b>Total Sales</b>  | <b>49</b>    | <b>48</b>    | <b>+2.1%</b> | <b>465</b>    | <b>486</b>    | <b>-4.3%</b> |
| New Homes Only      | --           | --           | --           | 6             | 1             | +500.0%      |
| Resale Only         | 49           | 48           | +2.1%        | 459           | 485           | -5.4%        |
| Sales Volume        | \$30,177,435 | \$22,728,650 | +32.8%       | \$243,841,011 | \$234,485,711 | +4.0%        |
| New Listings        | 44           | 38           | +15.8%       | 511           | 569           | -10.2%       |
| Pending             | 40           | 38           | +5.3%        | 487           | 507           | -3.9%        |
| Withdrawn           | --           | 3            | --           | 16            | 29            | -44.8%       |
| Expired             | 2            | 5            | -60.0%       | 10            | 22            | -54.5%       |
| Months of Inventory | 0.3          | 0.7          | -55.2%       | N/A           | N/A           | --           |

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | --         | --        | --        | --           | --         | --        |
| \$150,000- \$199,999 | --         | --        | --        | 1            | --         | --        |
| \$200,000- \$249,999 | --         | --        | --        | 1            | 2          | 7         |
| \$250,000- \$299,999 | --         | 1         | 10        | 10           | 12         | 31        |
| \$300,000- \$349,999 | 2          | --        | --        | 15           | 14         | 27        |
| \$350,000- \$399,999 | 4          | 1         | 51        | 49           | 32         | 20        |
| \$400,000- \$449,999 | 3          | 3         | 3         | 78           | 82         | 15        |
| \$450,000- \$499,999 | 7          | 13        | 7         | 113          | 99         | 12        |
| \$500,000- \$549,999 | 7          | 4         | 3         | 66           | 63         | 9         |
| \$550,000- \$599,999 | 7          | 3         | 5         | 66           | 60         | 14        |
| \$600,000- \$699,999 | 9          | 11        | 15        | 62           | 57         | 9         |
| \$700,000- \$799,999 | 2          | 5         | 3         | 29           | 26         | 19        |
| \$800,000- \$899,999 | 1          | 3         | 25        | 6            | 8          | 15        |
| \$900,000- \$999,999 | 1          | 3         | 4         | 6            | 3          | 4         |
| \$1M - \$1.99M       | 1          | 2         | 4         | 9            | 7          | 40        |
| \$2M - \$2.99M       | --         | --        | --        | --           | --         | --        |
| \$3M+                | --         | --        | --        | --           | --         | --        |
| <b>Totals</b>        | <b>44</b>  | <b>49</b> | <b>10</b> | <b>511</b>   | <b>465</b> | <b>14</b> |

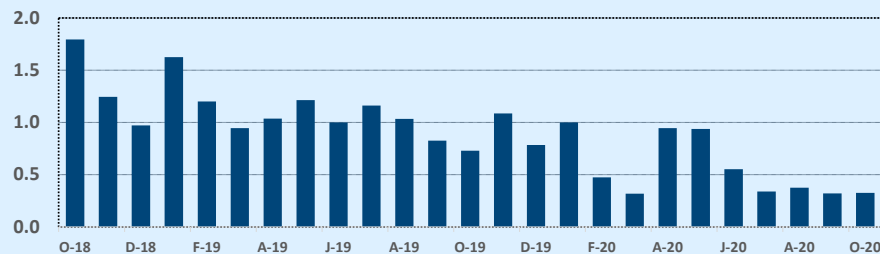
| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$604,622  | \$475,694 | +27.1% | \$520,338    | \$485,554 | +7.2%  |
| List Price/SqFt      | \$219      | \$193     | +13.4% | \$211        | \$194     | +8.6%  |
| Sold Price           | \$615,866  | \$473,514 | +30.1% | \$524,389    | \$482,481 | +8.7%  |
| Sold Price/SqFt      | \$223      | \$192     | +16.4% | \$213        | \$193     | +10.2% |
| Sold Price / Orig LP | 101.4%     | 98.4%     | +3.1%  | 100.5%       | 98.6%     | +2.0%  |
| Days on Market       | 10         | 23        | -58.5% | 14           | 23        | -38.3% |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$565,000  | \$472,000 | +19.7% | \$489,000    | \$460,000 | +6.3%  |
| List Price/SqFt      | \$210      | \$189     | +10.8% | \$206        | \$187     | +10.0% |
| Sold Price           | \$585,000  | \$470,000 | +24.5% | \$496,000    | \$460,000 | +7.8%  |
| Sold Price/SqFt      | \$215      | \$190     | +12.8% | \$208        | \$187     | +11.4% |
| Sold Price / Orig LP | 102.0%     | 99.0%     | +3.0%  | 100.0%       | 100.0%    | --     |
| Days on Market       | 4          | 11        | -61.9% | 4            | 8         | -50.0% |

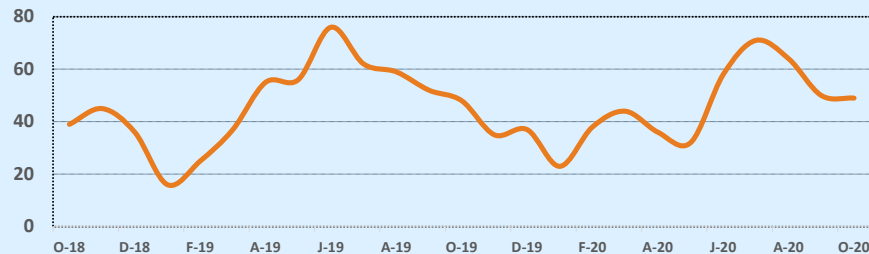
Average & Median Sales Price - Last Two Years



Months of Inventory - Last Two Years



Number of Sales - Last Two Years



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## MLS Area TCT

| Listings            | This Month  |             |           | Year-to-Date |              |              |
|---------------------|-------------|-------------|-----------|--------------|--------------|--------------|
|                     | Oct 2020    | Oct 2019    | Change    | 2020         | 2019         | Change       |
| Single Family Sales | 26          | 26          | --        | 238          | 234          | +1.7%        |
| Condo/TH Sales      | --          | --          | --        | --           | --           | --           |
| <b>Total Sales</b>  | <b>26</b>   | <b>26</b>   | <b>--</b> | <b>238</b>   | <b>234</b>   | <b>+1.7%</b> |
| New Homes Only      | 2           | --          | --        | 14           | 5            | +180.0%      |
| Resale Only         | 24          | 26          | -7.7%     | 224          | 229          | -2.2%        |
| Sales Volume        | \$5,920,800 | \$5,224,950 | +13.3%    | \$55,505,380 | \$48,162,029 | +15.2%       |
| New Listings        | 29          | 42          | -31.0%    | 285          | 372          | -23.4%       |
| Pending             | 33          | 26          | +26.9%    | 266          | 248          | +7.3%        |
| Withdrawn           | 3           | 9           | -66.7%    | 29           | 54           | -46.3%       |
| Expired             | 3           | 2           | +50.0%    | 26           | 19           | +36.8%       |
| Months of Inventory | 1.5         | 3.1         | -51.3%    | N/A          | N/A          | --           |

| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$228,440  | \$206,621 | +10.6% | \$236,418    | \$211,110 | +12.0% |
| List Price/SqFt      | \$132      | \$138     | -4.2%  | \$135        | \$131     | +3.0%  |
| Sold Price           | \$227,723  | \$200,960 | +13.3% | \$233,216    | \$205,821 | +13.3% |
| Sold Price/SqFt      | \$131      | \$134     | -2.2%  | \$133        | \$128     | +4.1%  |
| Sold Price / Orig LP | 97.8%      | 92.1%     | +6.2%  | 96.7%        | 97.8%     | -1.1%  |
| Days on Market       | 30         | 83        | -63.5% | 55           | 52        | +6.1%  |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$227,450  | \$185,950 | +22.3% | \$220,000    | \$195,250 | +12.7% |
| List Price/SqFt      | \$133      | \$120     | +10.4% | \$131        | \$126     | +3.5%  |
| Sold Price           | \$220,975  | \$184,250 | +19.9% | \$216,703    | \$193,000 | +12.3% |
| Sold Price/SqFt      | \$132      | \$116     | +13.9% | \$129        | \$124     | +3.8%  |
| Sold Price / Orig LP | 99.5%      | 93.0%     | +7.0%  | 98.0%        | 96.0%     | +2.1%  |
| Days on Market       | 8          | 75        | -89.9% | 23           | 23        | --     |

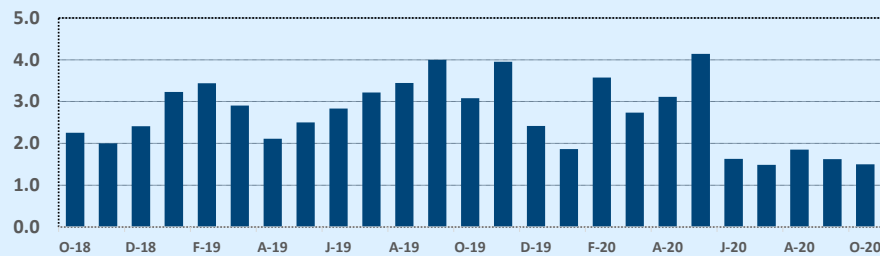
## Residential Statistics

## Independence Title

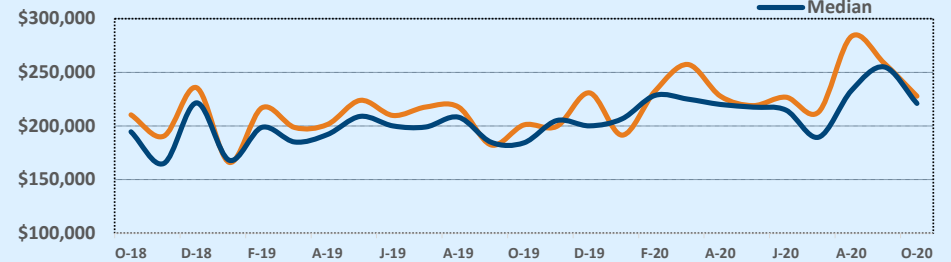
## October 2020

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | 3          | 3         | 31        | 42           | 32         | 26        |
| \$150,000- \$199,999 | 10         | 4         | 7         | 69           | 51         | 37        |
| \$200,000- \$249,999 | 7          | 14        | 39        | 72           | 85         | 60        |
| \$250,000- \$299,999 | 2          | 1         | 64        | 50           | 38         | 71        |
| \$300,000- \$349,999 | 2          | 3         | 14        | 14           | 7          | 16        |
| \$350,000- \$399,999 | 2          | --        | --        | 10           | 8          | 50        |
| \$400,000- \$449,999 | 1          | 1         | 4         | 5            | 6          | 160       |
| \$450,000- \$499,999 | 1          | --        | --        | 8            | 3          | 22        |
| \$500,000- \$549,999 | --         | --        | --        | 3            | 4          | 154       |
| \$550,000- \$599,999 | --         | --        | --        | 5            | 2          | 89        |
| \$600,000- \$699,999 | 1          | --        | --        | 1            | 1          | 172       |
| \$700,000- \$799,999 | --         | --        | --        | 1            | 1          | 49        |
| \$800,000- \$899,999 | --         | --        | --        | 1            | --         | --        |
| \$900,000- \$999,999 | --         | --        | --        | --           | --         | --        |
| \$1M - \$1.99M       | --         | --        | --        | 4            | --         | --        |
| \$2M - \$2.99M       | --         | --        | --        | --           | --         | --        |
| \$3M+                | --         | --        | --        | --           | --         | --        |
| <b>Totals</b>        | <b>29</b>  | <b>26</b> | <b>30</b> | <b>285</b>   | <b>238</b> | <b>55</b> |

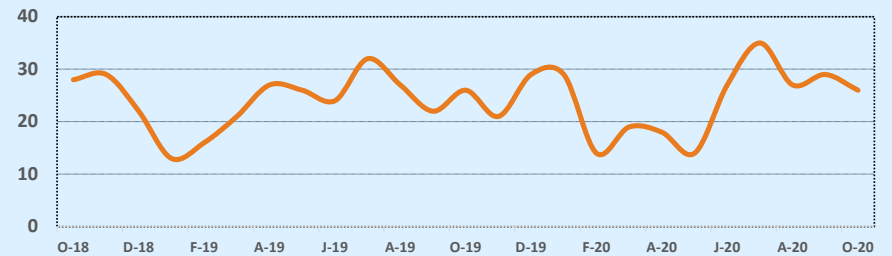
## Months of Inventory - Last Two Years



## Average & Median Sales Price - Last Two Years



## Number of Sales - Last Two Years



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# MLS Area UT

# Residential Statistics



# October 2020

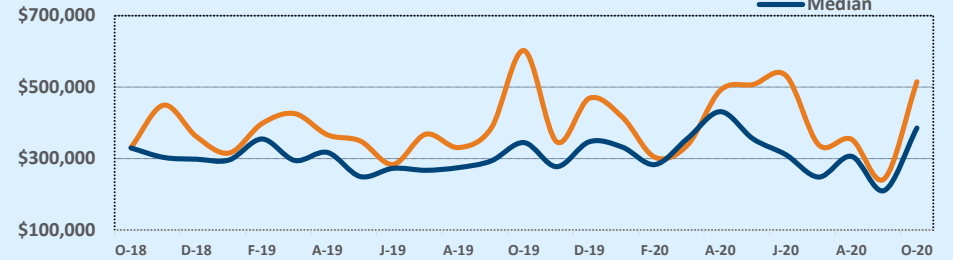
| Listings            | This Month  |             |               | Year-to-Date |              |               |
|---------------------|-------------|-------------|---------------|--------------|--------------|---------------|
|                     | Oct 2020    | Oct 2019    | Change        | 2020         | 2019         | Change        |
| Single Family Sales | 5           | 4           | +25.0%        | 33           | 36           | -8.3%         |
| Condo/TH Sales      | 10          | 7           | +42.9%        | 131          | 174          | -24.7%        |
| <b>Total Sales</b>  | <b>15</b>   | <b>11</b>   | <b>+36.4%</b> | <b>164</b>   | <b>210</b>   | <b>-21.9%</b> |
| New Homes Only      | --          | 1           | --            | 9            | 2            | +350.0%       |
| Resale Only         | 15          | 10          | +50.0%        | 155          | 208          | -25.5%        |
| Sales Volume        | \$7,728,775 | \$6,627,525 | +16.6%        | \$63,650,771 | \$77,335,327 | -17.7%        |
| New Listings        | 28          | 14          | +100.0%       | 290          | 297          | -2.4%         |
| Pending             | 18          | 16          | +12.5%        | 172          | 220          | -21.8%        |
| Withdrawn           | 6           | 2           | +200.0%       | 49           | 34           | +44.1%        |
| Expired             | 5           | 1           | +400.0%       | 34           | 22           | +54.5%        |
| Months of Inventory | 4.8         | 4.5         | +5.6%         | N/A          | N/A          | --            |

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | --         | --        | --        | 1            | 1          | 57        |
| \$150,000- \$199,999 | 3          | 2         | 143       | 38           | 23         | 44        |
| \$200,000- \$249,999 | --         | 2         | 5         | 42           | 29         | 53        |
| \$250,000- \$299,999 | 6          | 1         | 4         | 72           | 28         | 57        |
| \$300,000- \$349,999 | 5          | 2         | 45        | 26           | 23         | 83        |
| \$350,000- \$399,999 | 5          | 1         | 22        | 29           | 19         | 74        |
| \$400,000- \$449,999 | 1          | 1         | 11        | 16           | 5          | 149       |
| \$450,000- \$499,999 | 2          | --        | --        | 12           | 3          | 59        |
| \$500,000- \$549,999 | --         | --        | --        | 4            | 5          | 30        |
| \$550,000- \$599,999 | --         | 1         | 6         | 5            | 7          | 39        |
| \$600,000- \$699,999 | --         | --        | --        | 6            | 1          | 4         |
| \$700,000- \$799,999 | 1          | 1         | 45        | 13           | 5          | 24        |
| \$800,000- \$899,999 | --         | 2         | 60        | 7            | 7          | 51        |
| \$900,000- \$999,999 | 1          | --        | --        | 4            | 1          | 6         |
| \$1M - \$1.99M       | 4          | 2         | 37        | 12           | 7          | 33        |
| \$2M - \$2.99M       | --         | --        | --        | 3            | --         | --        |
| \$3M+                | --         | --        | --        | --           | --         | --        |
| <b>Totals</b>        | <b>28</b>  | <b>15</b> | <b>44</b> | <b>290</b>   | <b>164</b> | <b>58</b> |

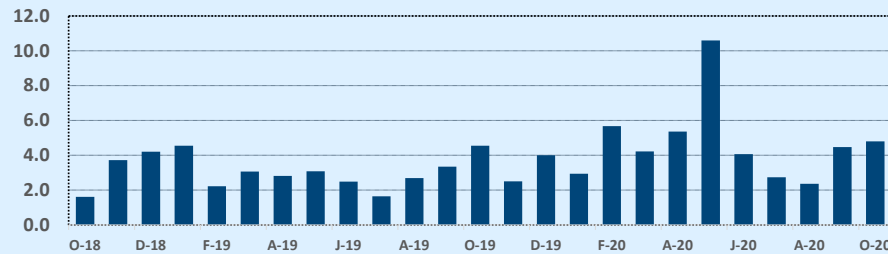
| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$532,720  | \$624,391 | -14.7% | \$399,119    | \$378,182 | +5.5%  |
| List Price/SqFt      | \$385      | \$364     | +5.9%  | \$383        | \$360     | +6.5%  |
| Sold Price           | \$515,252  | \$602,502 | -14.5% | \$388,114    | \$368,263 | +5.4%  |
| Sold Price/SqFt      | \$375      | \$356     | +5.3%  | \$375        | \$351     | +6.6%  |
| Sold Price / Orig LP | 95.3%      | 95.4%     | -0.0%  | 101.3%       | 96.7%     | +4.8%  |
| Days on Market       | 44         | 61        | -27.2% | 58           | 43        | +34.6% |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$399,999  | \$350,000 | +14.3% | \$304,000    | \$295,000 | +3.1%  |
| List Price/SqFt      | \$356      | \$355     | +0.1%  | \$369        | \$355     | +3.9%  |
| Sold Price           | \$385,775  | \$345,000 | +11.8% | \$300,000    | \$290,000 | +3.4%  |
| Sold Price/SqFt      | \$361      | \$350     | +3.0%  | \$364        | \$348     | +4.9%  |
| Sold Price / Orig LP | 95.0%      | 96.0%     | -1.0%  | 97.0%        | 98.0%     | -1.0%  |
| Days on Market       | 22         | 50        | -56.0% | 27           | 20        | +35.0% |

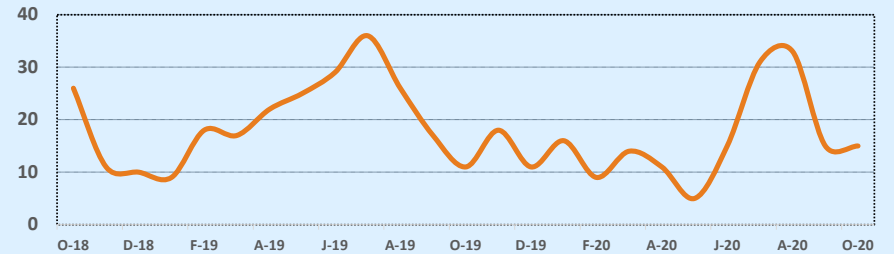
Average & Median Sales Price - Last Two Years



Months of Inventory - Last Two Years



Number of Sales - Last Two Years



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# MLS Area W

# Residential Statistics

# Independence Title

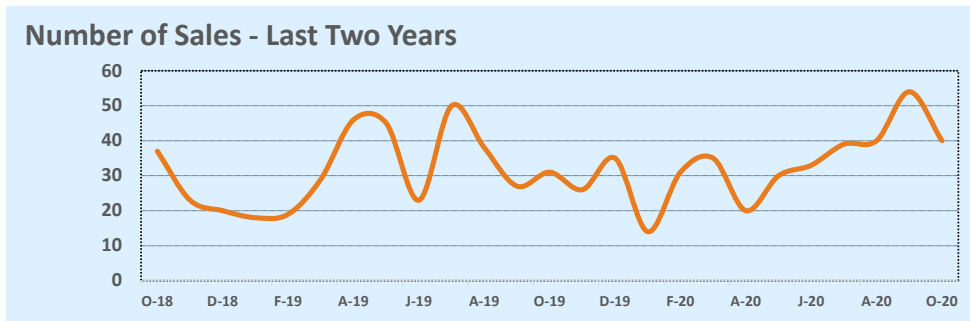
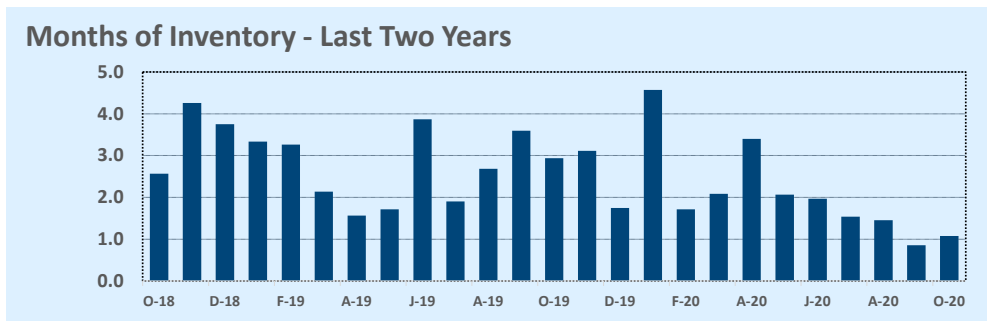
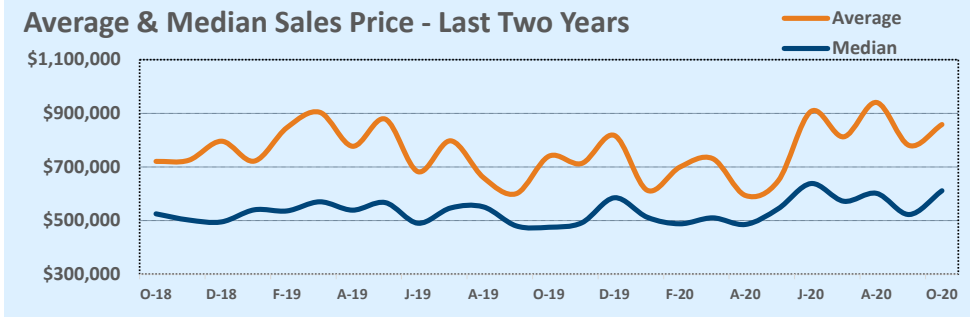
# October 2020

| Listings            | This Month   |              |               | Year-to-Date  |               |              |
|---------------------|--------------|--------------|---------------|---------------|---------------|--------------|
|                     | Oct 2020     | Oct 2019     | Change        | 2020          | 2019          | Change       |
| Single Family Sales | 44           | 34           | +29.4%        | 351           | 346           | +1.4%        |
| Condo/TH Sales      | 7            | 3            | +133.3%       | 50            | 41            | +22.0%       |
| <b>Total Sales</b>  | <b>51</b>    | <b>37</b>    | <b>+37.8%</b> | <b>401</b>    | <b>387</b>    | <b>+3.6%</b> |
| New Homes Only      | 1            | 1            | --            | 12            | 15            | -20.0%       |
| Resale Only         | 50           | 36           | +38.9%        | 389           | 372           | +4.6%        |
| Sales Volume        | \$36,962,865 | \$24,008,959 | +54.0%        | \$284,417,466 | \$265,997,731 | +6.9%        |
| New Listings        | 42           | 47           | -10.6%        | 504           | 535           | -5.8%        |
| Pending             | 42           | 35           | +20.0%        | 455           | 408           | +11.5%       |
| Withdrawn           | 2            | 5            | -60.0%        | 51            | 61            | -16.4%       |
| Expired             | --           | 4            | --            | 29            | 40            | -27.5%       |
| Months of Inventory | 1.1          | 2.9          | -63.4%        | N/A           | N/A           | --           |

| Price Range          | This Month |           |           | Year-to-Date |            |           |
|----------------------|------------|-----------|-----------|--------------|------------|-----------|
|                      | New        | Sales     | DOM       | New          | Sales      | DOM       |
| \$149,999 or under   | --         | --        | --        | 10           | 8          | 125       |
| \$150,000- \$199,999 | --         | 2         | 50        | 4            | 5          | 24        |
| \$200,000- \$249,999 | --         | --        | --        | 2            | 2          | 68        |
| \$250,000- \$299,999 | 2          | 4         | 8         | 15           | 14         | 27        |
| \$300,000- \$349,999 | --         | --        | --        | 21           | 18         | 12        |
| \$350,000- \$399,999 | 1          | 5         | 11        | 38           | 36         | 27        |
| \$400,000- \$449,999 | 1          | 2         | 11        | 24           | 24         | 24        |
| \$450,000- \$499,999 | 3          | 2         | 4         | 31           | 33         | 74        |
| \$500,000- \$549,999 | 3          | 2         | 3         | 31           | 29         | 18        |
| \$550,000- \$599,999 | 2          | 3         | 3         | 37           | 26         | 14        |
| \$600,000- \$699,999 | 4          | 5         | 15        | 54           | 37         | 15        |
| \$700,000- \$799,999 | 4          | 4         | 5         | 35           | 21         | 10        |
| \$800,000- \$899,999 | 1          | 1         | 4         | 18           | 13         | 33        |
| \$900,000- \$999,999 | 1          | 1         | 133       | 9            | 2          | 71        |
| \$1M - \$1.99M       | 6          | 4         | 64        | 58           | 44         | 69        |
| \$2M - \$2.99M       | 2          | 4         | 249       | 16           | 14         | 119       |
| \$3M+                | 1          | 1         | 50        | 22           | 10         | 113       |
| <b>Totals</b>        | <b>31</b>  | <b>40</b> | <b>46</b> | <b>425</b>   | <b>336</b> | <b>46</b> |

| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$738,131  | \$667,047 | +10.7% | \$724,553    | \$705,479 | +2.7%  |
| List Price/SqFt      | \$251      | \$243     | +3.2%  | \$245        | \$234     | +4.8%  |
| Sold Price           | \$724,762  | \$648,891 | +11.7% | \$709,270    | \$687,333 | +3.2%  |
| Sold Price/SqFt      | \$247      | \$239     | +3.2%  | \$241        | \$229     | +5.3%  |
| Sold Price / Orig LP | 96.7%      | 96.6%     | +0.2%  | 98.0%        | 369.3%    | -73.4% |
| Days on Market       | 46         | 44        | +4.4%  | 46           | 47        | -3.1%  |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$604,000  | \$469,900 | +28.5% | \$547,950    | \$530,000 | +3.4%  |
| List Price/SqFt      | \$246      | \$246     | +0.0%  | \$240        | \$228     | +5.5%  |
| Sold Price           | \$611,183  | \$475,000 | +28.7% | \$540,209    | \$535,450 | +0.9%  |
| Sold Price/SqFt      | \$252      | \$240     | +4.9%  | \$240        | \$225     | +6.5%  |
| Sold Price / Orig LP | 100.0%     | 97.0%     | +3.1%  | 100.0%       | 98.0%     | +2.0%  |
| Days on Market       | 8          | 28        | -71.4% | 10           | 17        | -41.2% |



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## MLS Area WE

## Residential Statistics

## Independence Title

## October 2020

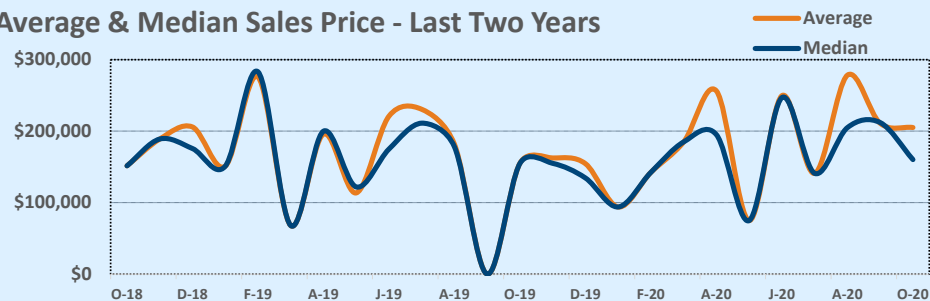
| Listings            | This Month |           |           | Year-to-Date |             |              |
|---------------------|------------|-----------|-----------|--------------|-------------|--------------|
|                     | Oct 2020   | Oct 2019  | Change    | 2020         | 2019        | Change       |
| Single Family Sales | 4          | 4         | --        | 28           | 26          | +7.7%        |
| Condo/TH Sales      | --         | --        | --        | --           | --          | --           |
| <b>Total Sales</b>  | <b>4</b>   | <b>4</b>  | <b>--</b> | <b>28</b>    | <b>26</b>   | <b>+7.7%</b> |
| New Homes Only      | --         | --        | --        | --           | 1           | --           |
| Resale Only         | 4          | 4         | --        | 28           | 25          | +12.0%       |
| Sales Volume        | \$820,500  | \$621,000 | +32.1%    | \$5,800,500  | \$4,907,400 | +18.2%       |
| New Listings        | 4          | 6         | -33.3%    | 30           | 49          | -38.8%       |
| Pending             | 1          | 2         | -50.0%    | 28           | 25          | +12.0%       |
| Withdrawn           | --         | 1         | --        | 5            | 9           | -44.4%       |
| Expired             | --         | --        | --        | 6            | 6           | --           |
| Months of Inventory | 1.3        | 4.0       | -68.8%    | N/A          | N/A         | --           |

| Price Range          | This Month |          |            | Year-to-Date |           |           |
|----------------------|------------|----------|------------|--------------|-----------|-----------|
|                      | New        | Sales    | DOM        | New          | Sales     | DOM       |
| \$149,999 or under   | 1          | --       | --         | 9            | 8         | 71        |
| \$150,000- \$199,999 | 1          | 3        | 139        | 10           | 10        | 61        |
| \$200,000- \$249,999 | --         | --       | --         | 5            | 5         | 17        |
| \$250,000- \$299,999 | 1          | --       | --         | 2            | --        | --        |
| \$300,000- \$349,999 | --         | --       | --         | --           | --        | --        |
| \$350,000- \$399,999 | --         | 1        | 32         | 2            | 3         | 80        |
| \$400,000- \$449,999 | --         | --       | --         | --           | --        | --        |
| \$450,000- \$499,999 | --         | --       | --         | --           | --        | --        |
| \$500,000- \$549,999 | 1          | --       | --         | 1            | 2         | 112       |
| \$550,000- \$599,999 | --         | --       | --         | 1            | --        | --        |
| \$600,000- \$699,999 | --         | --       | --         | --           | --        | --        |
| \$700,000- \$799,999 | --         | --       | --         | --           | --        | --        |
| \$800,000- \$899,999 | --         | --       | --         | --           | --        | --        |
| \$900,000- \$999,999 | --         | --       | --         | --           | --        | --        |
| \$1M - \$1.99M       | --         | --       | --         | --           | --        | --        |
| \$2M - \$2.99M       | --         | --       | --         | --           | --        | --        |
| \$3M+                | --         | --       | --         | --           | --        | --        |
| <b>Totals</b>        | <b>4</b>   | <b>4</b> | <b>113</b> | <b>30</b>    | <b>28</b> | <b>62</b> |

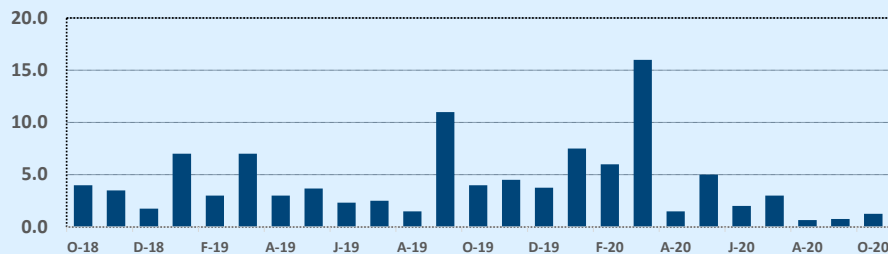
| Average              | This Month |           |         | Year-to-Date |           |        |
|----------------------|------------|-----------|---------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change  | 2020         | 2019      | Change |
| List Price           | \$207,375  | \$154,000 | +34.7%  | \$210,771    | \$192,769 | +9.3%  |
| List Price/SqFt      | \$149      | \$106     | +40.5%  | \$128        | \$115     | +11.2% |
| Sold Price           | \$205,125  | \$155,250 | +32.1%  | \$207,161    | \$188,746 | +9.8%  |
| Sold Price/SqFt      | \$148      | \$107     | +38.3%  | \$125        | \$112     | +11.4% |
| Sold Price / Orig LP | 97.5%      | 101.8%    | -4.2%   | 94.9%        | 96.3%     | -1.5%  |
| Days on Market       | 113        | 14        | +703.6% | 62           | 35        | +78.2% |

| Median               | This Month |           |         | Year-to-Date |           |        |
|----------------------|------------|-----------|---------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change  | 2020         | 2019      | Change |
| List Price           | \$164,750  | \$152,500 | +8.0%   | \$189,150    | \$164,000 | +15.3% |
| List Price/SqFt      | \$146      | \$103     | +41.8%  | \$115        | \$102     | +12.2% |
| Sold Price           | \$160,250  | \$155,000 | +3.4%   | \$182,500    | \$162,500 | +12.3% |
| Sold Price/SqFt      | \$146      | \$105     | +39.0%  | \$113        | \$102     | +10.7% |
| Sold Price / Orig LP | 97.5%      | 101.5%    | -3.9%   | 95.0%        | 98.0%     | -3.1%  |
| Days on Market       | 23         | 9         | +164.7% | 24           | 18        | +34.3% |

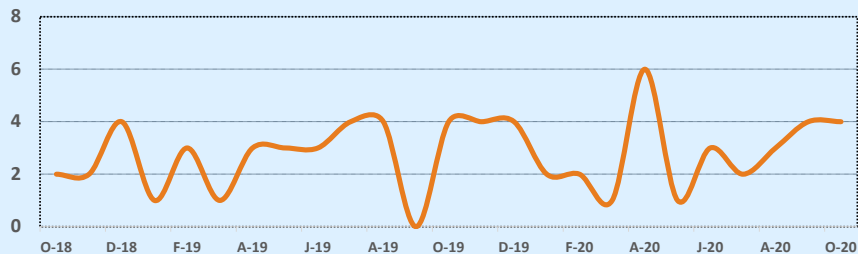
### Average & Median Sales Price - Last Two Years



### Months of Inventory - Last Two Years



### Number of Sales - Last Two Years



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# MLS Area WW

# Residential Statistics



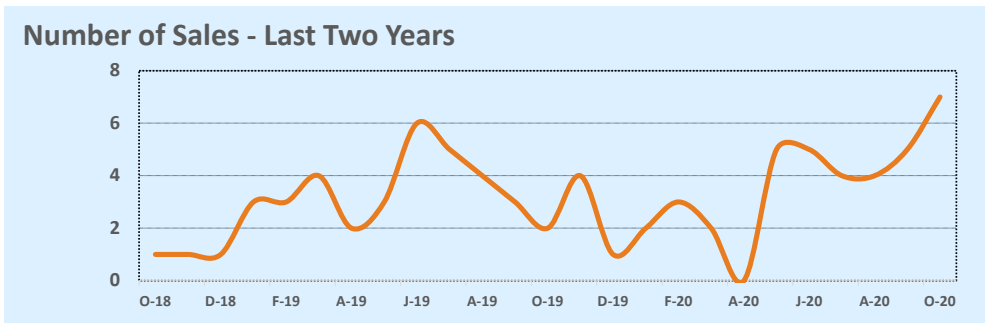
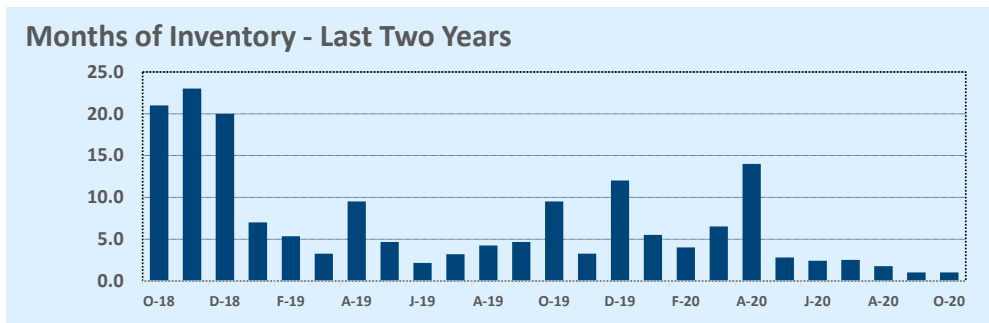
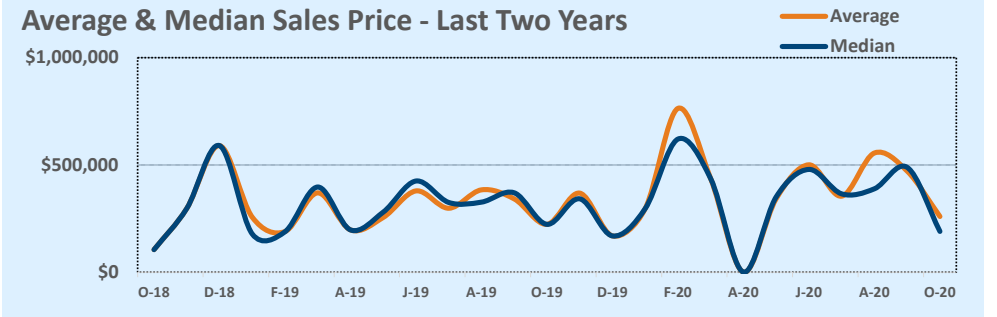
# October 2020

| Listings            | This Month  |           |                | Year-to-Date |              |              |
|---------------------|-------------|-----------|----------------|--------------|--------------|--------------|
|                     | Oct 2020    | Oct 2019  | Change         | 2020         | 2019         | Change       |
| Single Family Sales | 7           | 2         | +250.0%        | 37           | 35           | +5.7%        |
| Condo/TH Sales      | --          | --        | --             | --           | --           | --           |
| <b>Total Sales</b>  | <b>7</b>    | <b>2</b>  | <b>+250.0%</b> | <b>37</b>    | <b>35</b>    | <b>+5.7%</b> |
| New Homes Only      | --          | --        | --             | 3            | 1            | +200.0%      |
| Resale Only         | 7           | 2         | +250.0%        | 34           | 34           | --           |
| Sales Volume        | \$1,816,900 | \$446,000 | +307.4%        | \$15,784,726 | \$10,745,760 | +46.9%       |
| New Listings        | 7           | 7         | --             | 49           | 48           | +2.1%        |
| Pending             | 4           | 6         | -33.3%         | 44           | 36           | +22.2%       |
| Withdrawn           | --          | --        | --             | 4            | 6            | -33.3%       |
| Expired             | --          | --        | --             | 6            | 6            | --           |
| Months of Inventory | 1.0         | 9.5       | -89.5%         | N/A          | N/A          | --           |

| Price Range          | This Month |          |           | Year-to-Date |           |           |
|----------------------|------------|----------|-----------|--------------|-----------|-----------|
|                      | New        | Sales    | DOM       | New          | Sales     | DOM       |
| \$149,999 or under   | --         | 2        | 20        | 6            | 3         | 24        |
| \$150,000- \$199,999 | 1          | 2        | 19        | 5            | 5         | 17        |
| \$200,000- \$249,999 | --         | 1        | 46        | 7            | 4         | 32        |
| \$250,000- \$299,999 | 1          | --       | --        | 4            | 3         | 22        |
| \$300,000- \$349,999 | --         | --       | --        | 2            | 2         | 17        |
| \$350,000- \$399,999 | 1          | --       | --        | 2            | 4         | 117       |
| \$400,000- \$449,999 | --         | --       | --        | --           | --        | --        |
| \$450,000- \$499,999 | 1          | --       | --        | 7            | 5         | 42        |
| \$500,000- \$549,999 | 2          | 1        | 6         | 8            | 4         | 4         |
| \$550,000- \$599,999 | --         | 1        | 17        | 2            | 1         | 17        |
| \$600,000- \$699,999 | --         | --       | --        | 1            | 2         | 158       |
| \$700,000- \$799,999 | --         | --       | --        | 1            | --        | --        |
| \$800,000- \$899,999 | --         | --       | --        | 2            | 2         | 142       |
| \$900,000- \$999,999 | --         | --       | --        | 1            | --        | --        |
| \$1M - \$1.99M       | 1          | --       | --        | 1            | 2         | 506       |
| \$2M - \$2.99M       | --         | --       | --        | --           | --        | --        |
| \$3M+                | --         | --       | --        | --           | --        | --        |
| <b>Totals</b>        | <b>7</b>   | <b>7</b> | <b>21</b> | <b>49</b>    | <b>37</b> | <b>73</b> |

| Average              | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$275,671  | \$235,000 | +17.3% | \$446,717    | \$316,452 | +41.2% |
| List Price/SqFt      | \$169      | \$139     | +21.1% | \$186        | \$171     | +8.3%  |
| Sold Price           | \$259,557  | \$223,000 | +16.4% | \$426,614    | \$307,022 | +39.0% |
| Sold Price/SqFt      | \$158      | \$133     | +19.3% | \$179        | \$166     | +7.8%  |
| Sold Price / Orig LP | 92.6%      | 92.0%     | +0.6%  | 97.6%        | 93.8%     | +4.1%  |
| Days on Market       | 21         | 72        | -71.0% | 73           | 79        | -8.0%  |

| Median               | This Month |           |        | Year-to-Date |           |        |
|----------------------|------------|-----------|--------|--------------|-----------|--------|
|                      | Oct 2020   | Oct 2019  | Change | 2020         | 2019      | Change |
| List Price           | \$200,000  | \$235,000 | -14.9% | \$360,000    | \$289,000 | +24.6% |
| List Price/SqFt      | \$137      | \$139     | -2.0%  | \$168        | \$154     | +9.0%  |
| Sold Price           | \$190,000  | \$223,000 | -14.8% | \$351,000    | \$280,000 | +25.4% |
| Sold Price/SqFt      | \$121      | \$133     | -8.8%  | \$172        | \$148     | +16.1% |
| Sold Price / Orig LP | 93.0%      | 92.0%     | +1.1%  | 98.0%        | 96.0%     | +2.1%  |
| Days on Market       | 17         | 72        | -76.4% | 29           | 34        | -14.7% |



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