

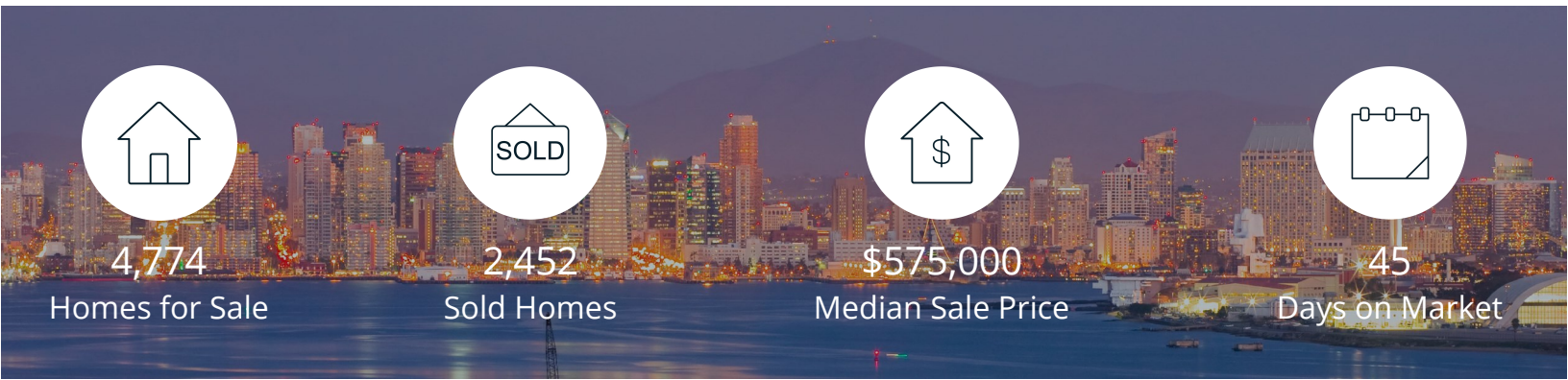
San Diego County

— MARKET UPDATE —



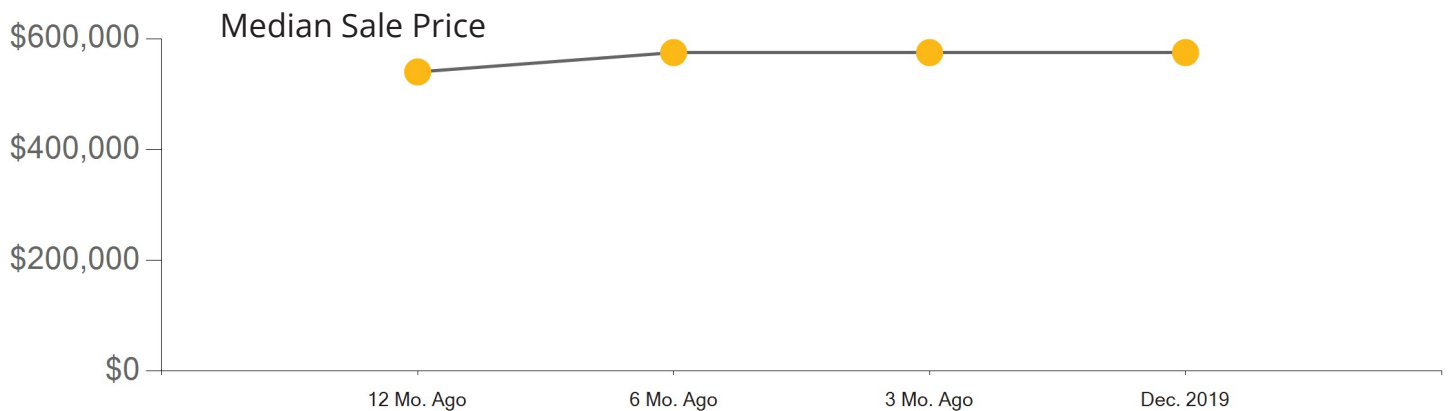
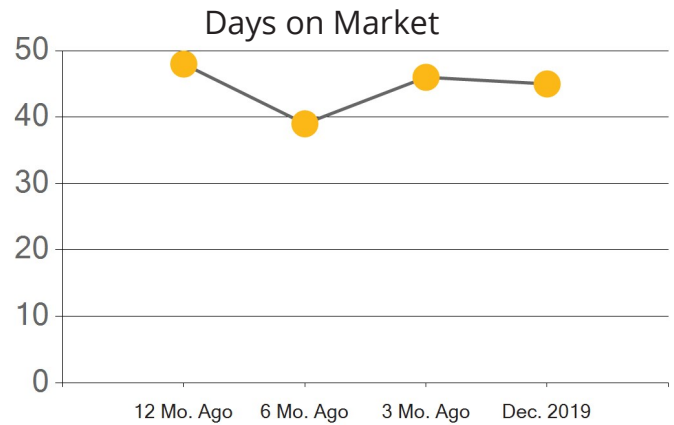
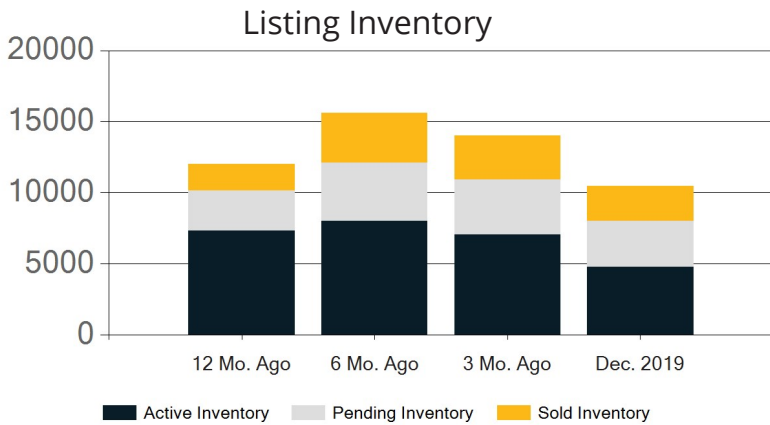
DECEMBER 2019

FIRST TEAM[®]
REAL ESTATE



 4,774 Homes for Sale	 2,452 Sold Homes	 \$575,000 Median Sale Price	 45 Days on Market
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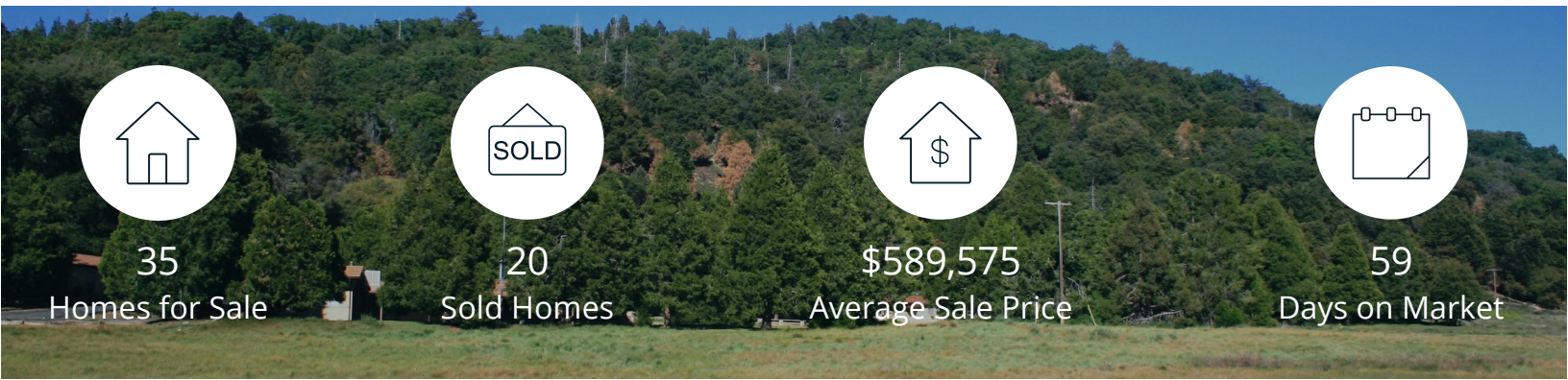
	Active	Pending	Sold	Median Sale Price	Days on Market
Dec. 2019	4,774	3,251	2,452	\$575,000	45
3 Mo. Ago	7,058	3,851	3,100	\$575,000	46
6 Mo. Ago	8,003	4,109	3,498	\$575,000	39
12 Mo. Ago	7,305	2,833	1,889	\$540,000	48



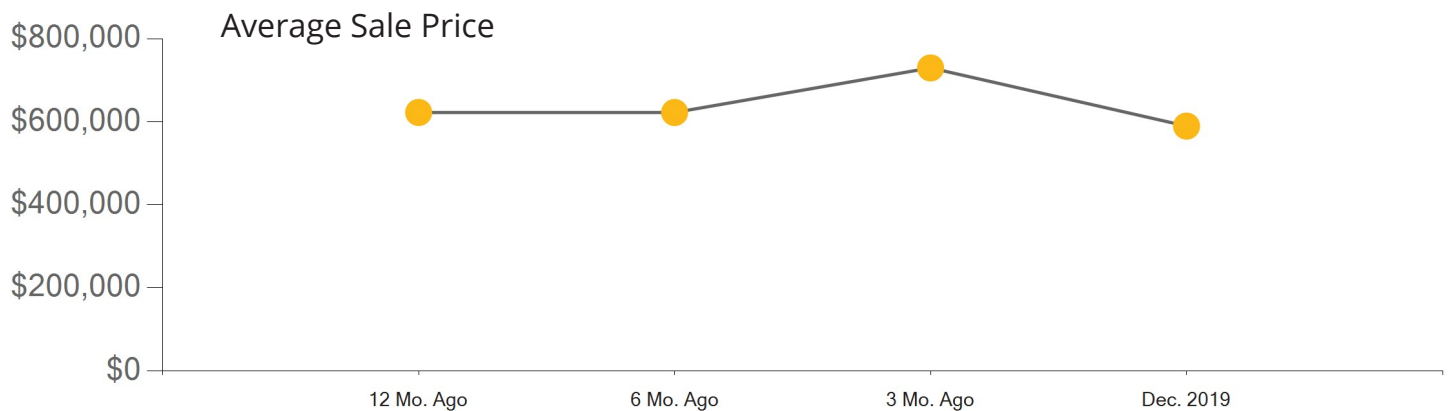
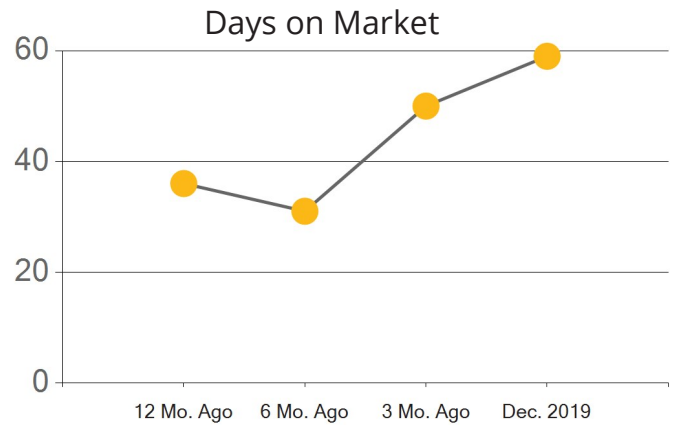
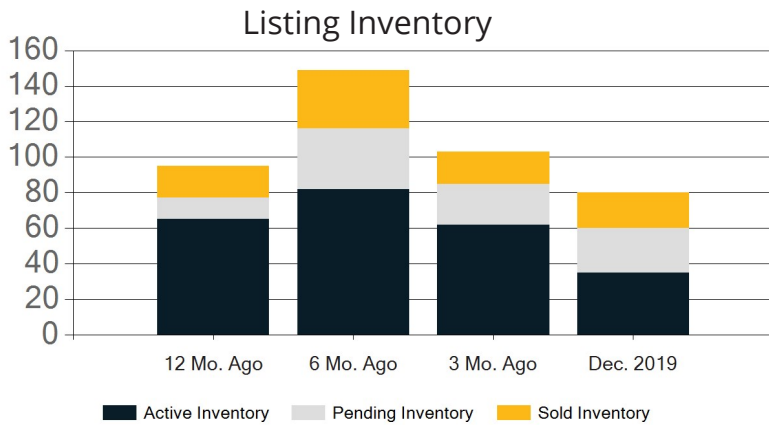
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Warner Springs



	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	35	25	20	\$589,575	59
3 Mo. Ago	62	23	18	\$729,717	50
6 Mo. Ago	82	34	33	\$622,338	31
12 Mo. Ago	65	12	18	\$622,411	36



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19

Homes for Sale



12

Sold Homes



\$711,000

Average Sale Price

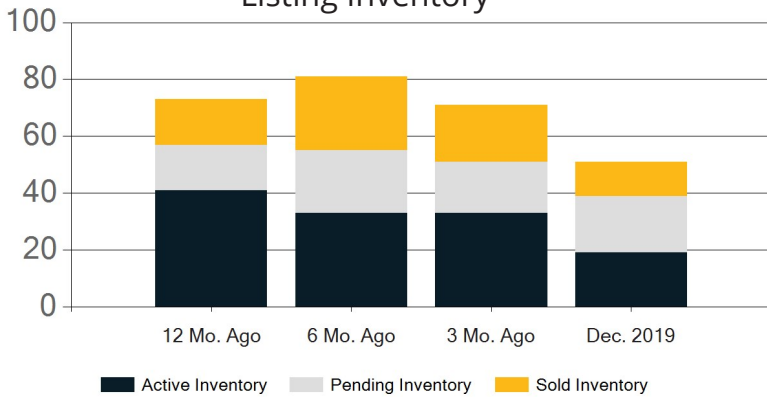


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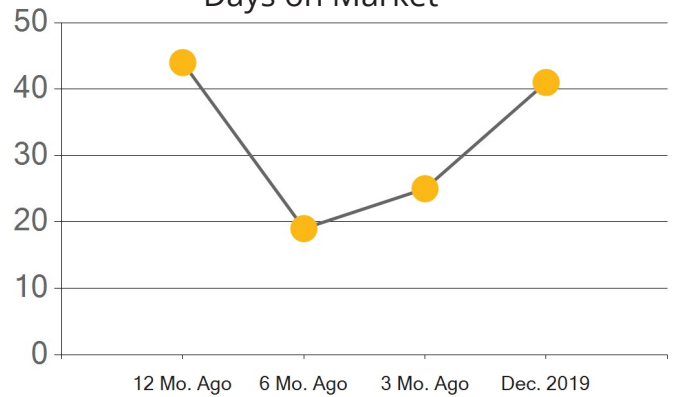
Days on Market

	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	19	20	12	\$711,000	41
3 Mo. Ago	33	18	20	\$686,445	25
6 Mo. Ago	33	22	26	\$672,515	19
12 Mo. Ago	41	16	16	\$633,531	44

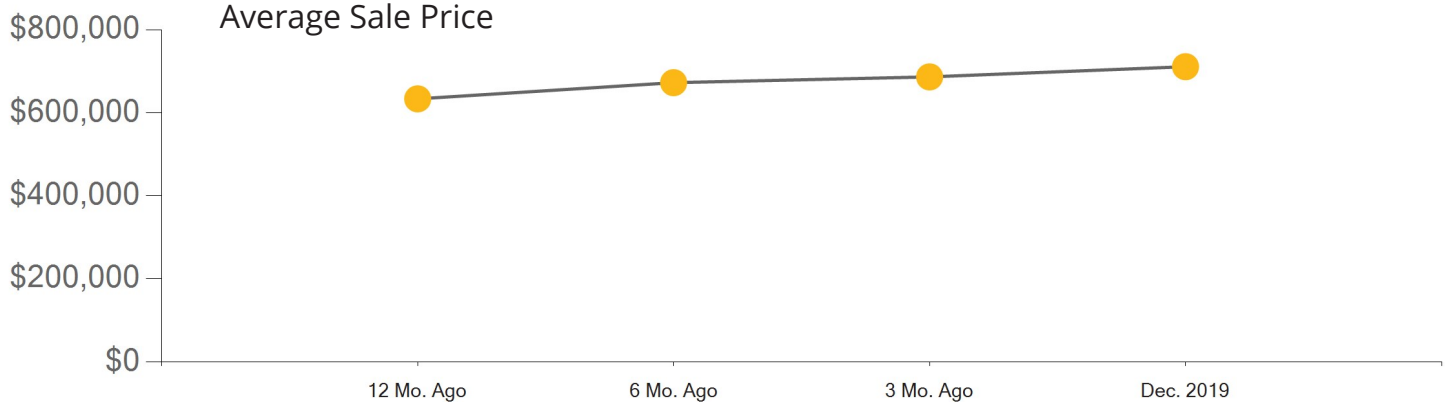
Listing Inventory



Days on Market



Average Sale Price



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31

Homes for Sale



5

Sold Homes



\$521,800

Average Sale Price

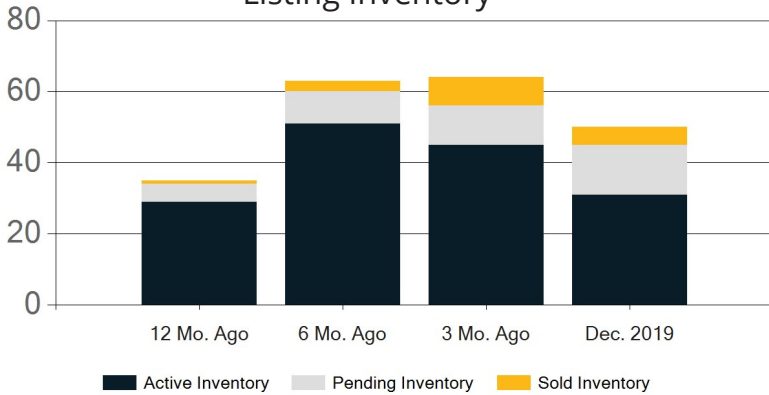


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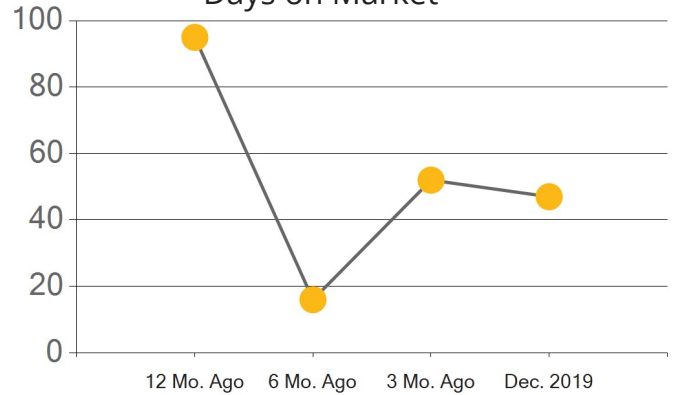
Days on Market

	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	31	14	5	\$521,800	47
3 Mo. Ago	45	11	8	\$621,250	52
6 Mo. Ago	51	9	3	\$720,000	16
12 Mo. Ago	29	5	1	\$365,000	95

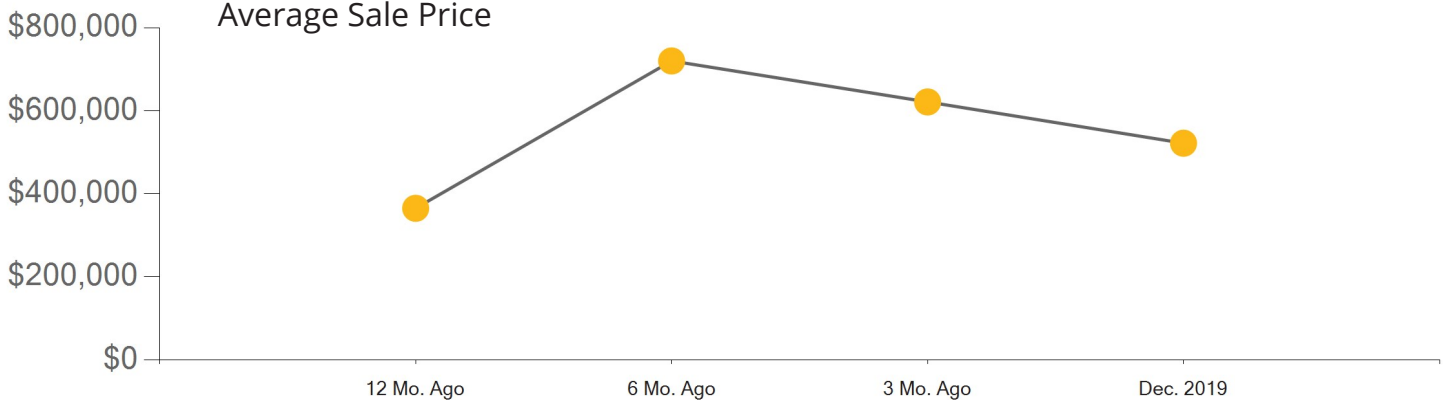
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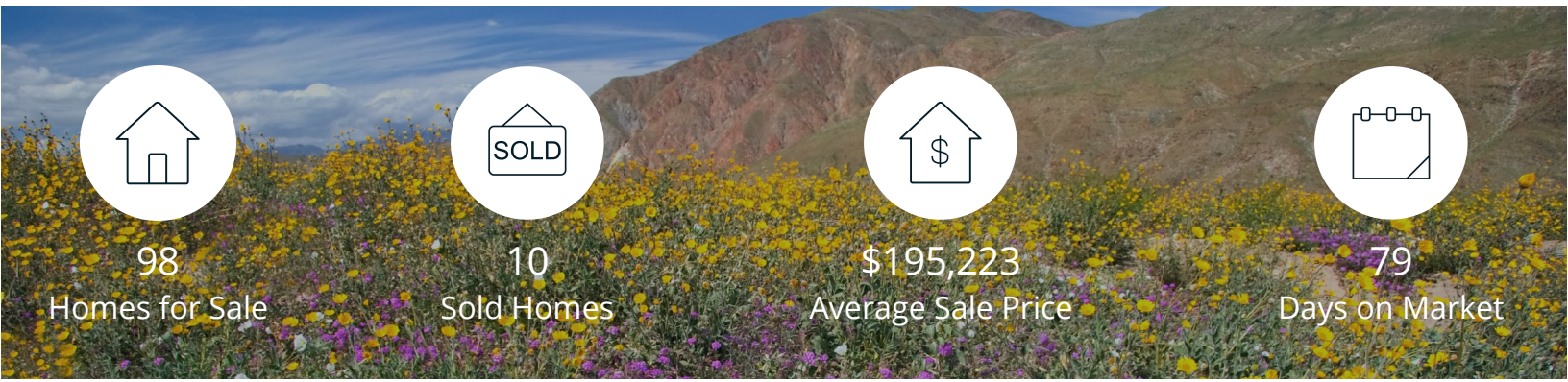
Days on Market



Average Sale Price



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98
Homes for Sale

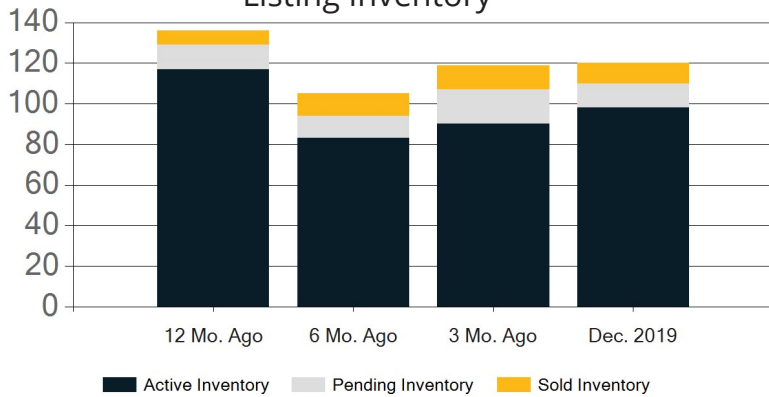
10
Sold Homes

\$195,223
Average Sale Price

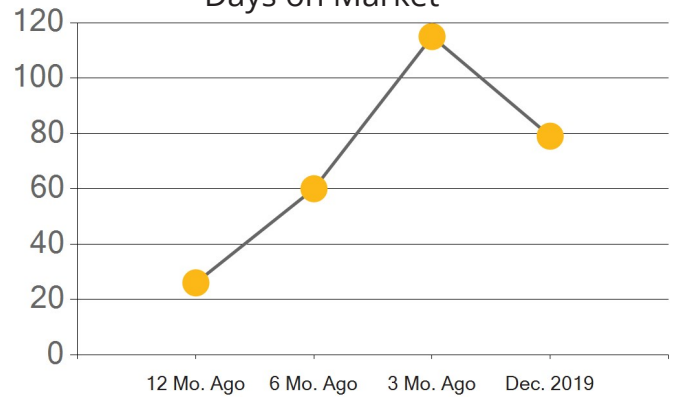
79
Days on Market

	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	98	12	10	\$195,223	79
3 Mo. Ago	90	17	12	\$206,367	115
6 Mo. Ago	83	11	11	\$136,318	60
12 Mo. Ago	117	12	7	\$92,879	26

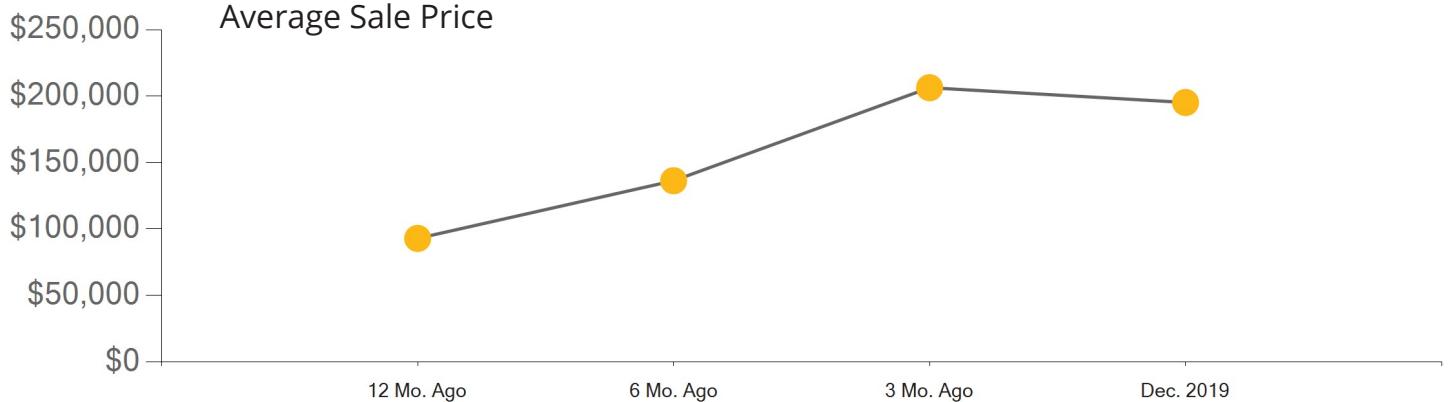
Listing Inventory



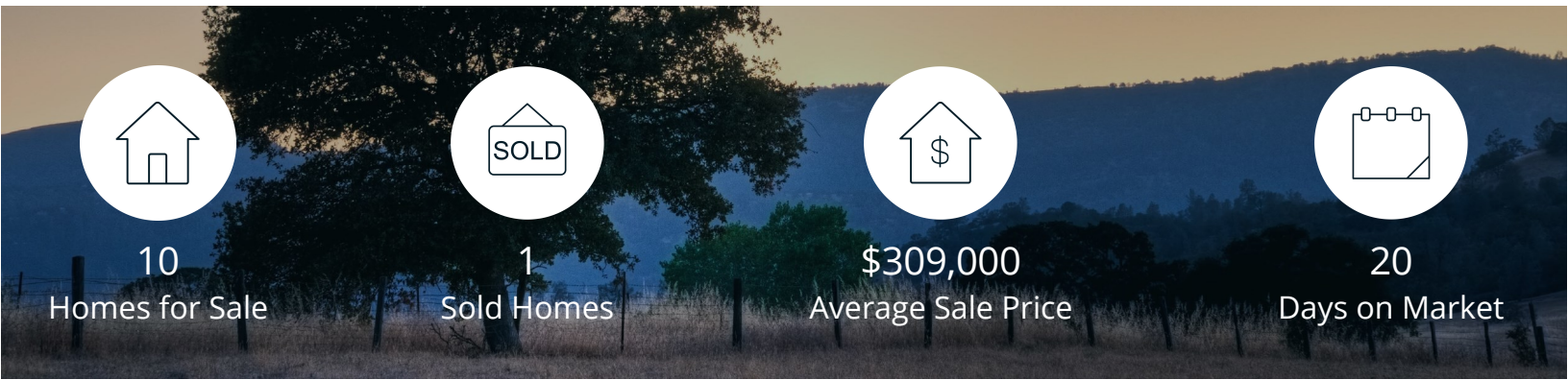
Days on Market



Average Sale Price



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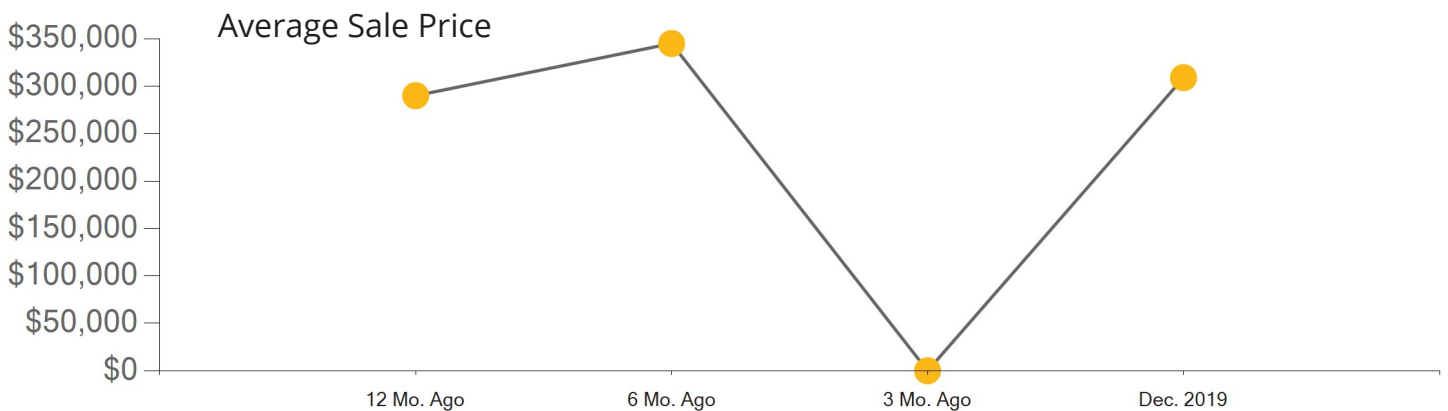
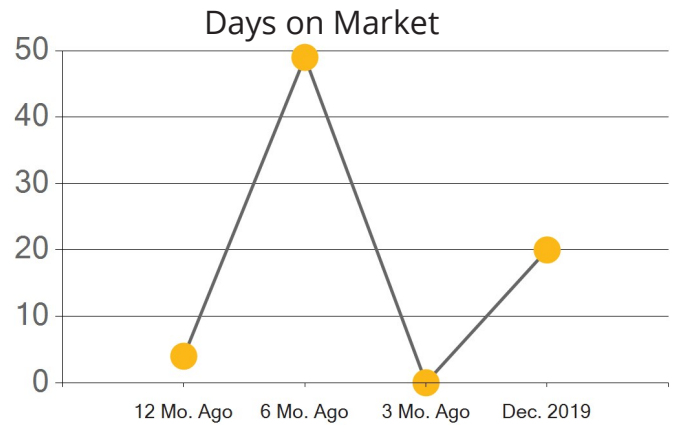
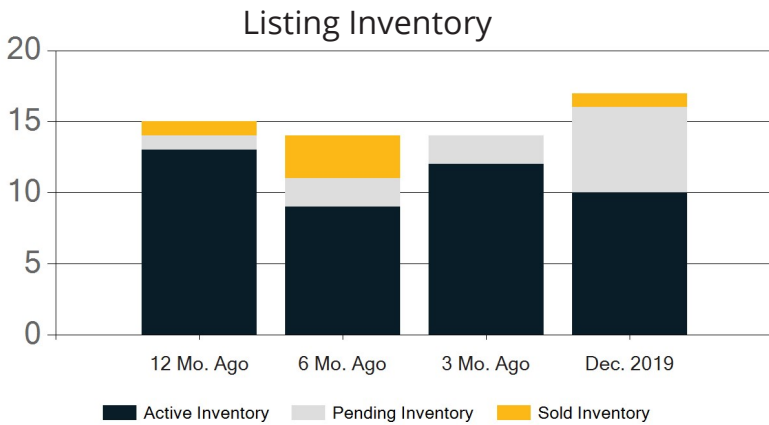
10
Homes for Sale

1
Sold Homes

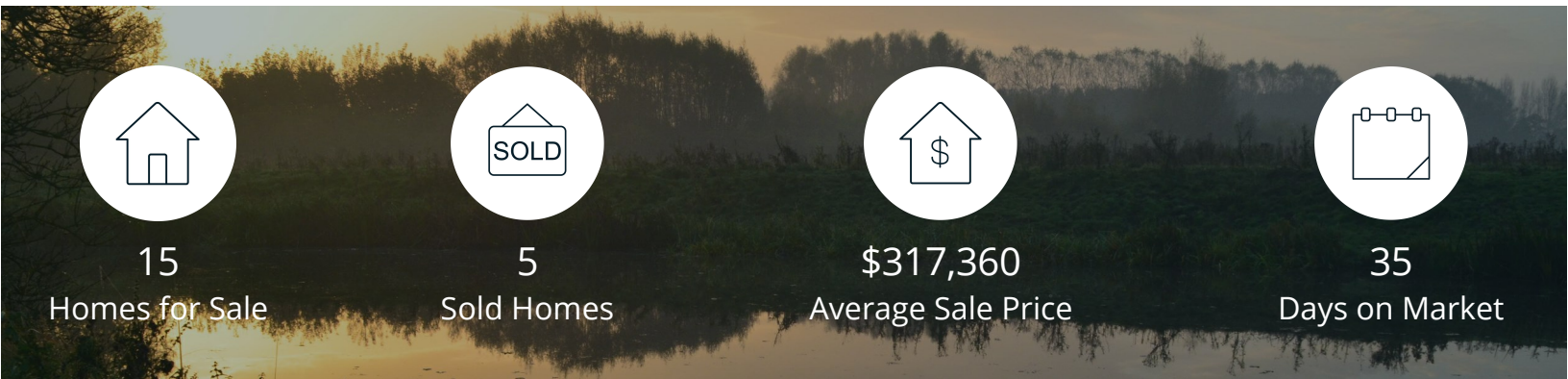
\$309,000
Average Sale Price

20
Days on Market

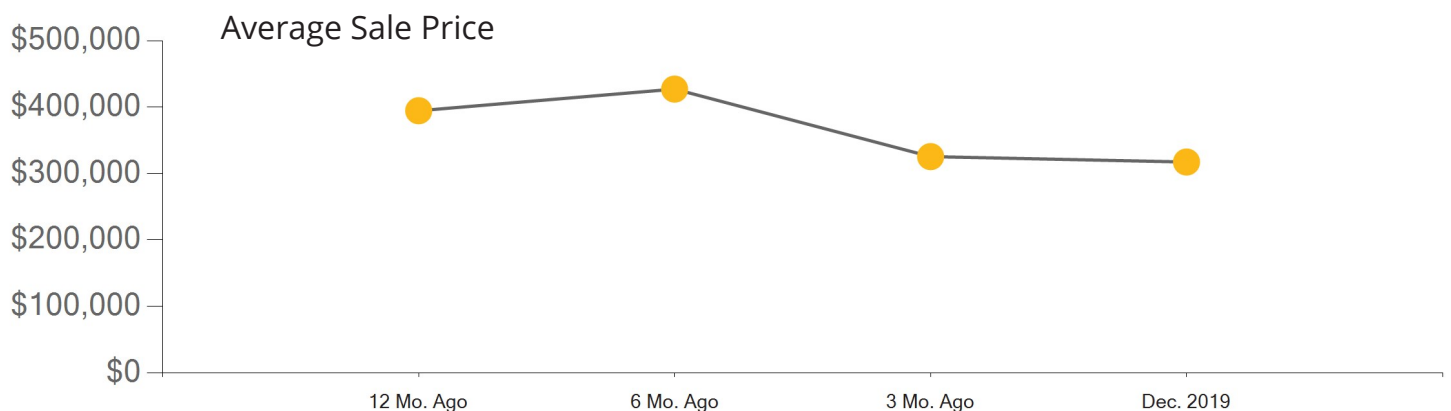
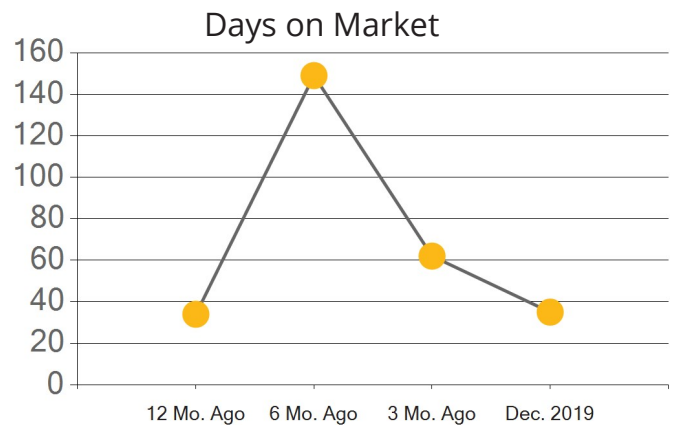
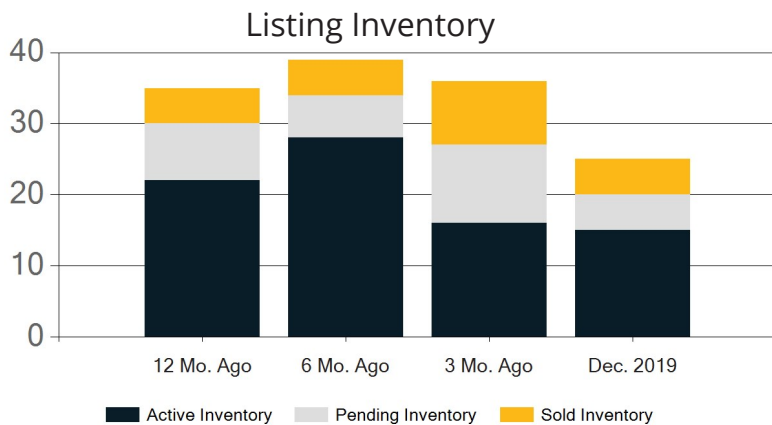
	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	10	6	1	\$309,000	20
3 Mo. Ago	12	2	0	\$0	0
6 Mo. Ago	9	2	3	\$345,000	49
12 Mo. Ago	13	1	1	\$290,000	4



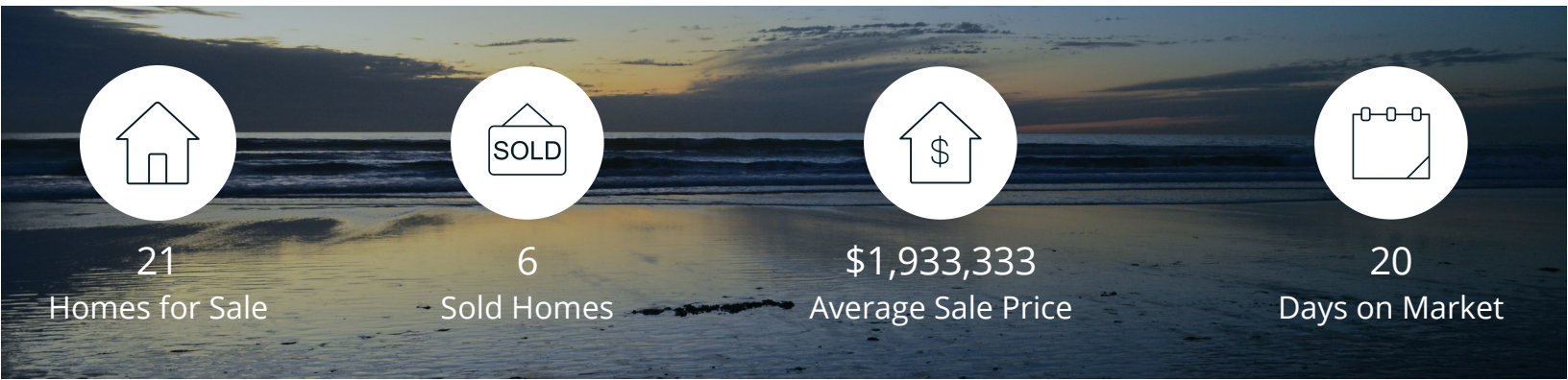
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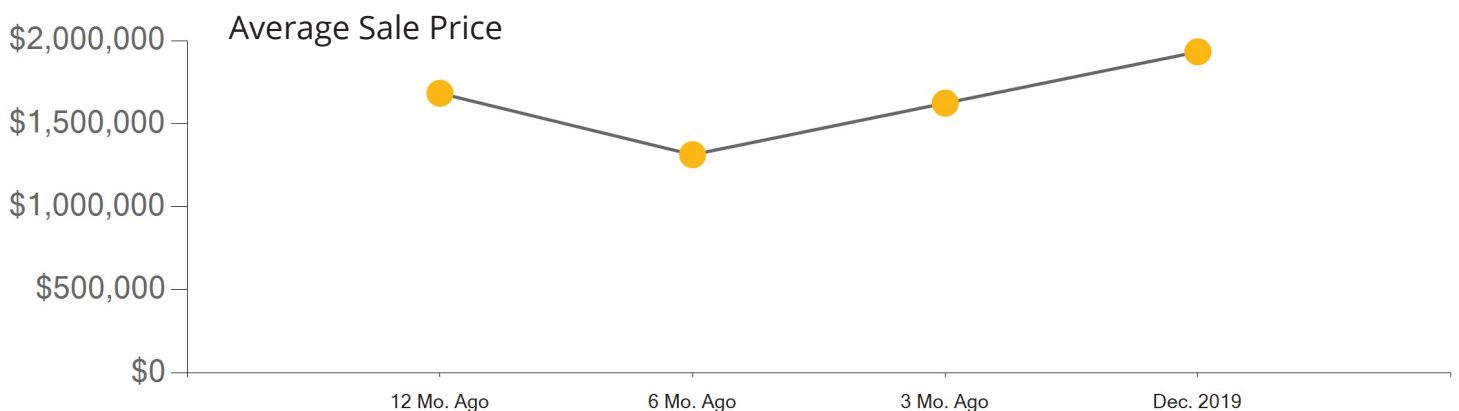
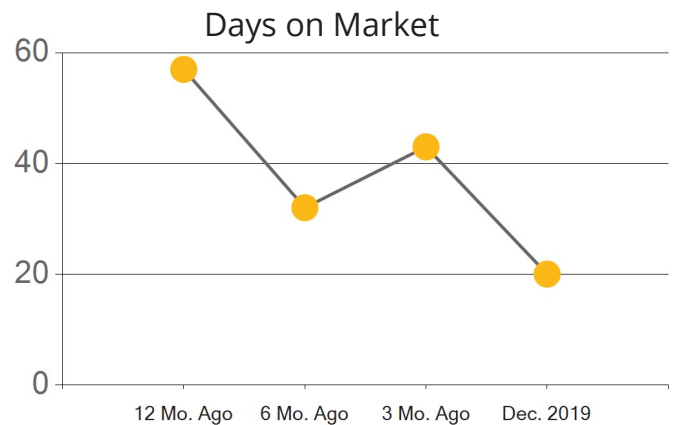
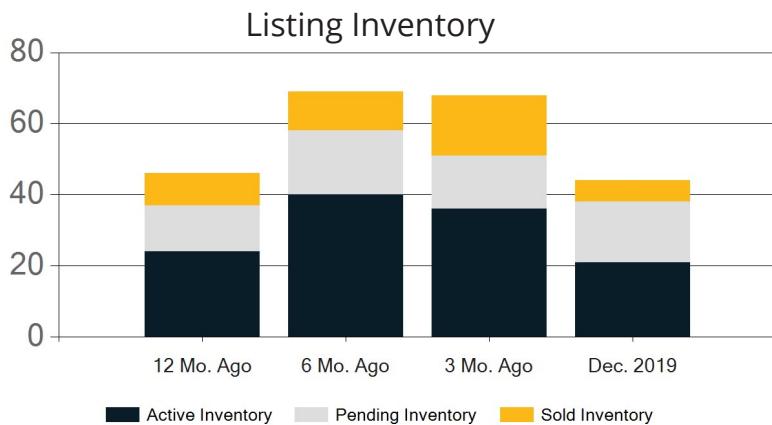
	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	15	5	5	\$317,360	35
3 Mo. Ago	16	11	9	\$325,511	62
6 Mo. Ago	28	6	5	\$427,200	149
12 Mo. Ago	22	8	5	\$394,600	34



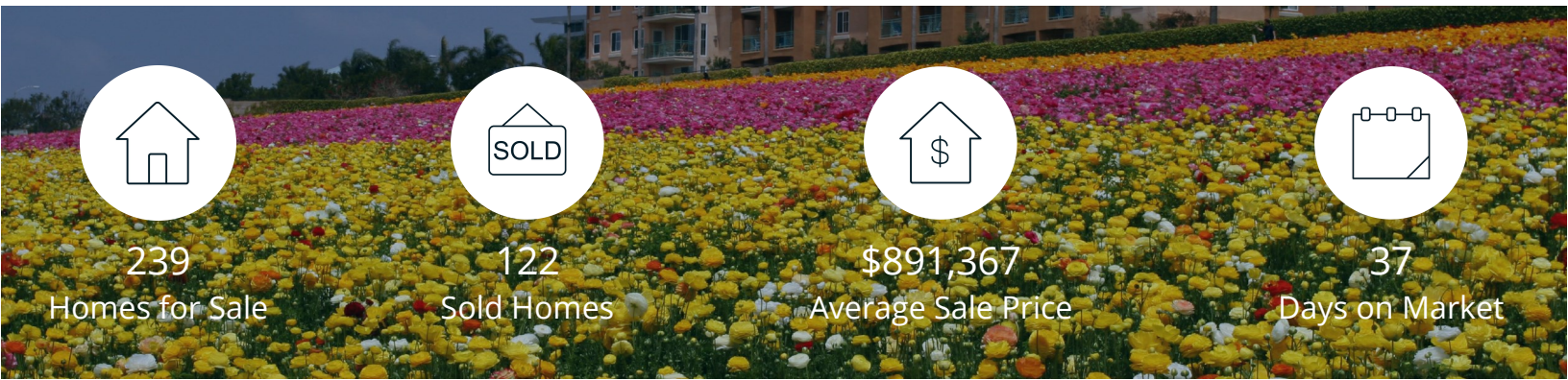
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	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	21	17	6	\$1,933,333	20
3 Mo. Ago	36	15	17	\$1,624,088	43
6 Mo. Ago	40	18	11	\$1,313,500	32
12 Mo. Ago	24	13	9	\$1,683,491	57



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Homes for Sale



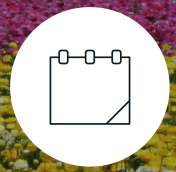
122

Sold Homes



\$891,367

Average Sale Price

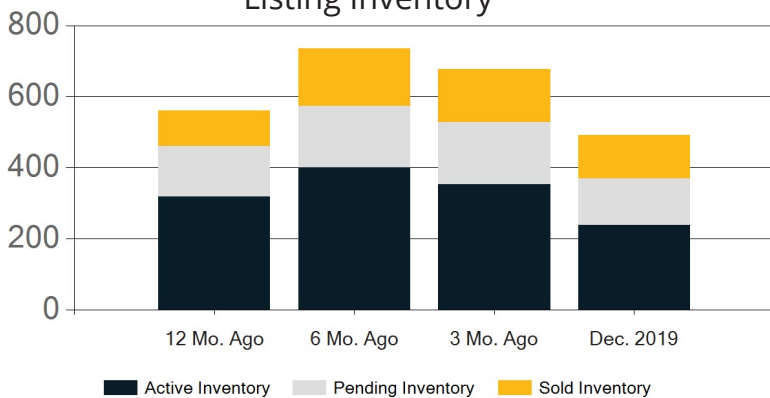


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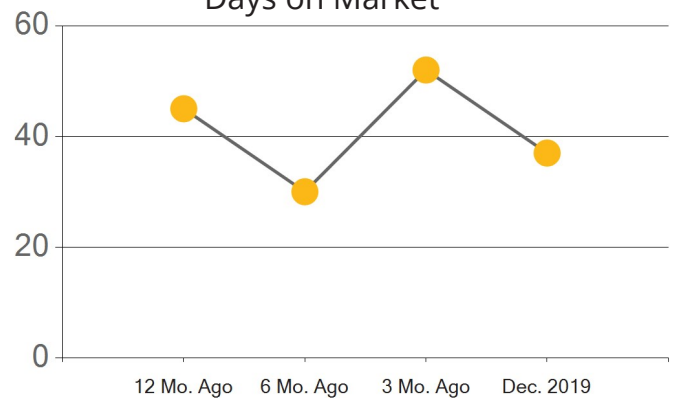
Days on Market

	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	239	130	122	\$891,367	37
3 Mo. Ago	353	175	150	\$874,566	52
6 Mo. Ago	401	173	162	\$882,708	30
12 Mo. Ago	318	143	100	\$863,455	45

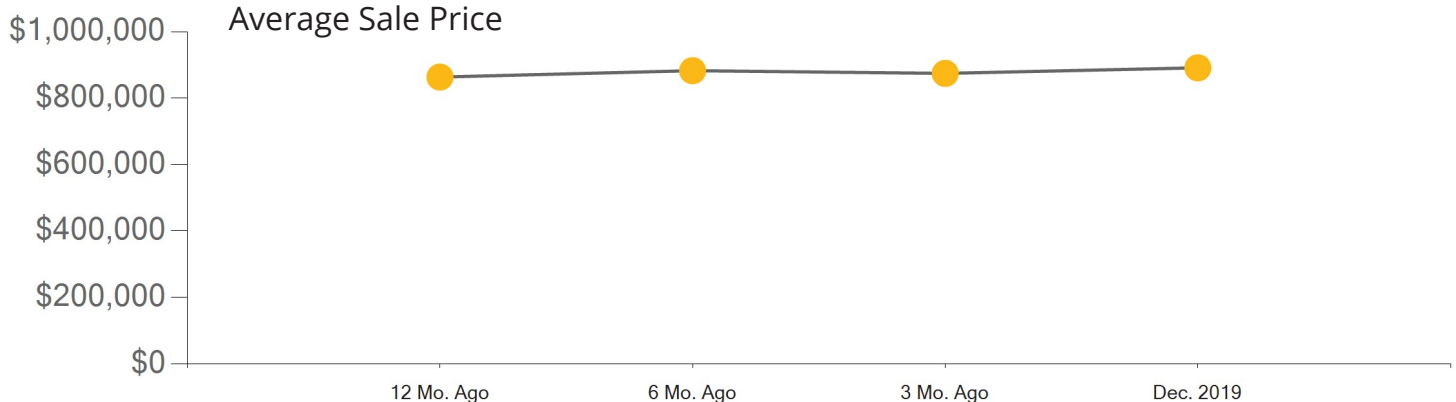
Listings Inventory



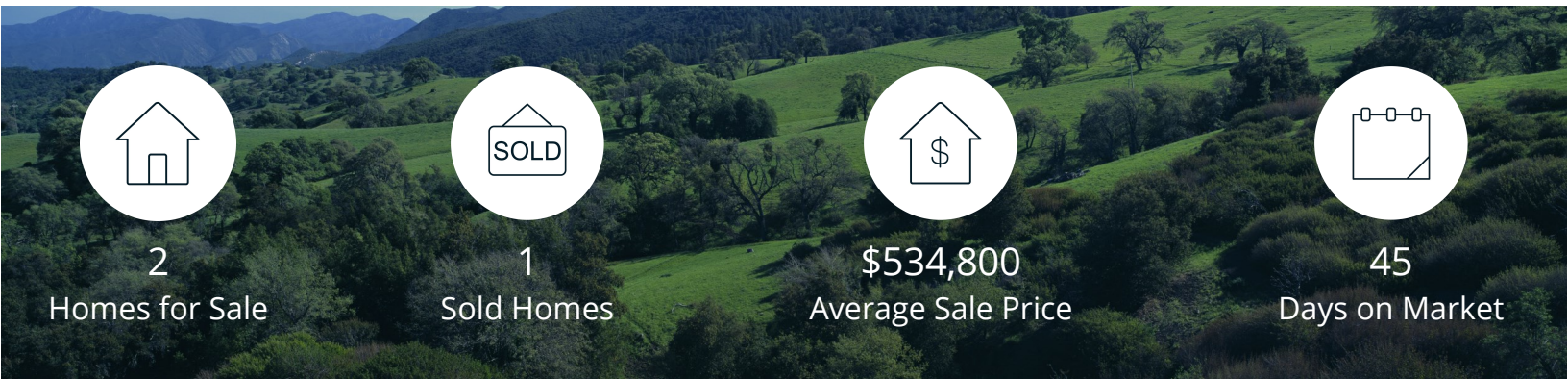
Days on Market



Average Sale Price



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2
Homes for Sale

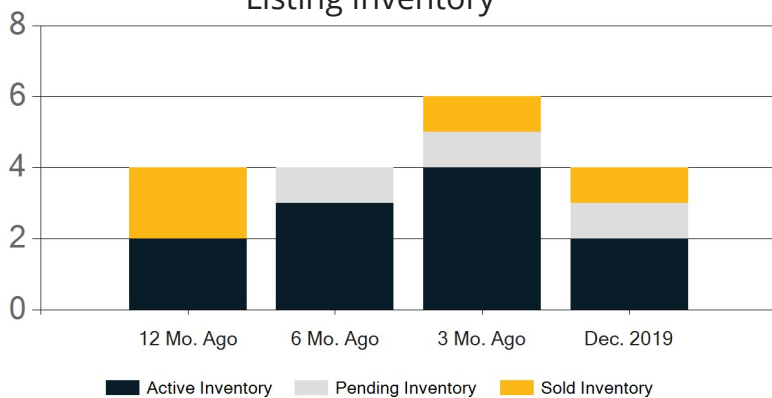
1
Sold Homes

\$534,800
Average Sale Price

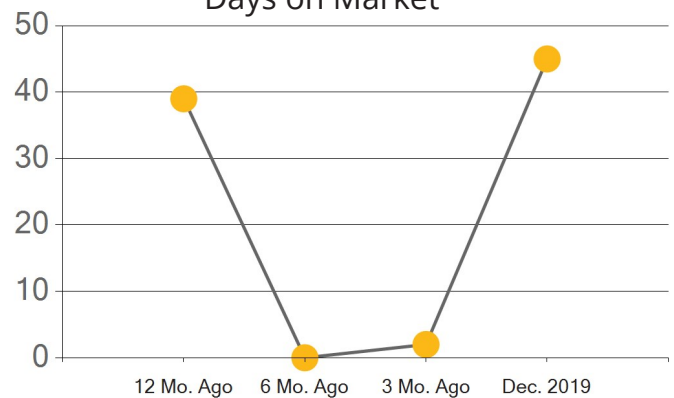
45
Days on Market

	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	2	1	1	\$534,800	45
3 Mo. Ago	4	1	1	\$1,475,597	2
6 Mo. Ago	3	1	0	\$0	0
12 Mo. Ago	2	0	2	\$562,500	39

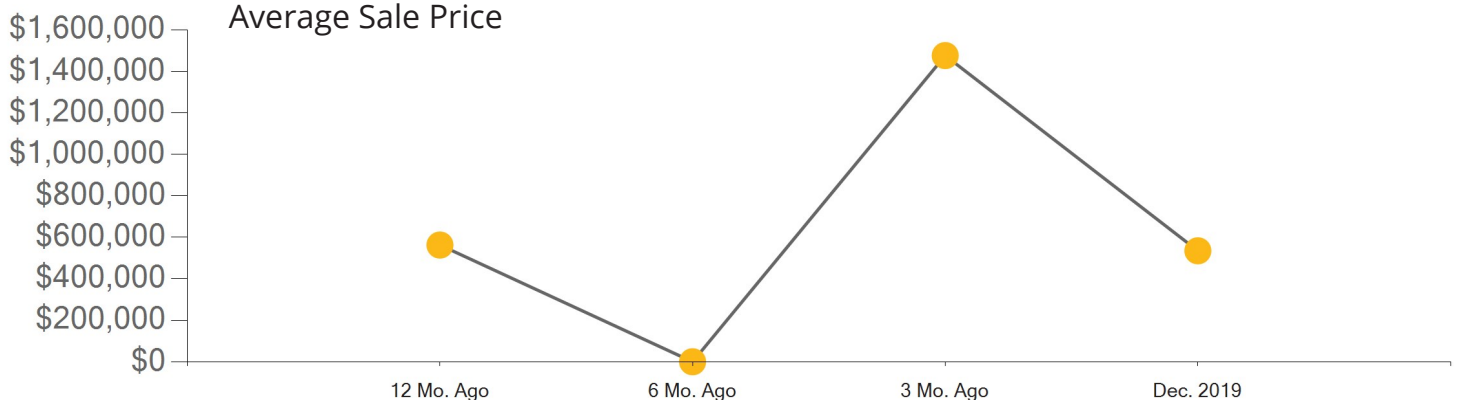
Listing Inventory



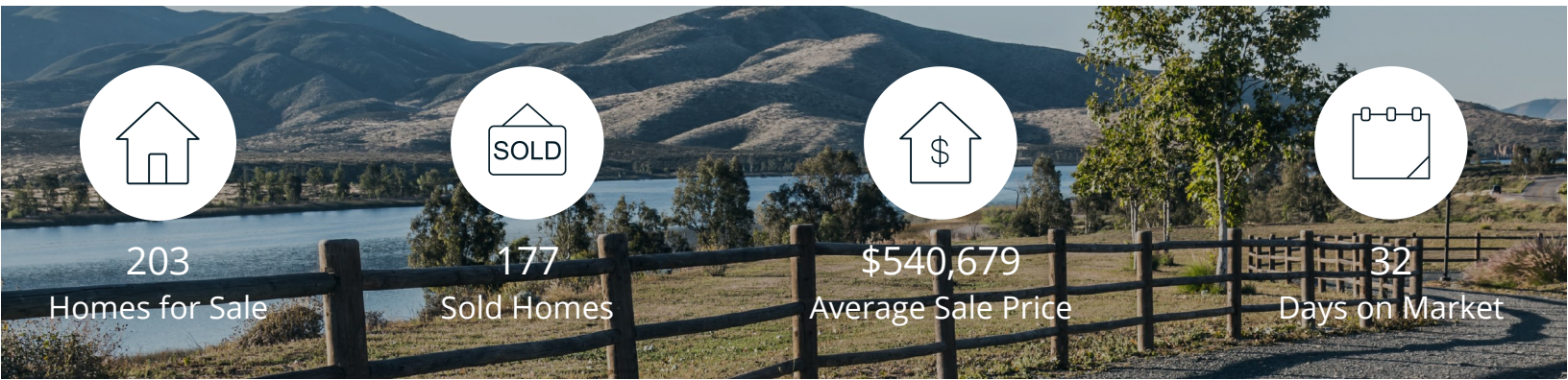
Days on Market



Average Sale Price



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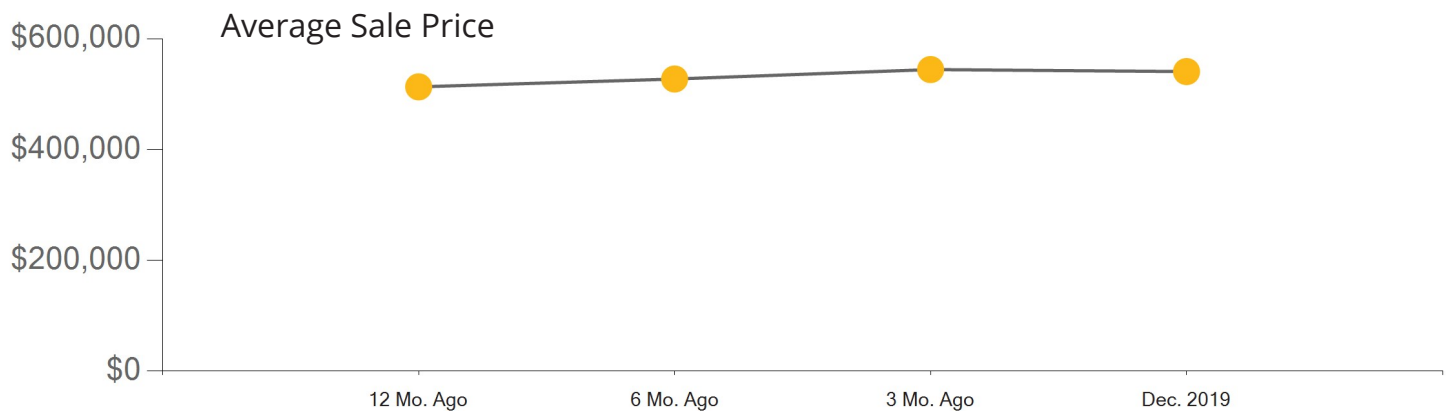
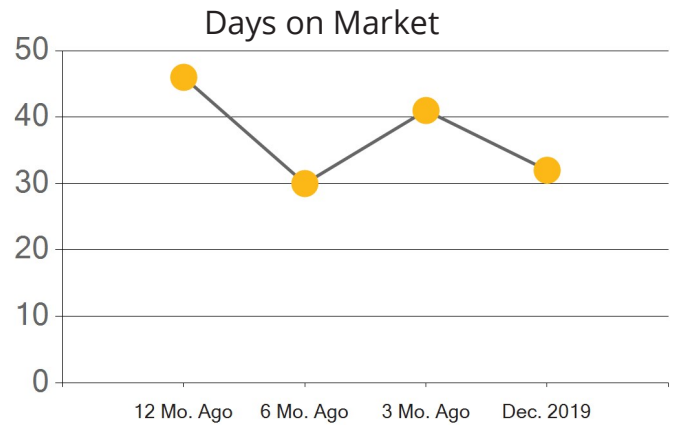
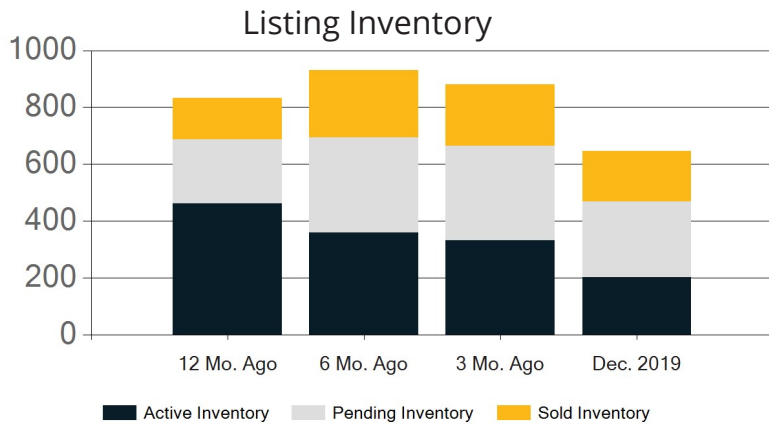
203
Homes for Sale

177
Sold Homes

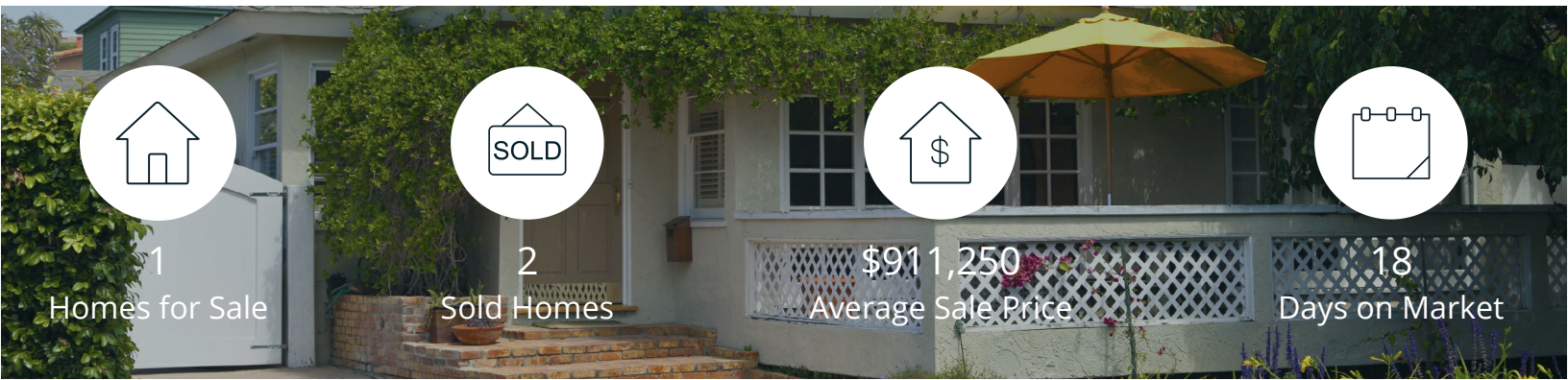
\$540,679
Average Sale Price

32
Days on Market

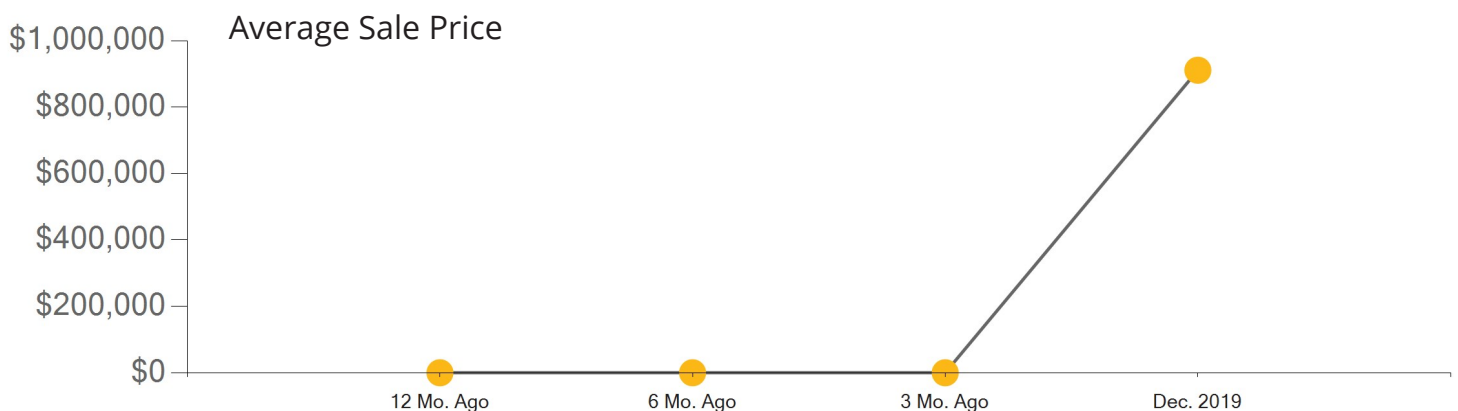
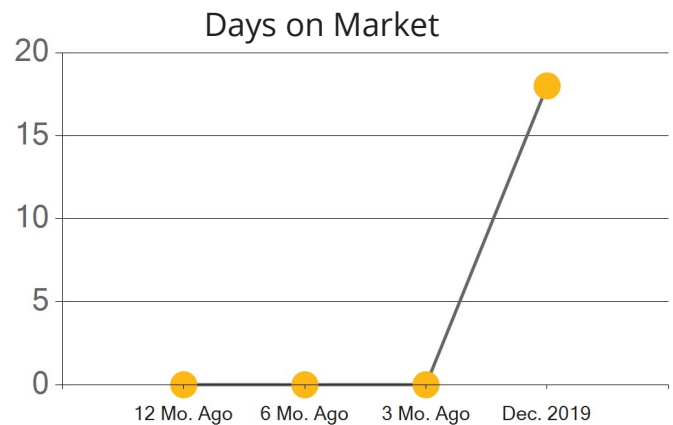
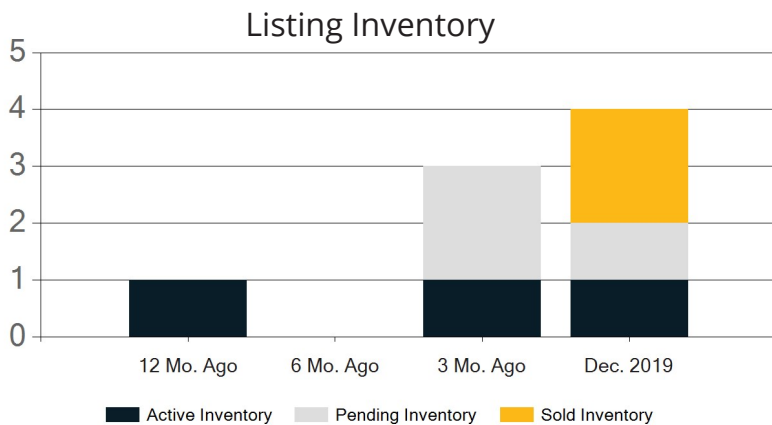
	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	203	266	177	\$540,679	32
3 Mo. Ago	332	333	216	\$544,326	41
6 Mo. Ago	359	335	236	\$527,246	30
12 Mo. Ago	463	224	145	\$513,081	46



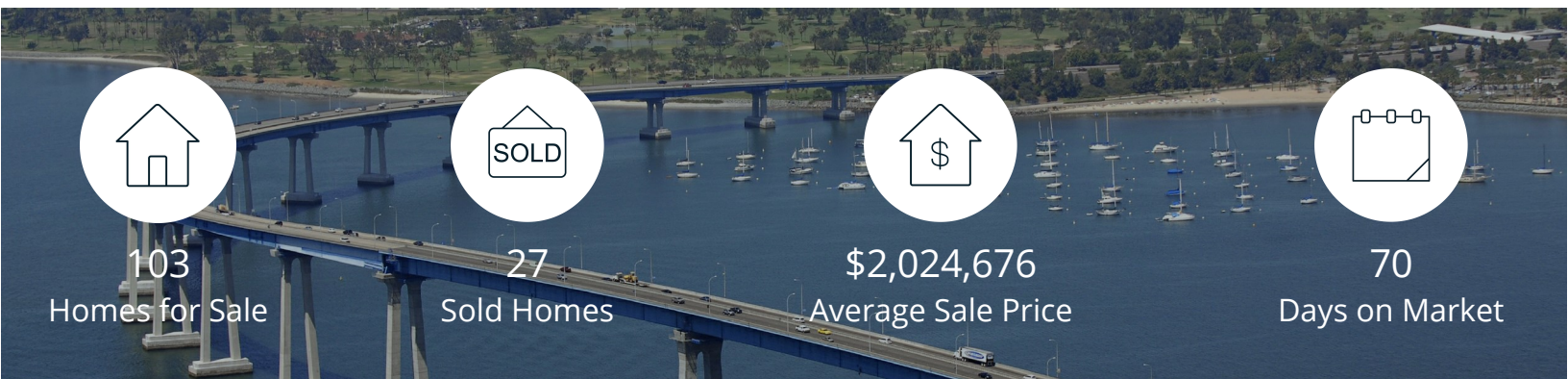
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	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	1	1	2	\$911,250	18
3 Mo. Ago	1	2	0	\$0	0
6 Mo. Ago	0	0	0	\$0	0
12 Mo. Ago	1	0	0	\$0	0



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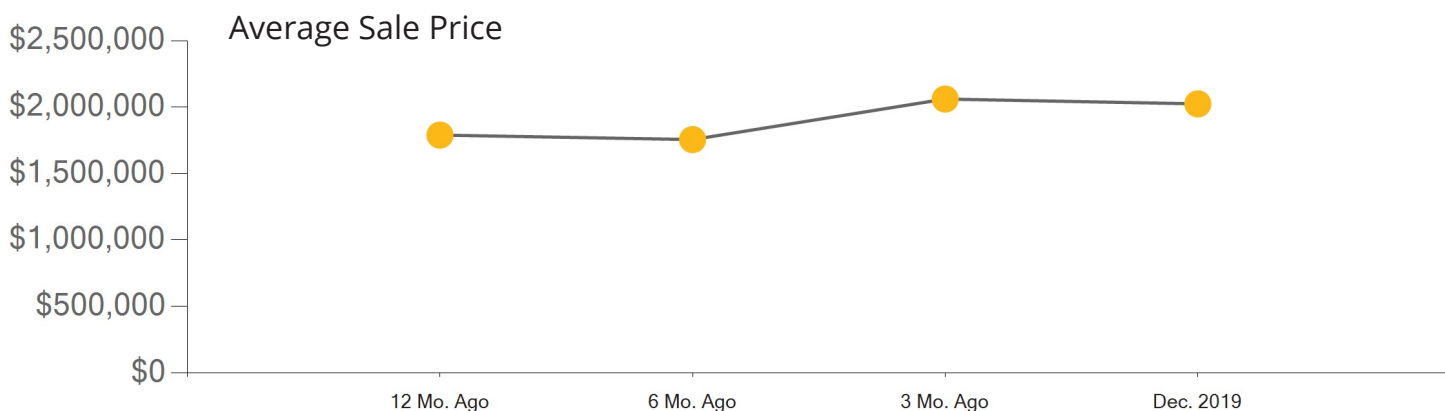
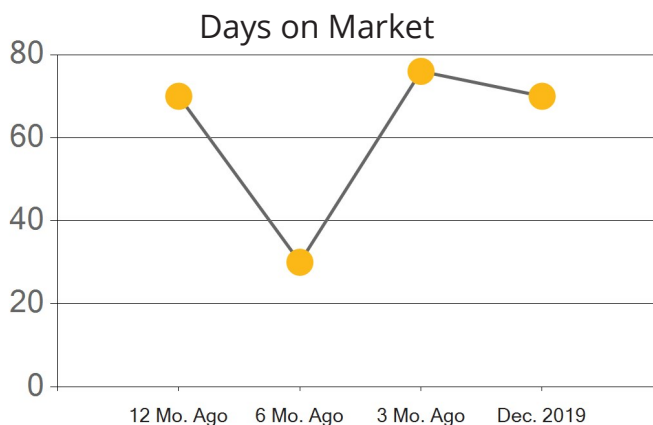
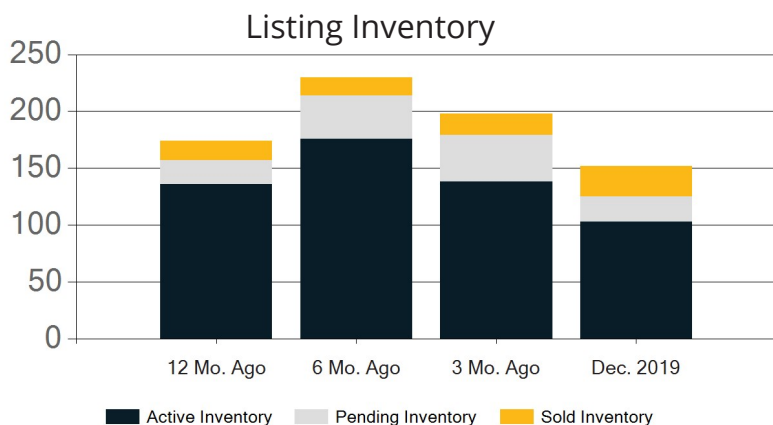
103
Homes for Sale

27
Sold Homes

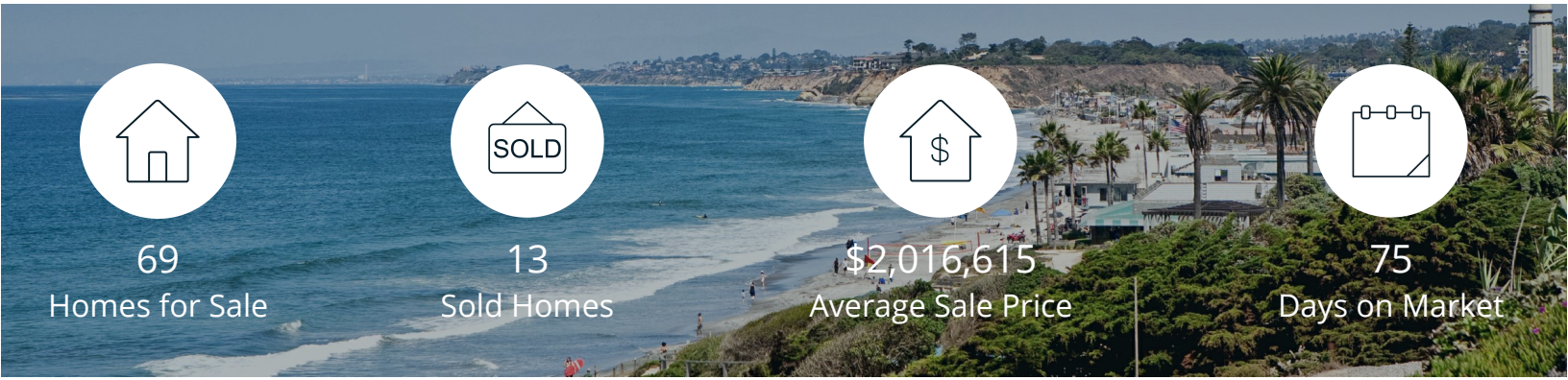
\$2,024,676
Average Sale Price

70
Days on Market

	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	103	22	27	\$2,024,676	70
3 Mo. Ago	138	41	19	\$2,061,105	76
6 Mo. Ago	176	38	16	\$1,755,744	30
12 Mo. Ago	136	21	17	\$1,789,676	70

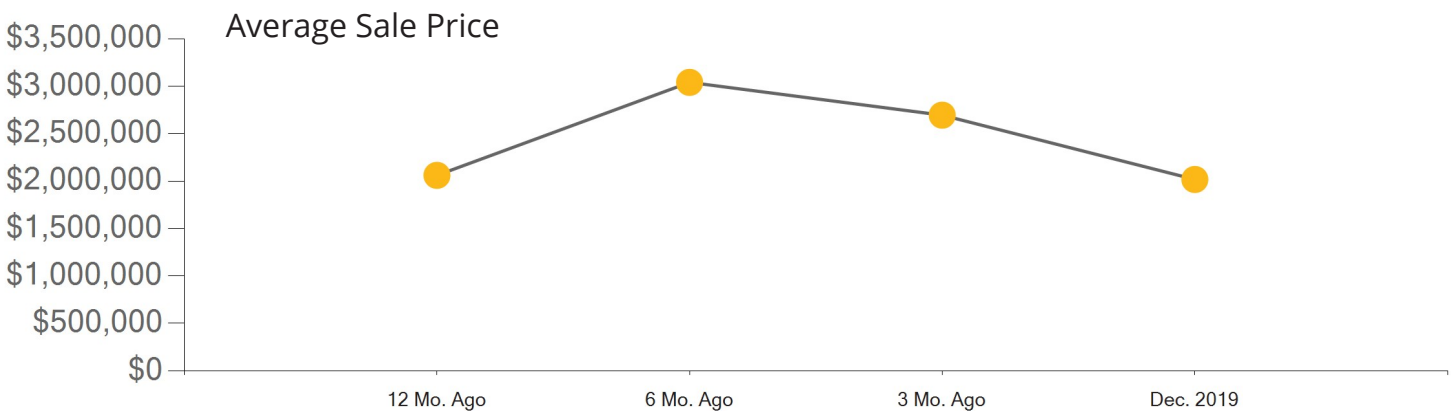
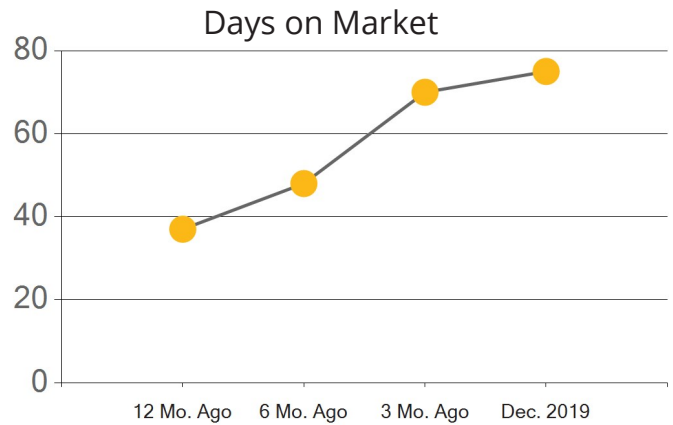
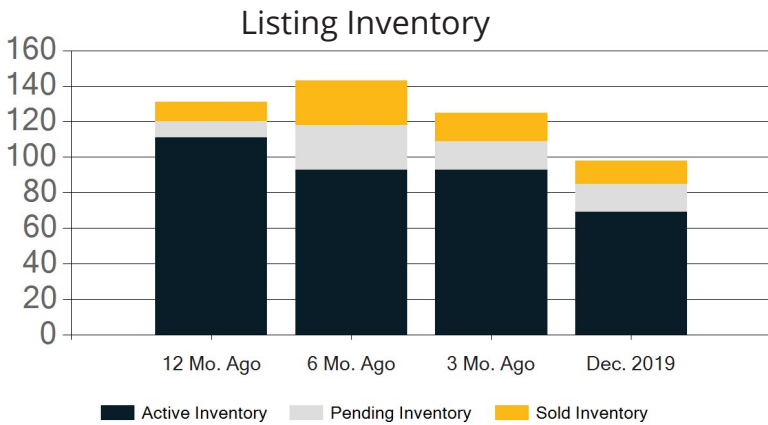


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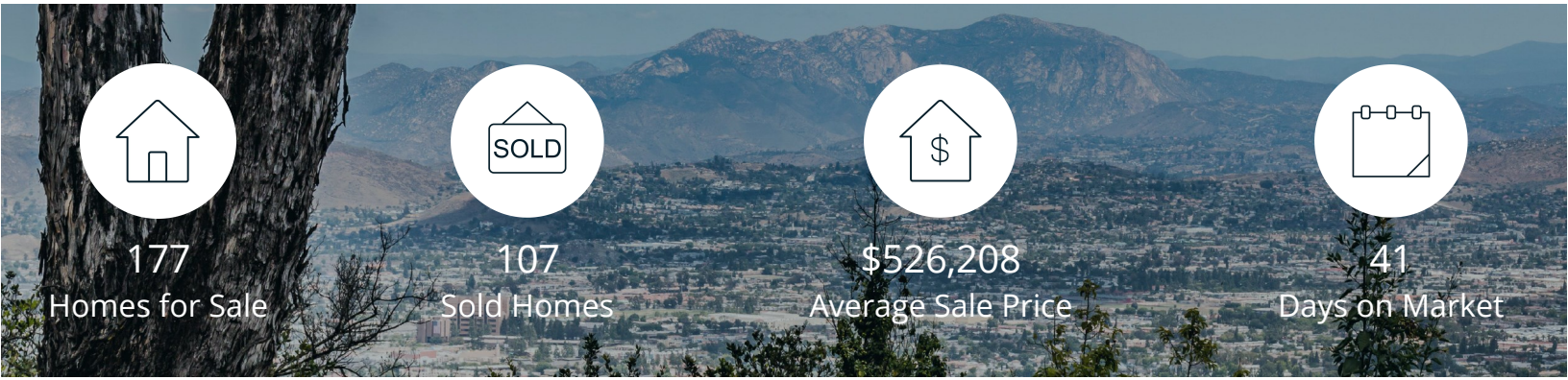


69 Homes for Sale 13 Sold Homes \$2,016,615 Average Sale Price 75 Days on Market

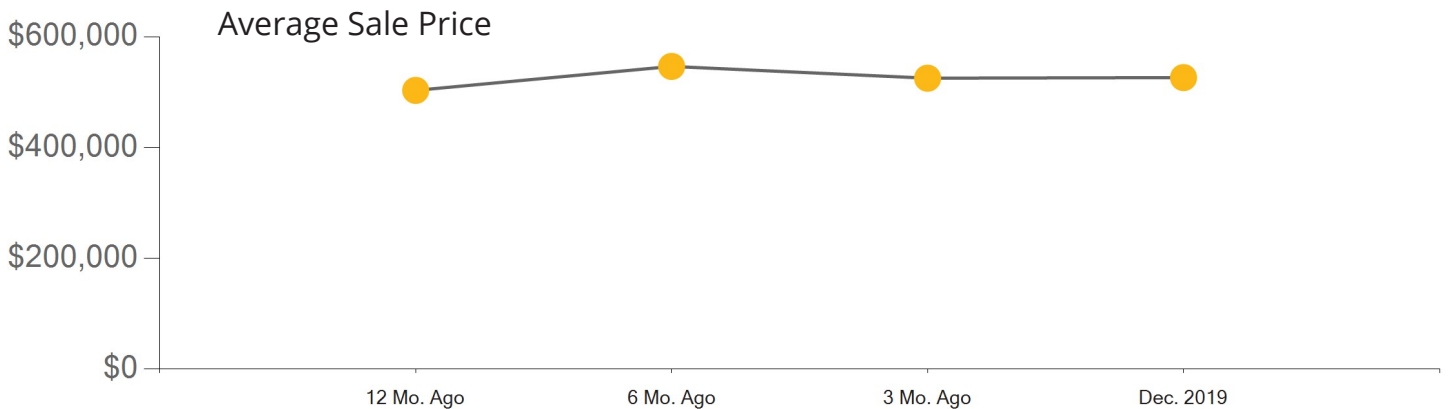
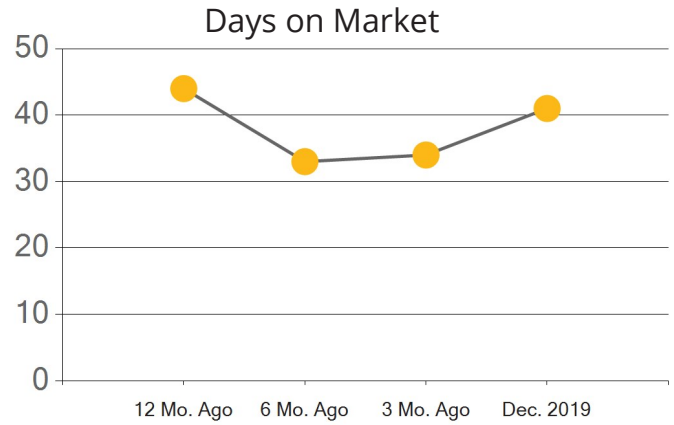
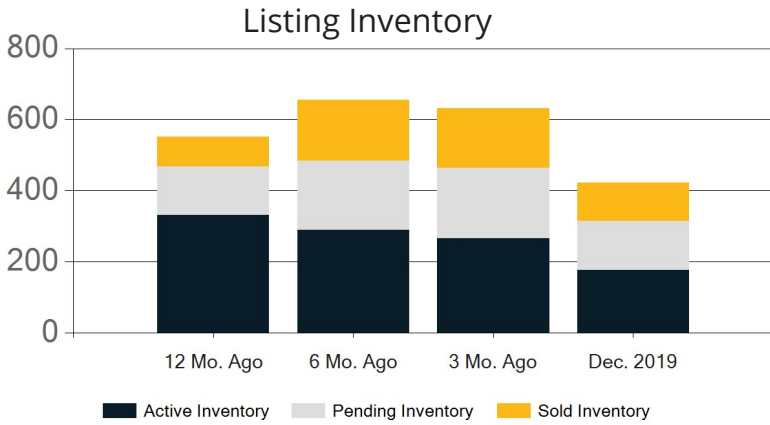
	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	69	16	13	\$2,016,615	75
3 Mo. Ago	93	16	16	\$2,694,405	70
6 Mo. Ago	93	25	25	\$3,040,070	48
12 Mo. Ago	111	9	11	\$2,060,032	37



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	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	177	138	107	\$526,208	41
3 Mo. Ago	265	200	167	\$525,135	34
6 Mo. Ago	290	195	170	\$546,396	33
12 Mo. Ago	331	137	83	\$503,074	44



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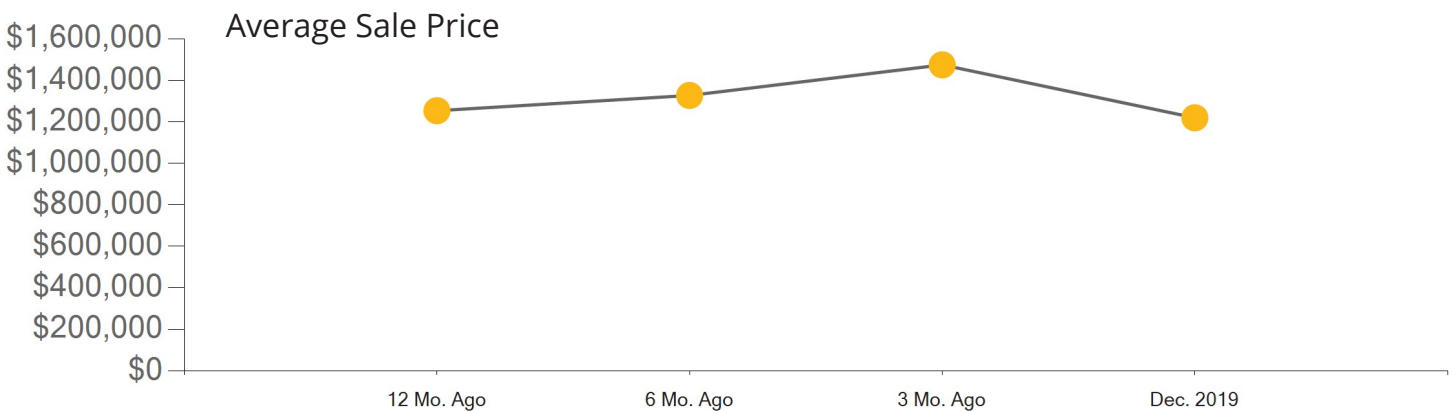
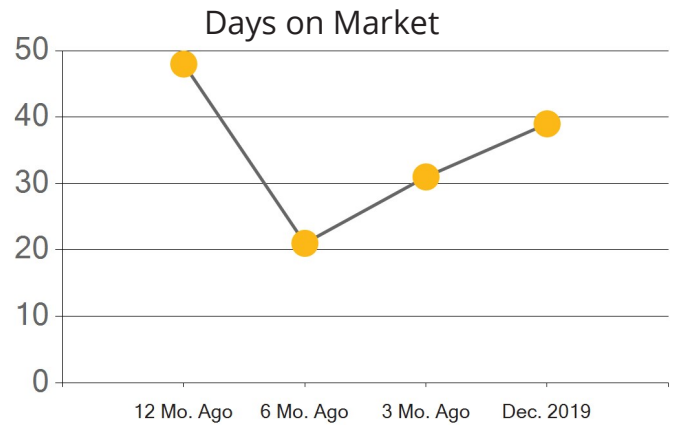
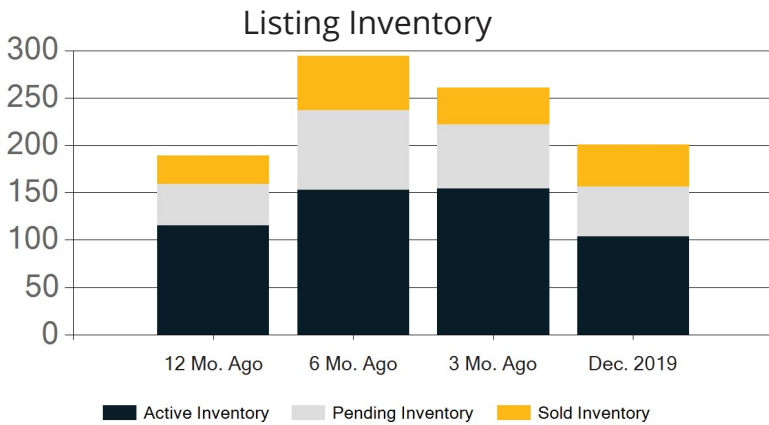
104
Homes for Sale

45
Sold Homes

\$1,219,156
Average Sale Price

39
Days on Market

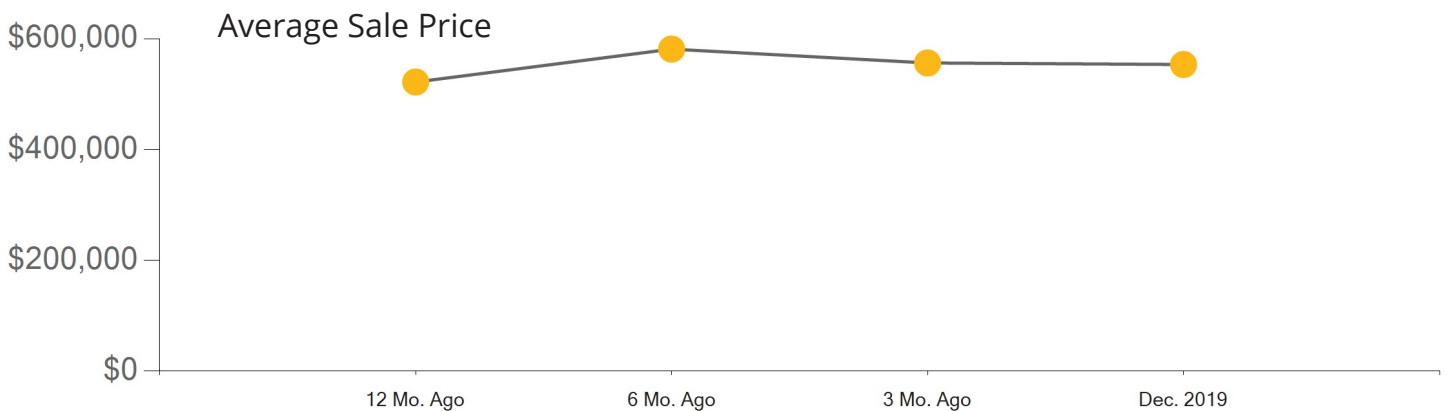
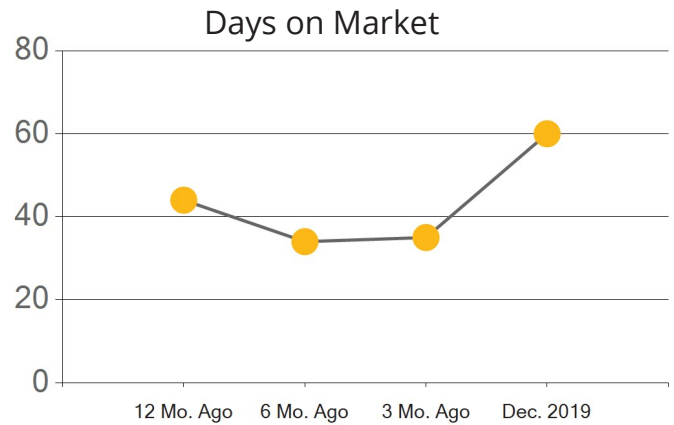
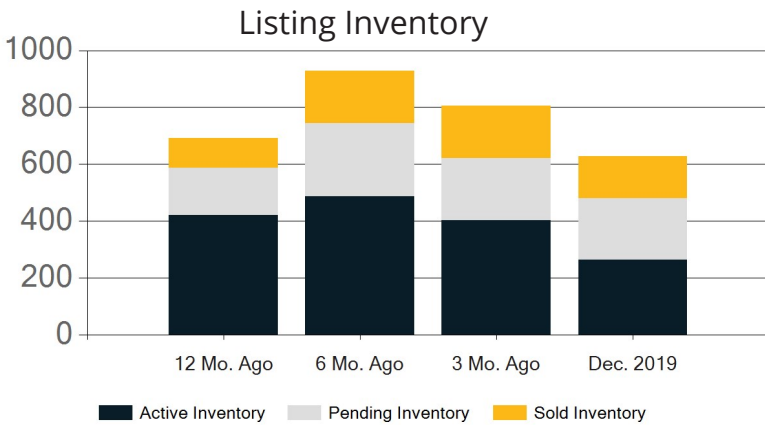
	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	104	52	45	\$1,219,156	39
3 Mo. Ago	154	68	39	\$1,474,197	31
6 Mo. Ago	153	84	57	\$1,326,783	21
12 Mo. Ago	115	44	30	\$1,253,201	48



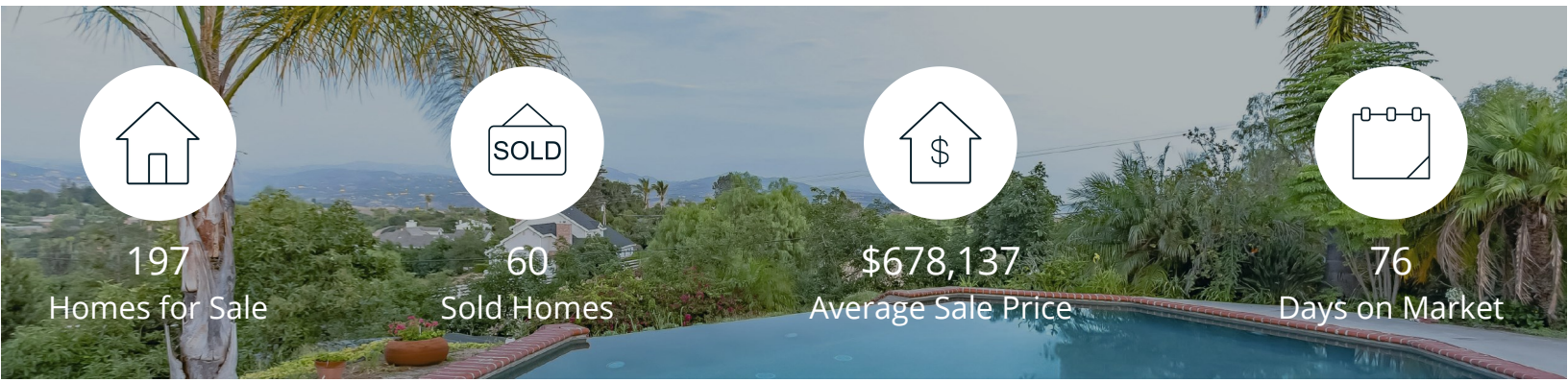
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	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	263	216	149	\$553,449	60
3 Mo. Ago	402	219	184	\$556,255	35
6 Mo. Ago	486	259	184	\$581,279	34
12 Mo. Ago	420	168	104	\$521,804	44



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197
Homes for Sale



60
Sold Homes

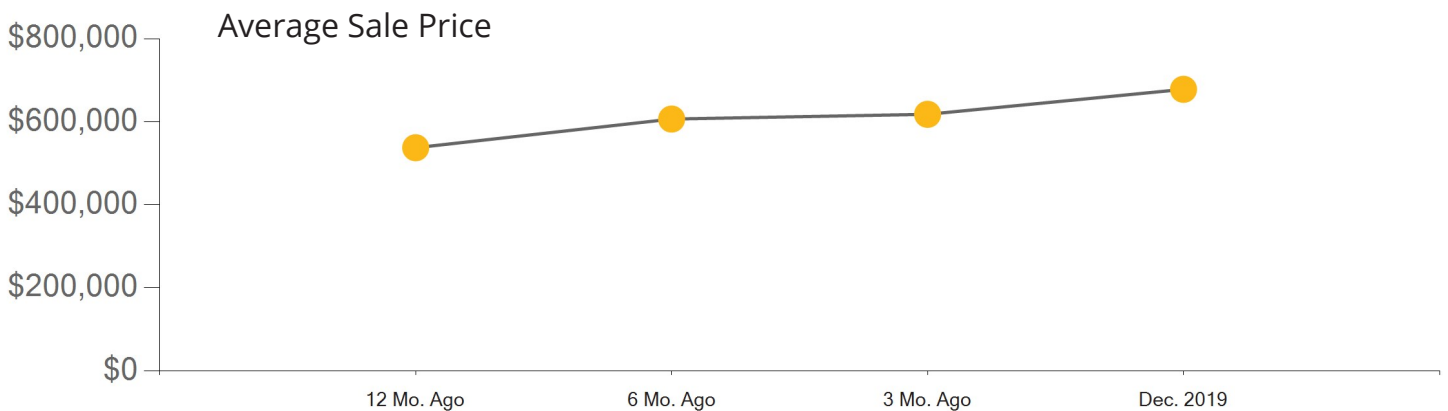
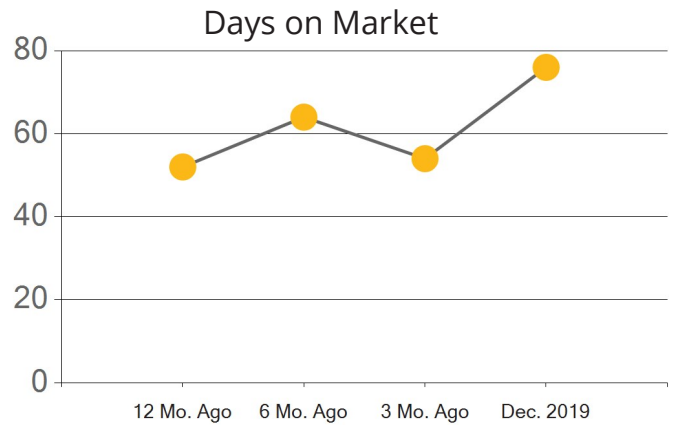
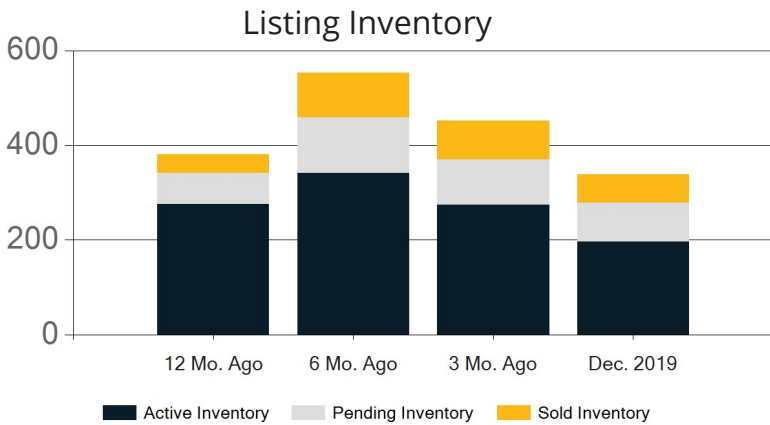


\$678,137
Average Sale Price

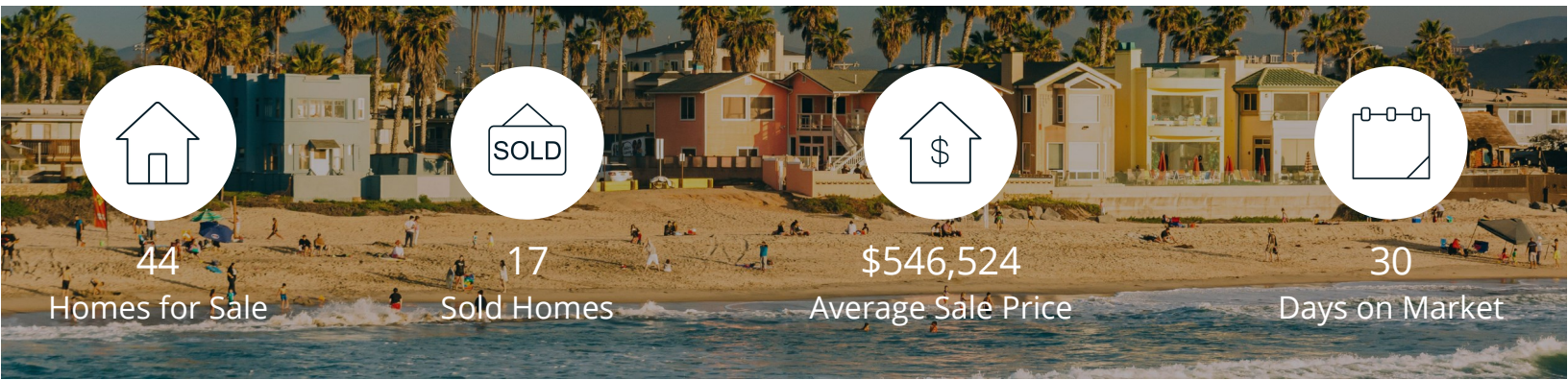


76
Days on Market

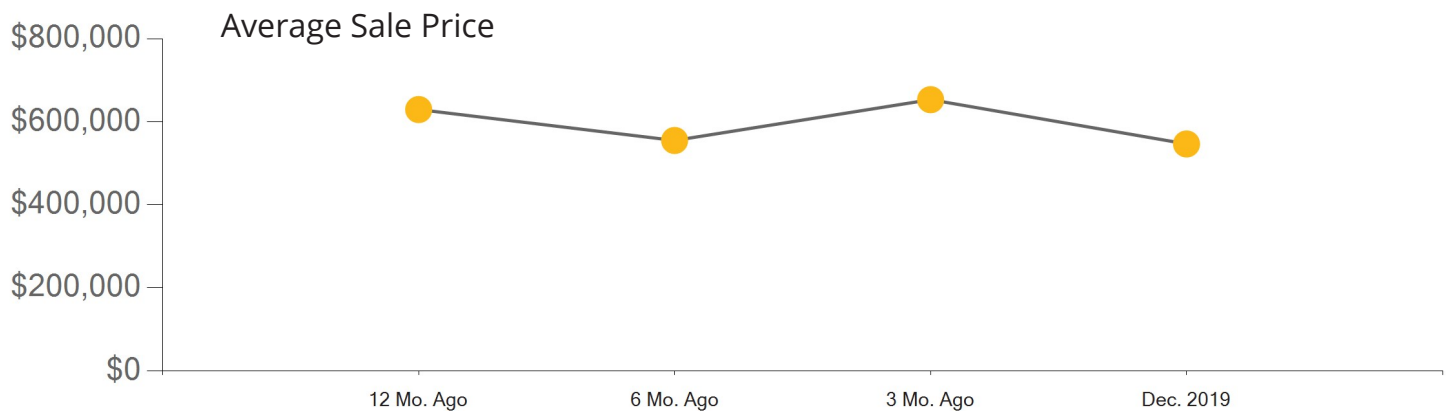
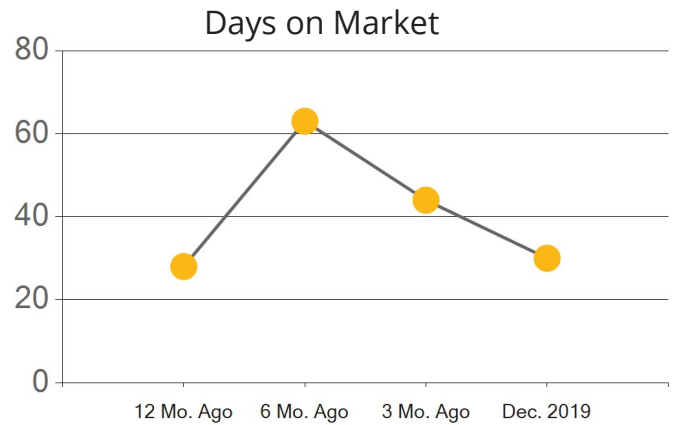
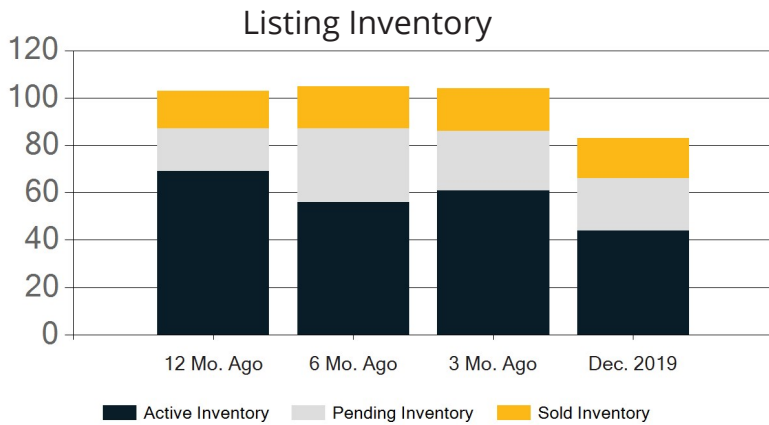
	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	197	81	60	\$678,137	76
3 Mo. Ago	274	96	82	\$617,920	54
6 Mo. Ago	342	117	94	\$606,487	64
12 Mo. Ago	276	66	39	\$537,403	52



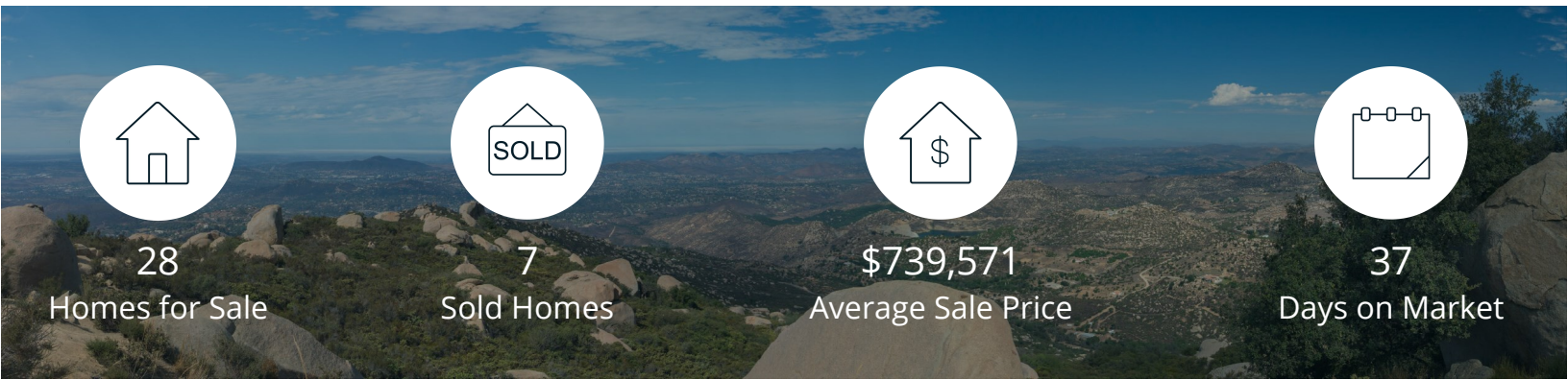
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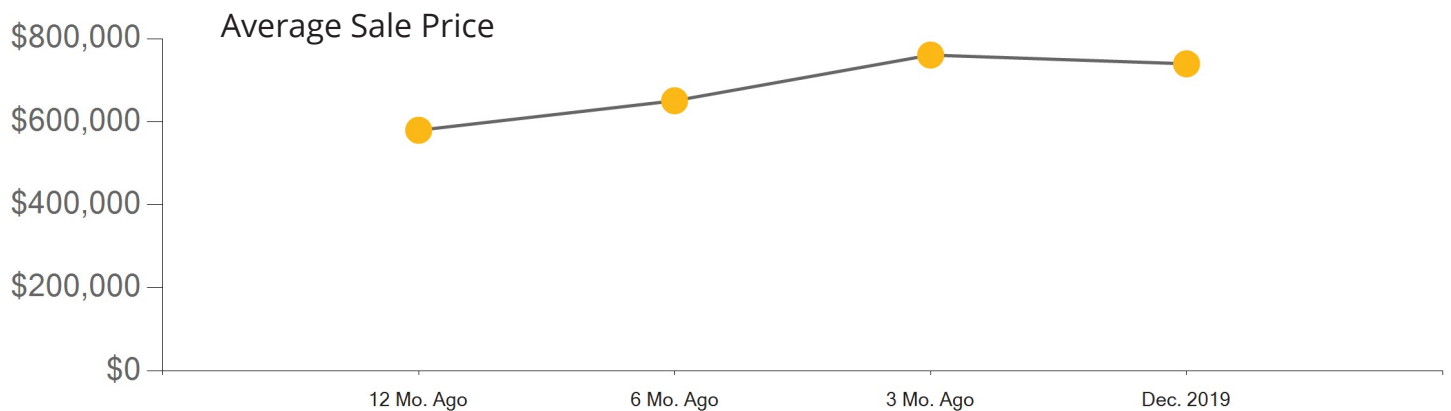
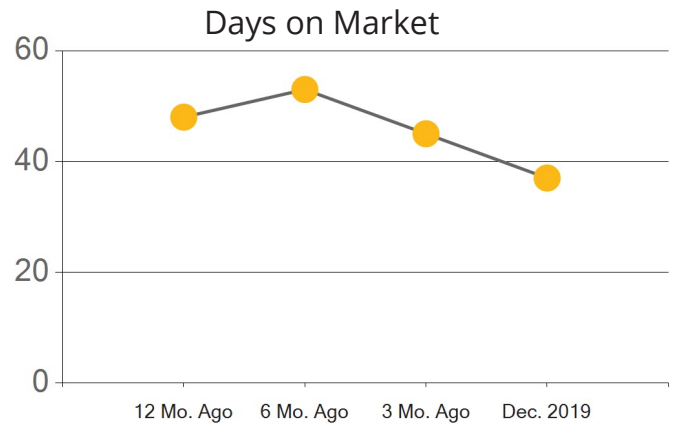
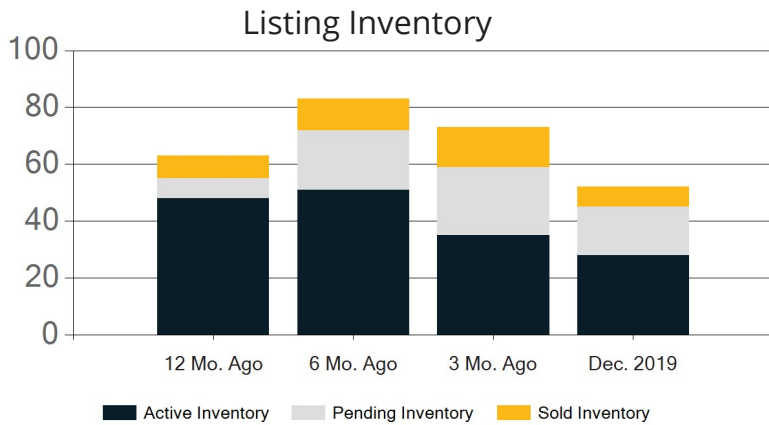
	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	44	22	17	\$546,524	30
3 Mo. Ago	61	25	18	\$653,194	44
6 Mo. Ago	56	31	18	\$554,900	63
12 Mo. Ago	69	18	16	\$629,374	28



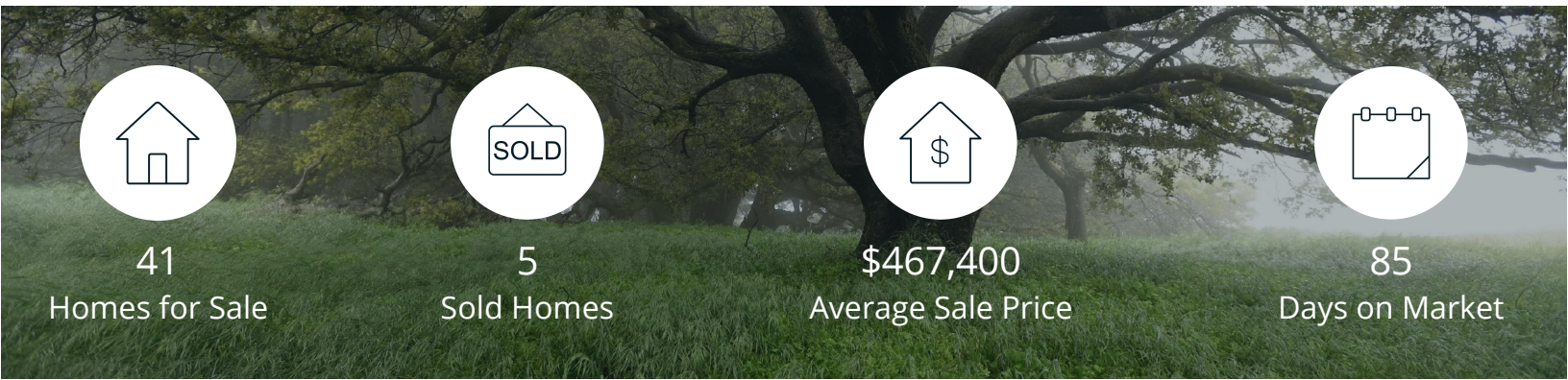
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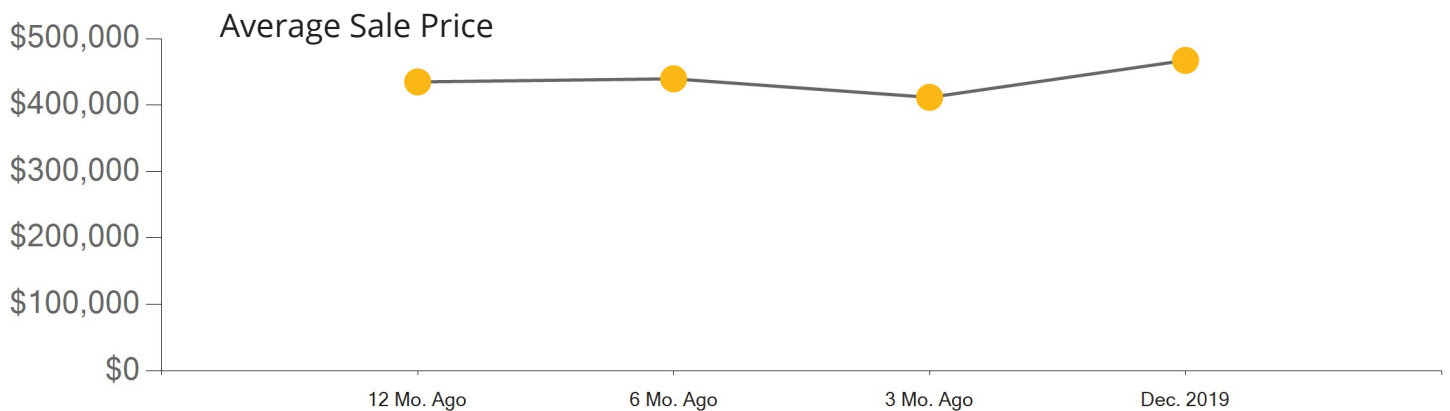
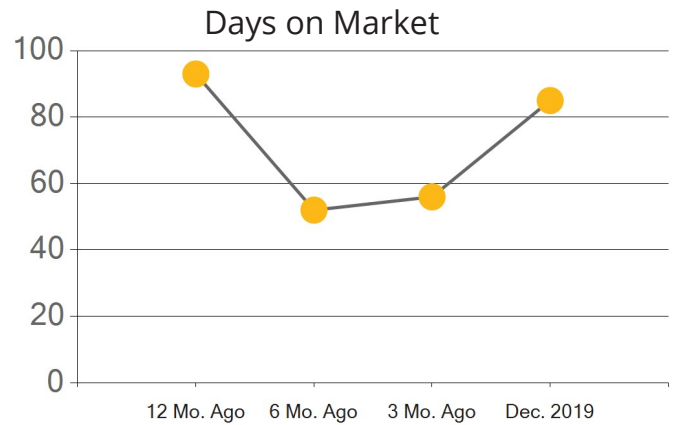
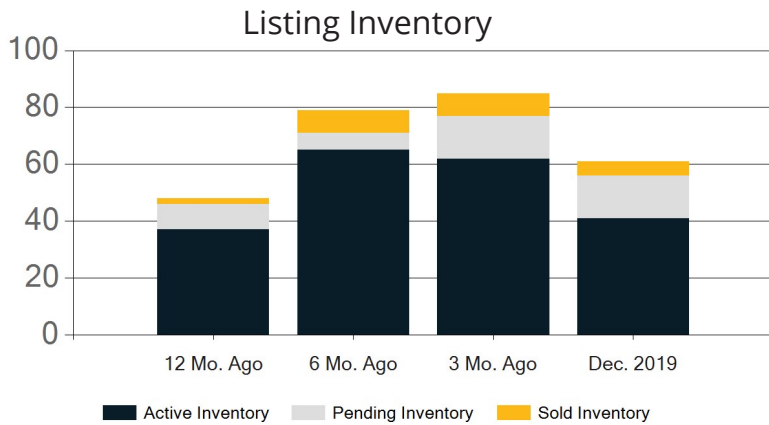
	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	28	17	7	\$739,571	37
3 Mo. Ago	35	24	14	\$760,707	45
6 Mo. Ago	51	21	11	\$650,545	53
12 Mo. Ago	48	7	8	\$579,556	48



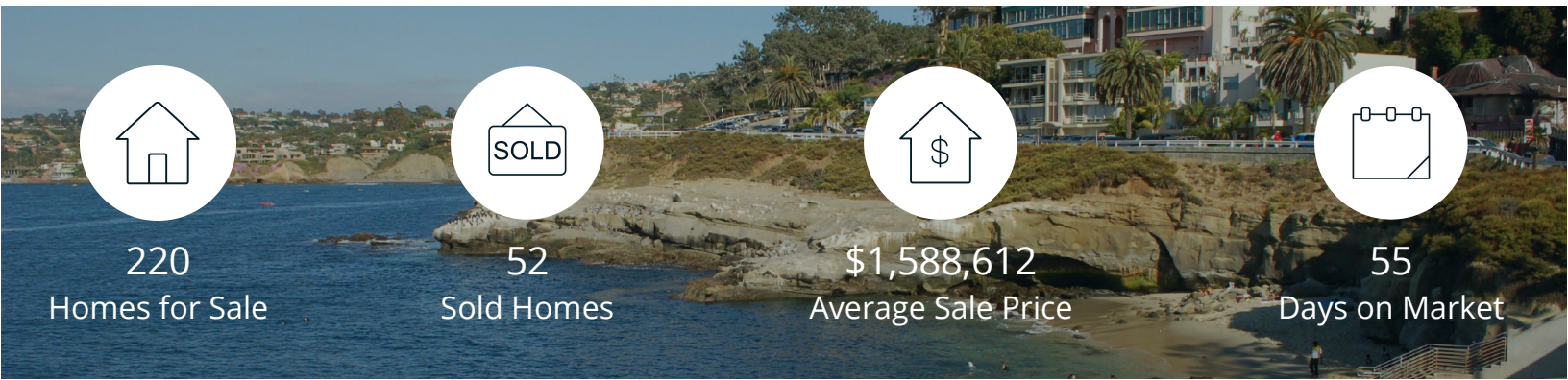
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	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	41	15	5	\$467,400	85
3 Mo. Ago	62	15	8	\$411,690	56
6 Mo. Ago	65	6	8	\$439,688	52
12 Mo. Ago	37	9	2	\$435,000	93



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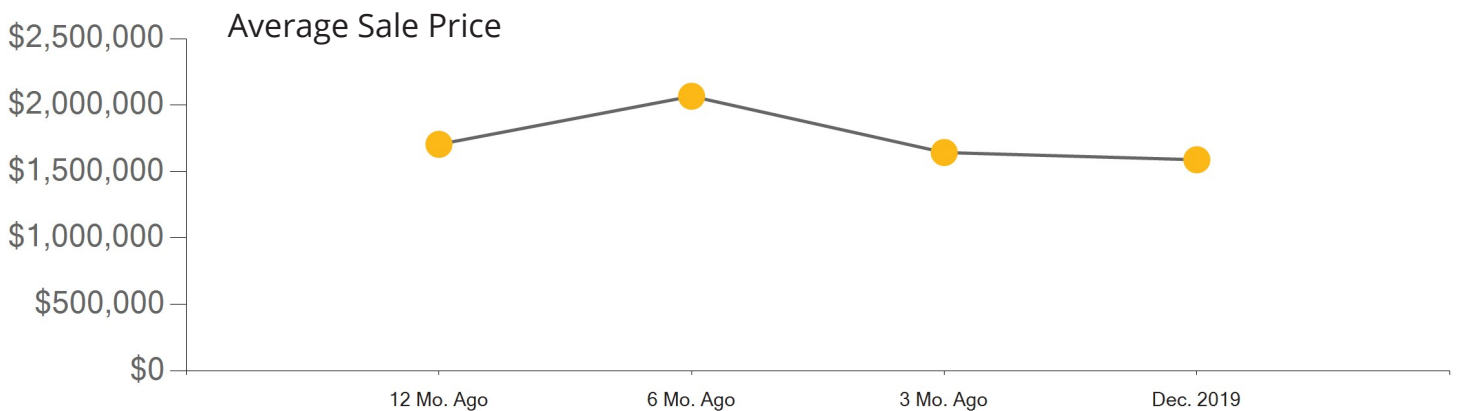
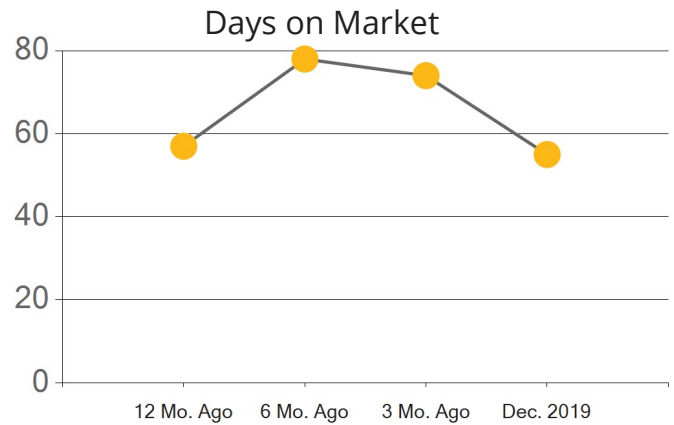
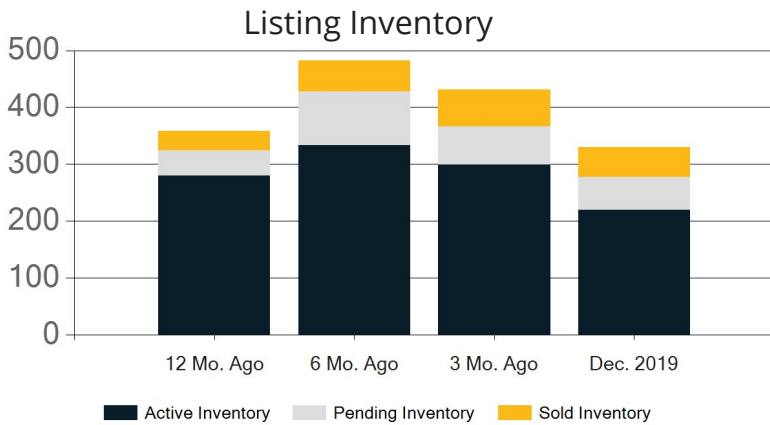
220
Homes for Sale

52
Sold Homes

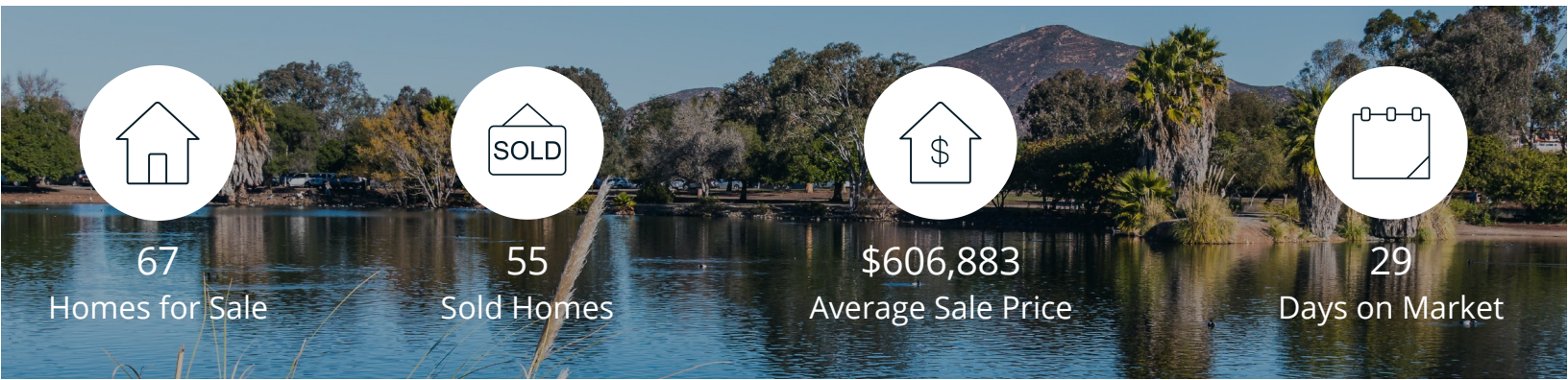
\$1,588,612
Average Sale Price

55
Days on Market

	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	220	58	52	\$1,588,612	55
3 Mo. Ago	299	67	65	\$1,643,233	74
6 Mo. Ago	333	95	55	\$2,066,941	78
12 Mo. Ago	280	44	34	\$1,704,906	57



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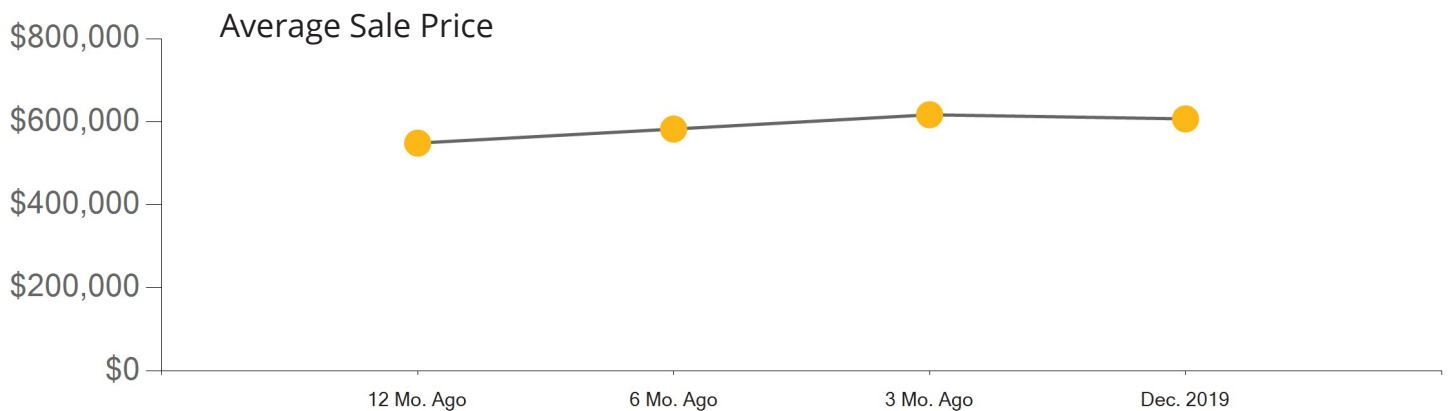
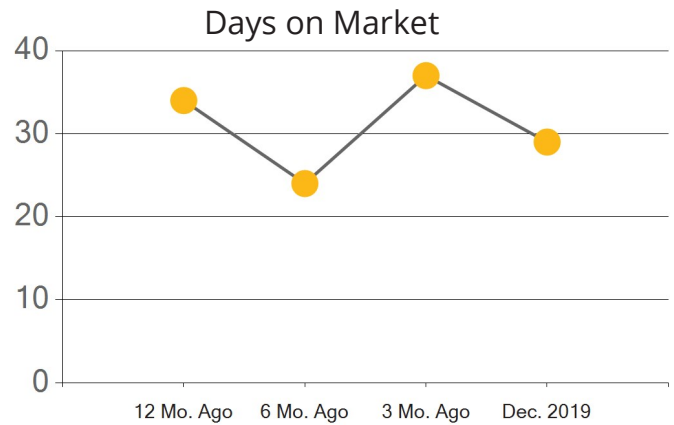
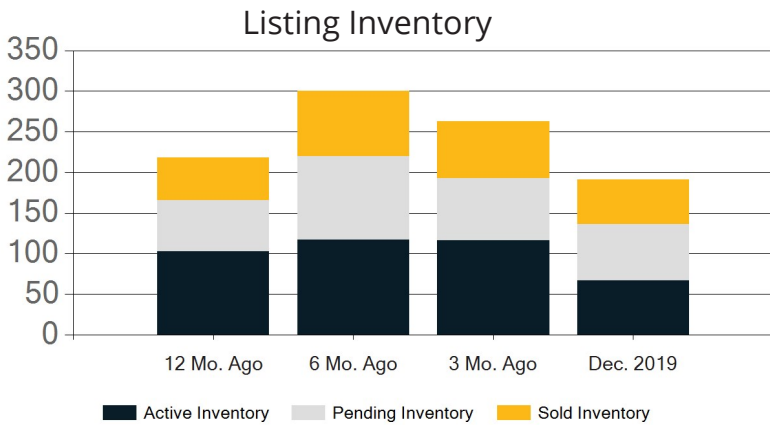
67
Homes for Sale

55
Sold Homes

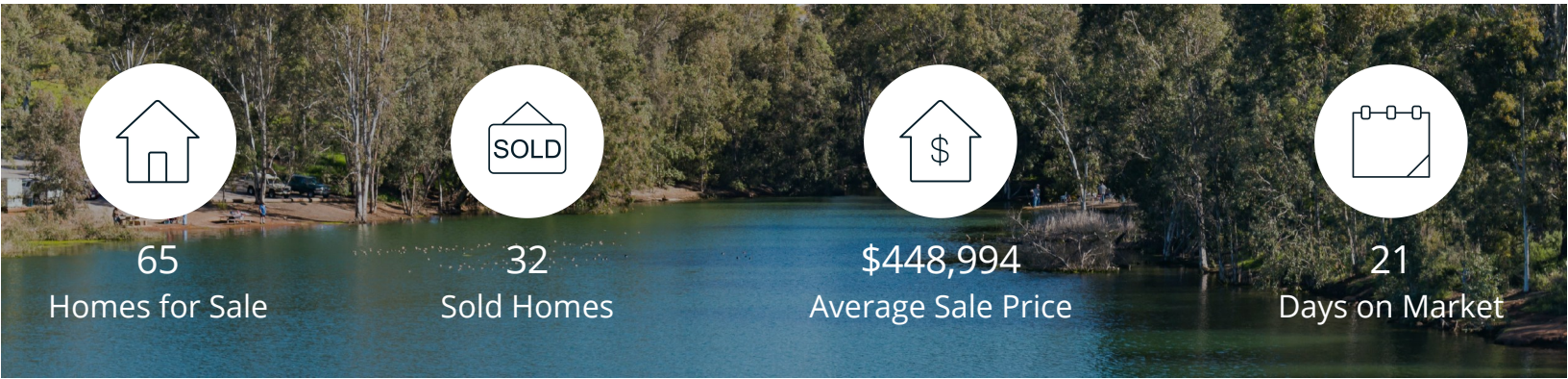
\$606,883
Average Sale Price

29
Days on Market

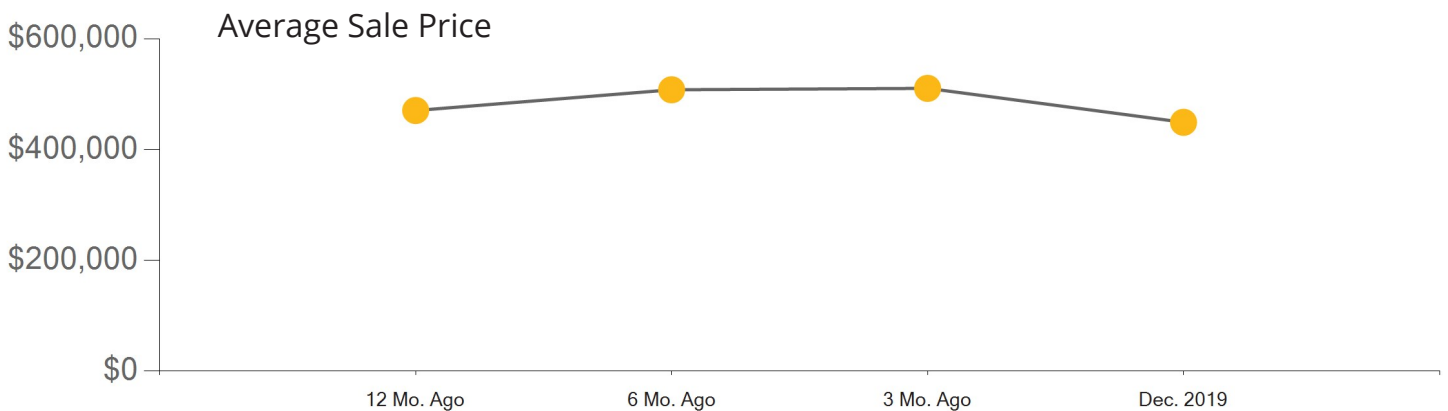
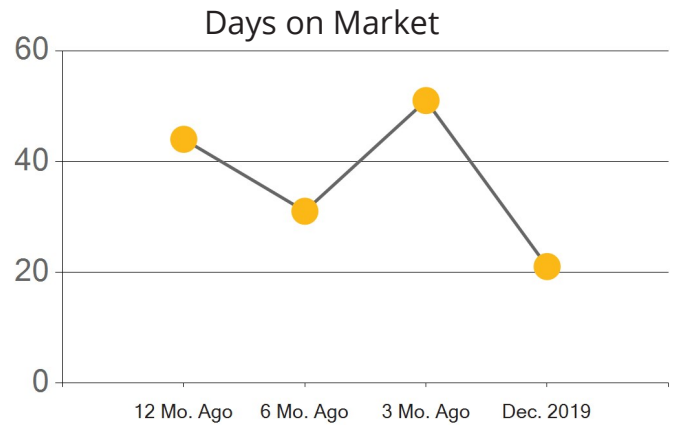
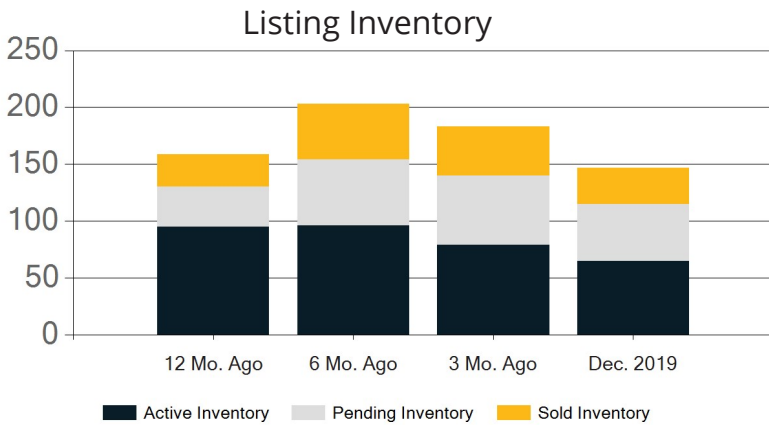
	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	67	69	55	\$606,883	29
3 Mo. Ago	116	77	70	\$616,807	37
6 Mo. Ago	117	103	80	\$582,372	24
12 Mo. Ago	103	63	52	\$548,561	34



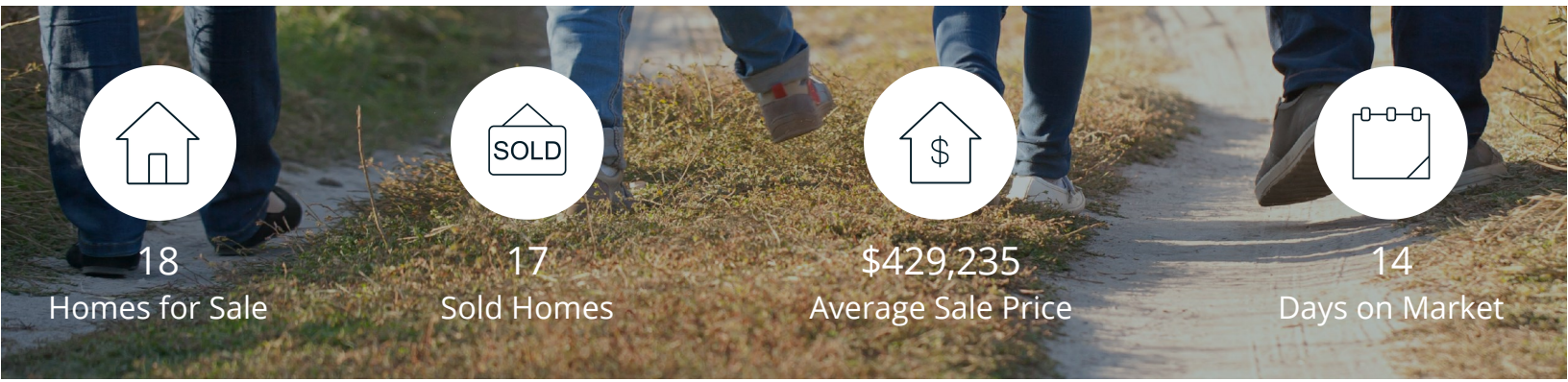
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	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	65	50	32	\$448,994	21
3 Mo. Ago	79	61	43	\$510,381	51
6 Mo. Ago	96	58	49	\$507,790	31
12 Mo. Ago	95	35	29	\$470,317	44

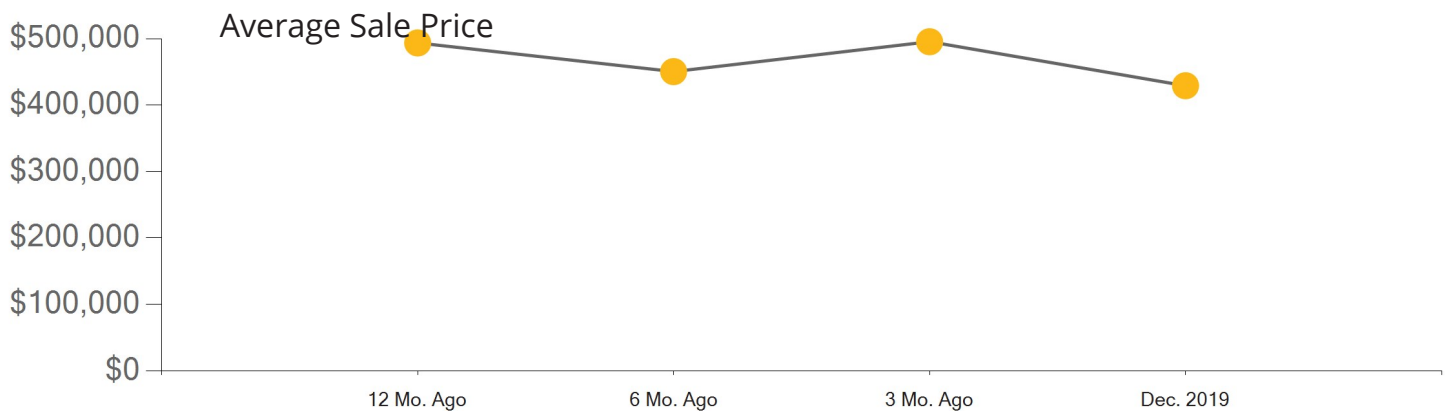
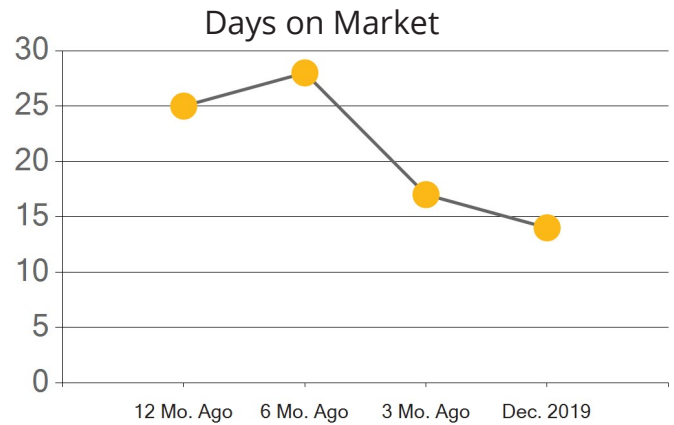
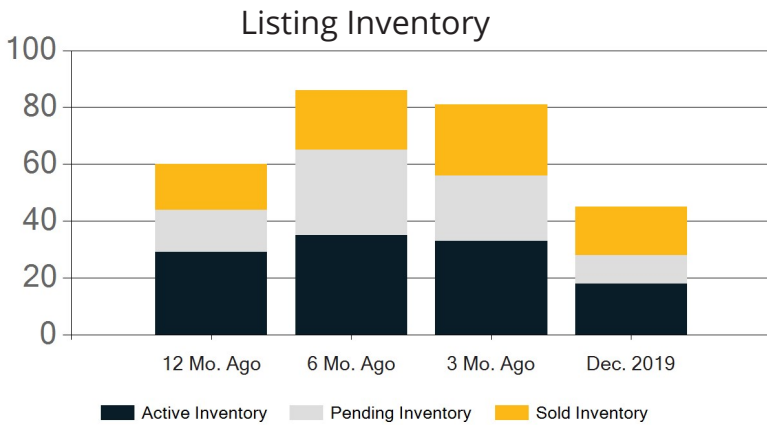


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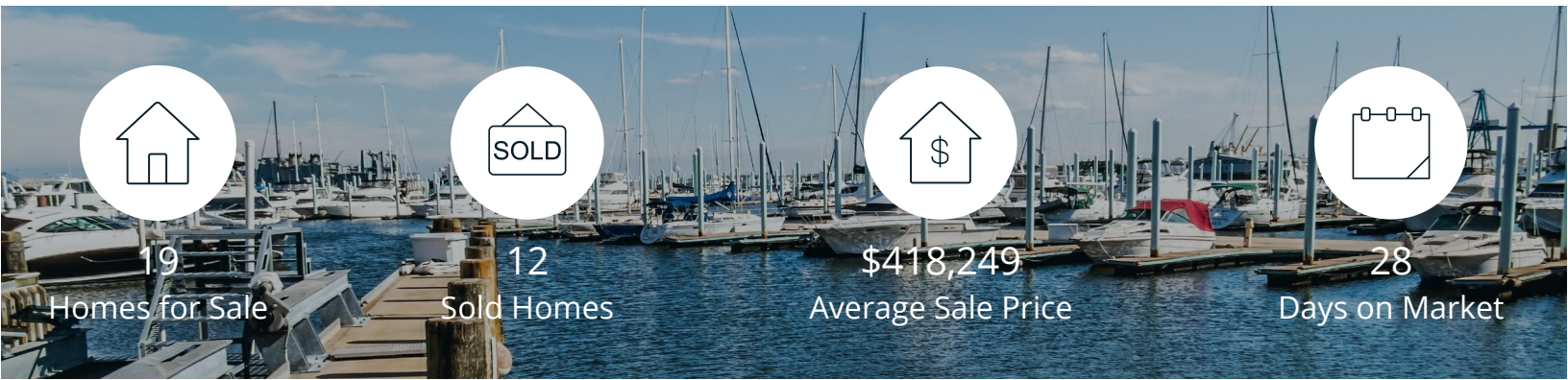


18 Homes for Sale 17 Sold Homes \$429,235 Average Sale Price 14 Days on Market

	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	18	10	17	\$429,235	14
3 Mo. Ago	33	23	25	\$495,532	17
6 Mo. Ago	35	30	21	\$450,528	28
12 Mo. Ago	29	15	16	\$493,703	25



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19

Homes for Sale



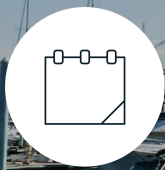
12

Sold Homes



\$418,249

Average Sale Price

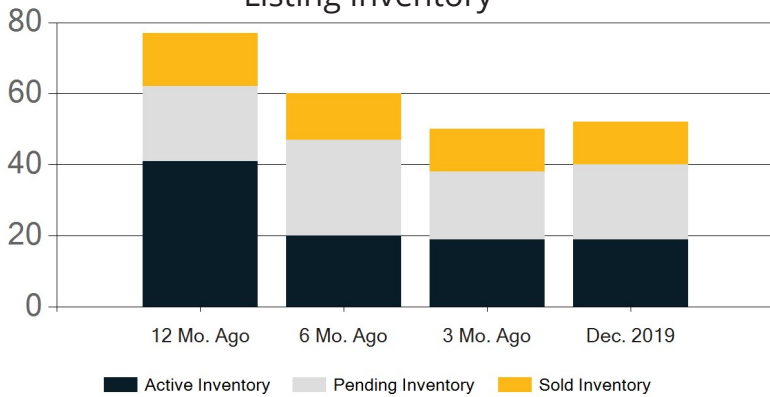


28

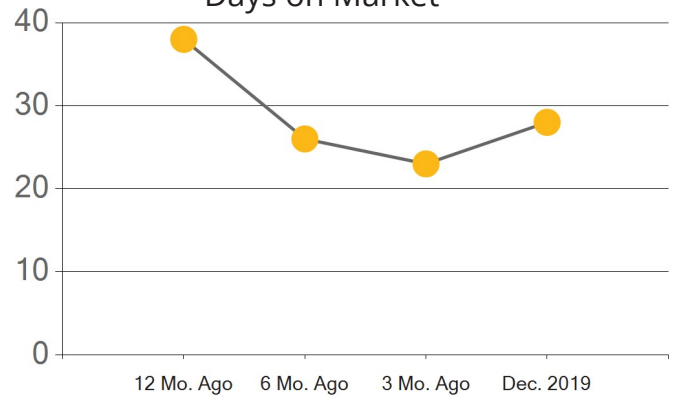
Days on Market

	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	19	21	12	\$418,249	28
3 Mo. Ago	19	19	12	\$391,201	23
6 Mo. Ago	20	27	13	\$494,762	26
12 Mo. Ago	41	21	15	\$398,833	38

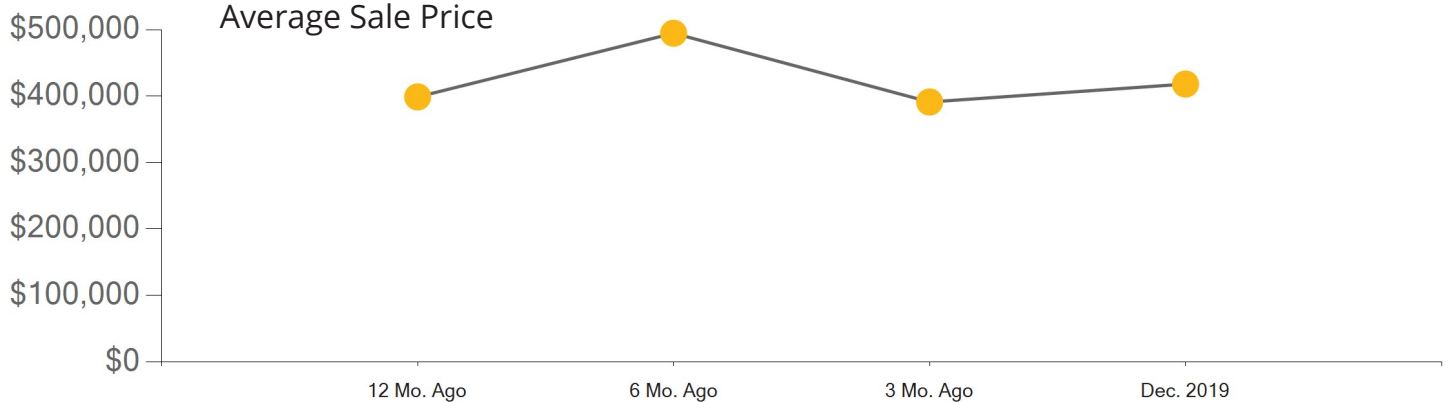
Listing Inventory



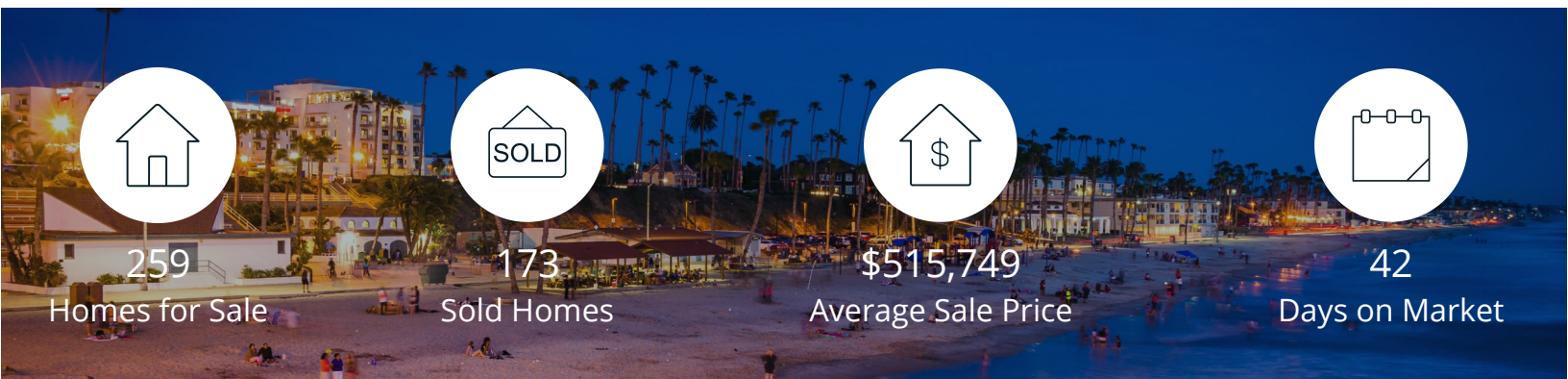
Days on Market



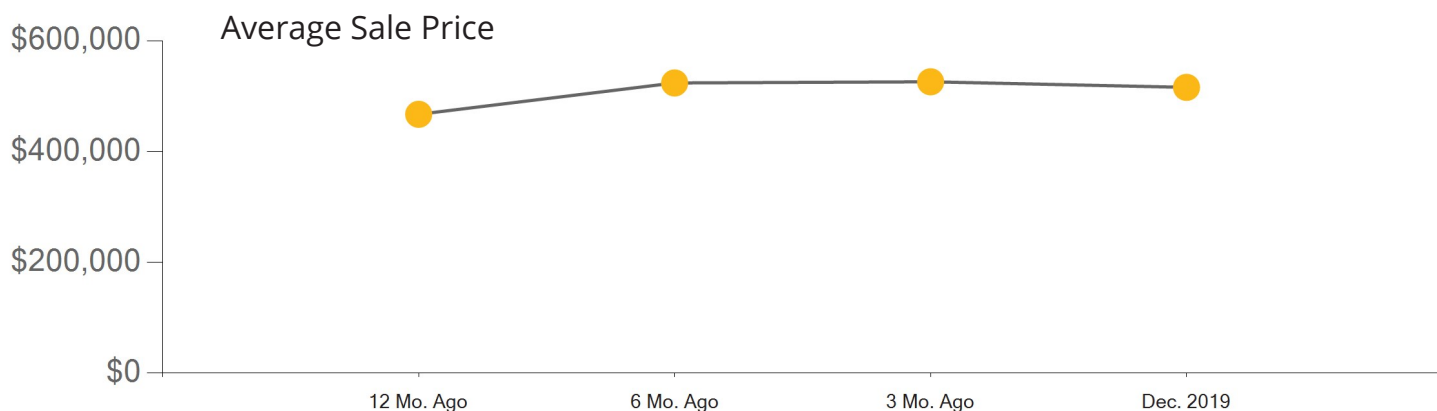
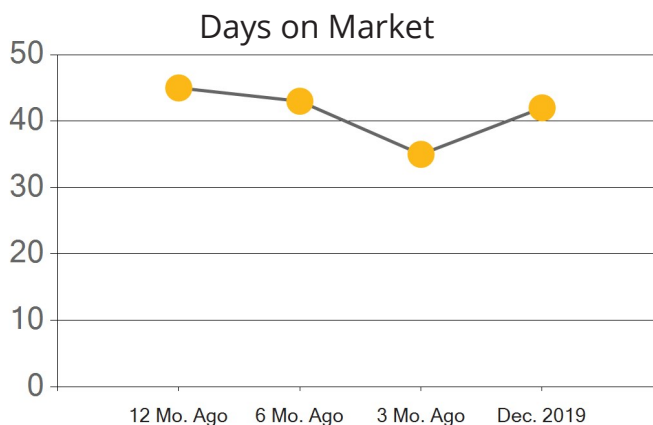
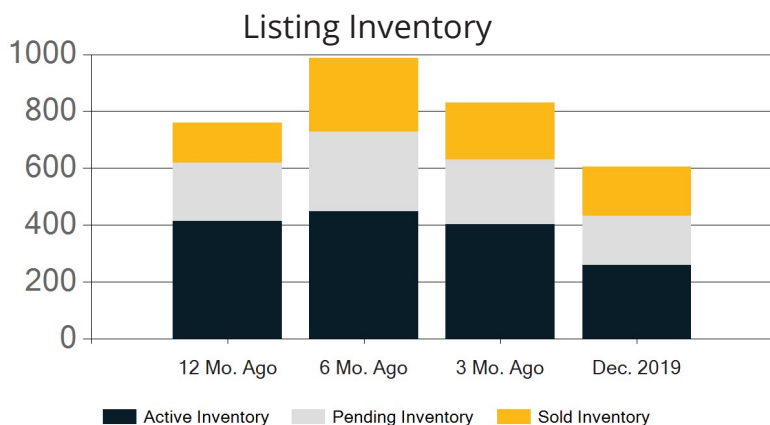
Average Sale Price



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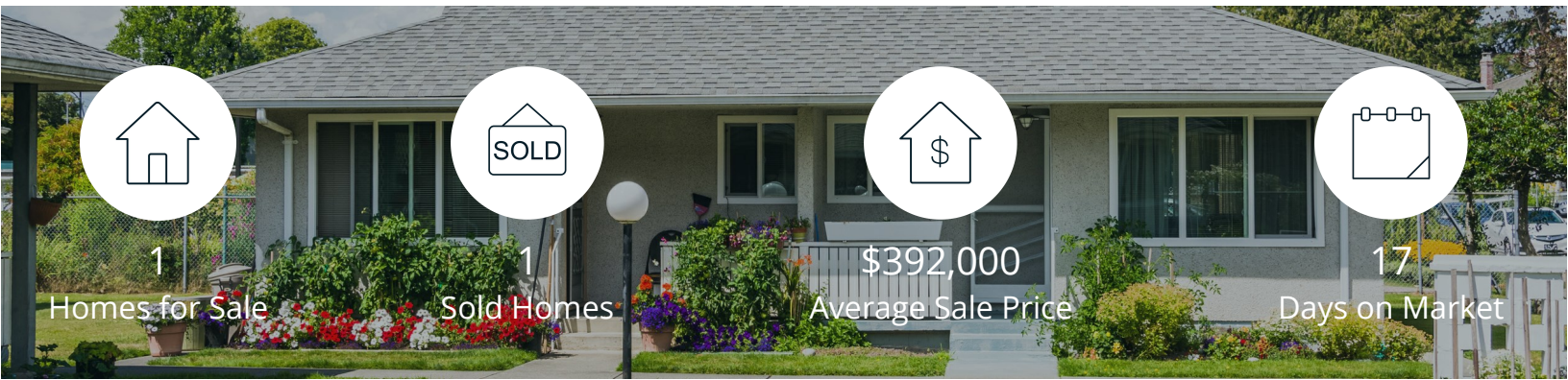
	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	259	174	173	\$515,749	42
3 Mo. Ago	402	229	200	\$525,869	35
6 Mo. Ago	448	280	259	\$523,747	43
12 Mo. Ago	413	206	140	\$467,106	45



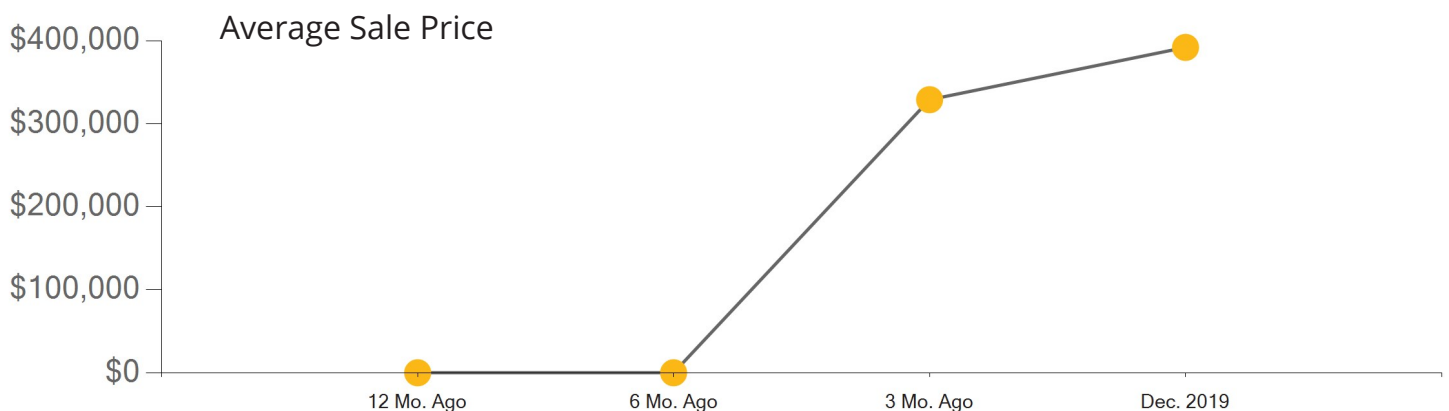
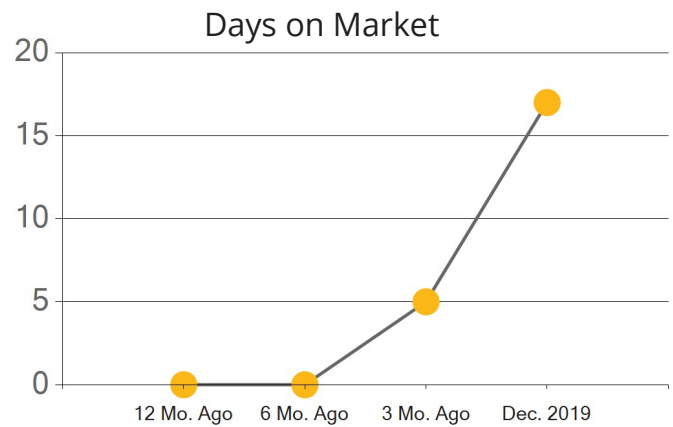
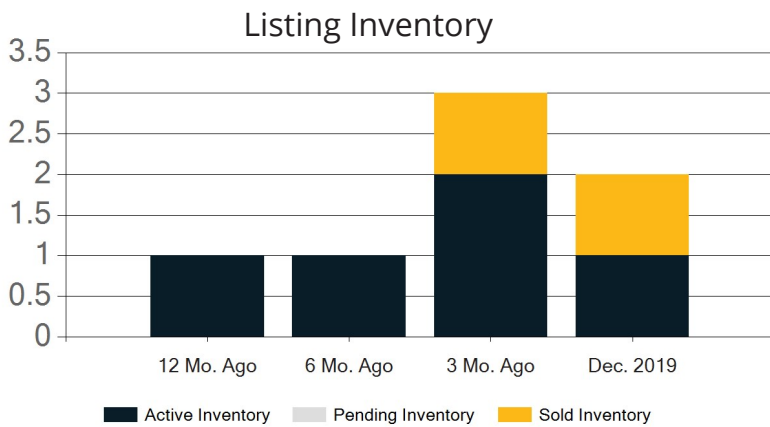
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Paradise Hills Market Update

DECEMBER 2019



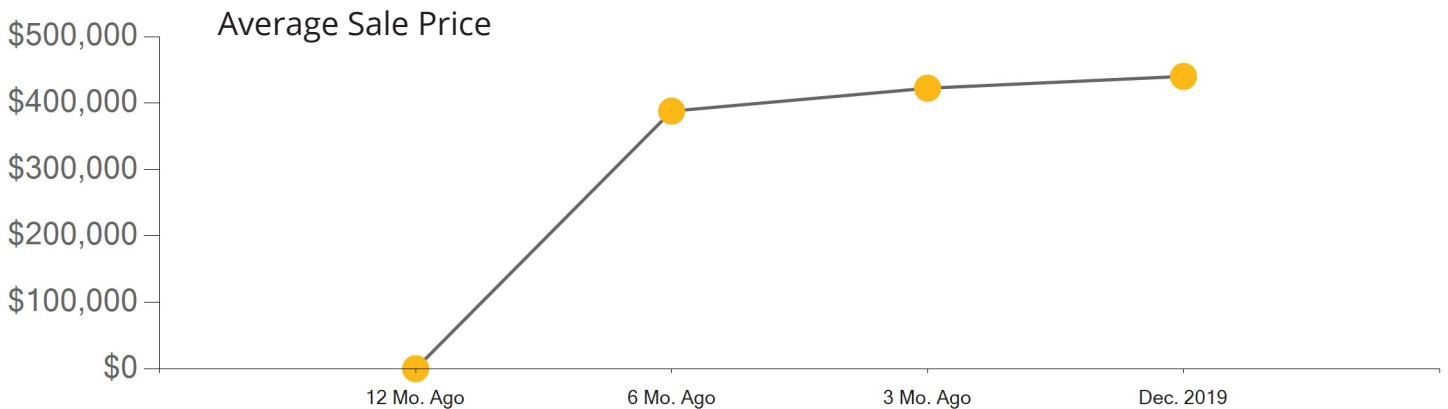
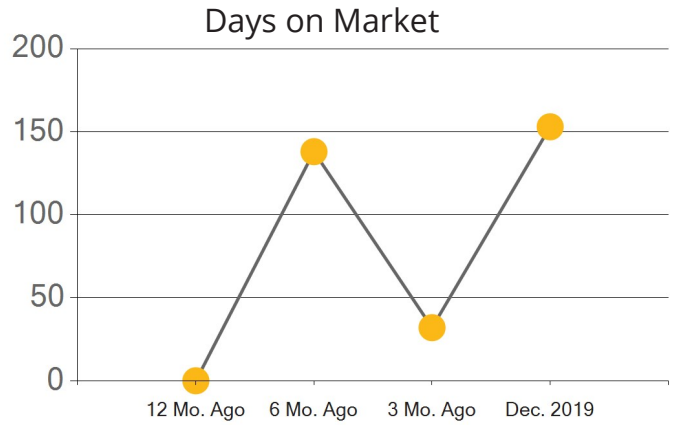
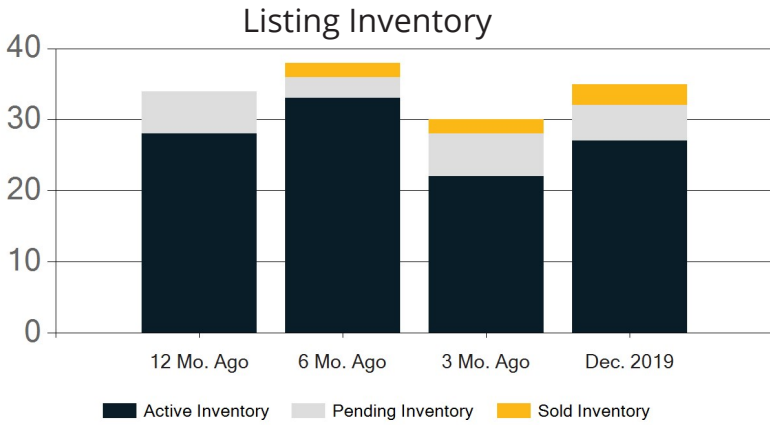
	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	1	0	1	\$392,000	17
3 Mo. Ago	2	0	1	\$329,000	5
6 Mo. Ago	1	0	0	\$0	0
12 Mo. Ago	1	0	0	\$0	0



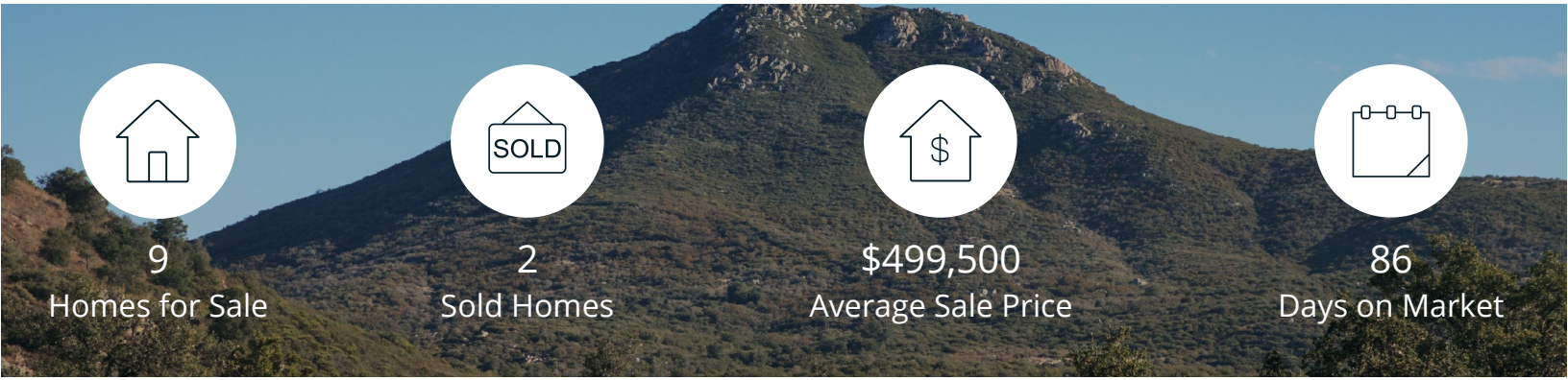
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	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	27	5	3	\$440,333	153
3 Mo. Ago	22	6	2	\$422,500	32
6 Mo. Ago	33	3	2	\$388,000	138
12 Mo. Ago	28	6	0	\$0	0



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9

Homes for Sale



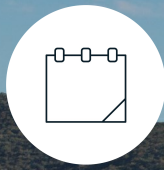
2

Sold Homes



\$499,500

Average Sale Price

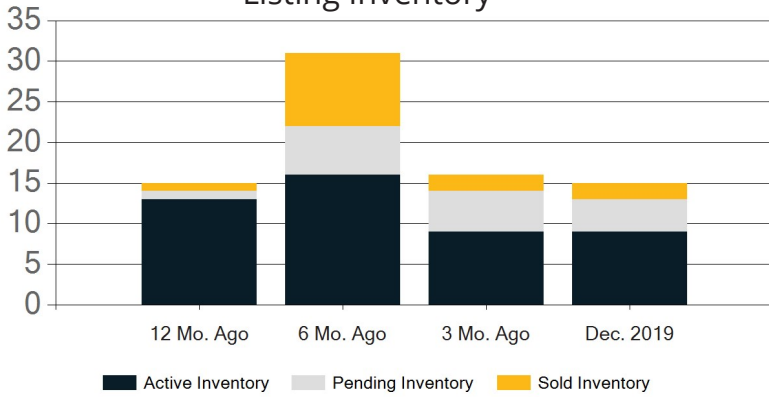


86

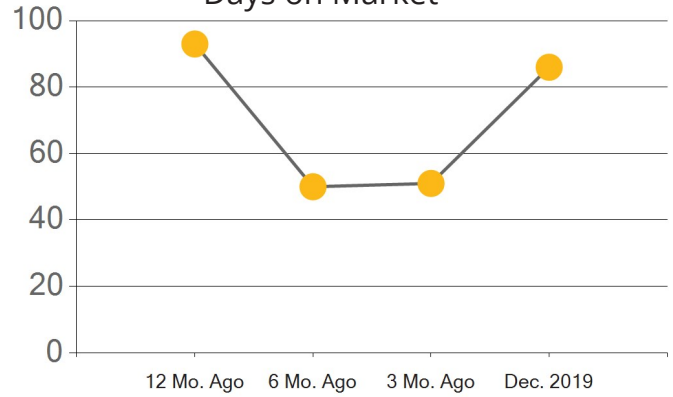
Days on Market

	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	9	4	2	\$499,500	86
3 Mo. Ago	9	5	2	\$387,500	51
6 Mo. Ago	16	6	9	\$503,833	50
12 Mo. Ago	13	1	1	\$449,000	93

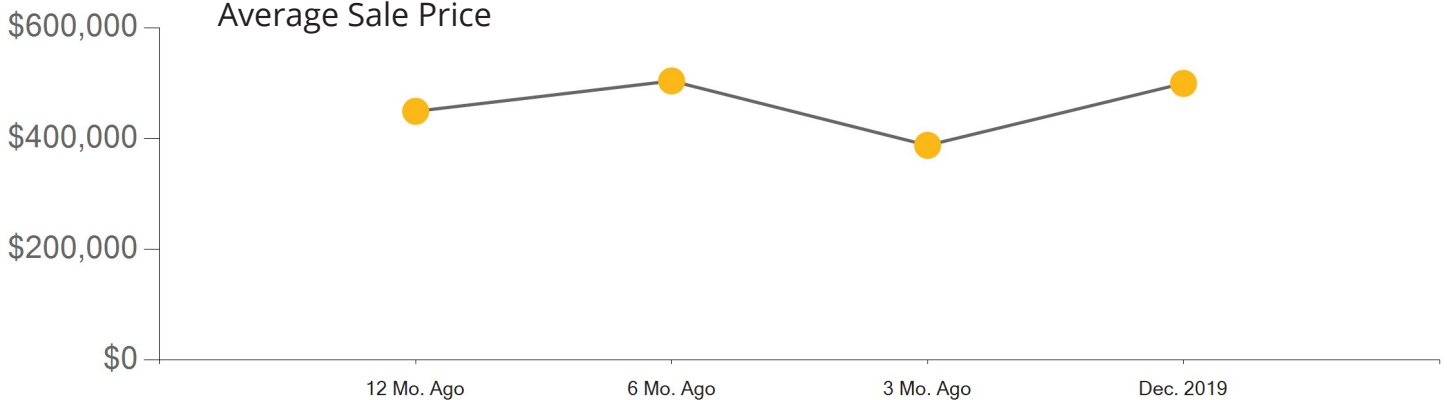
Listing Inventory



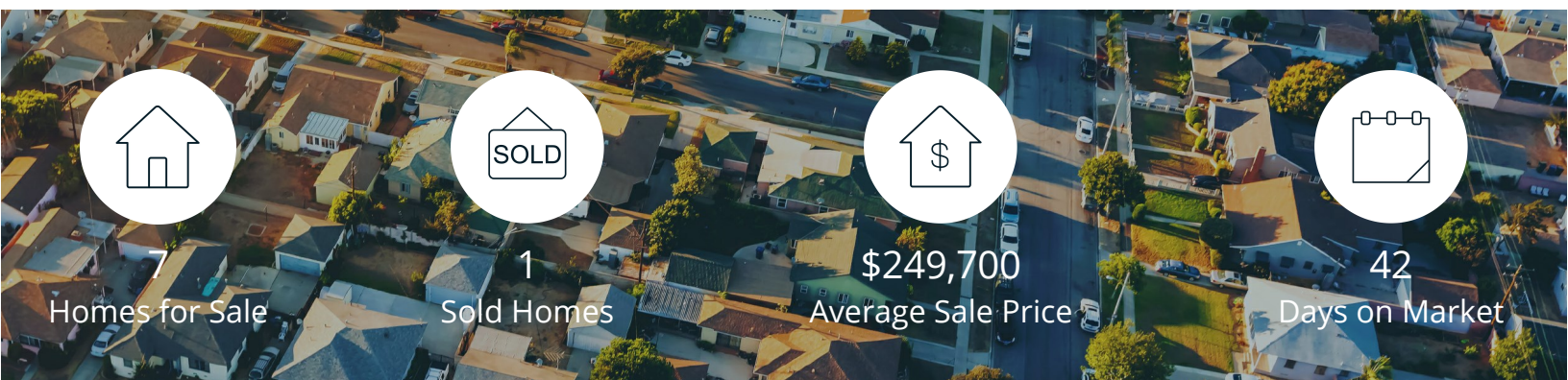
Days on Market



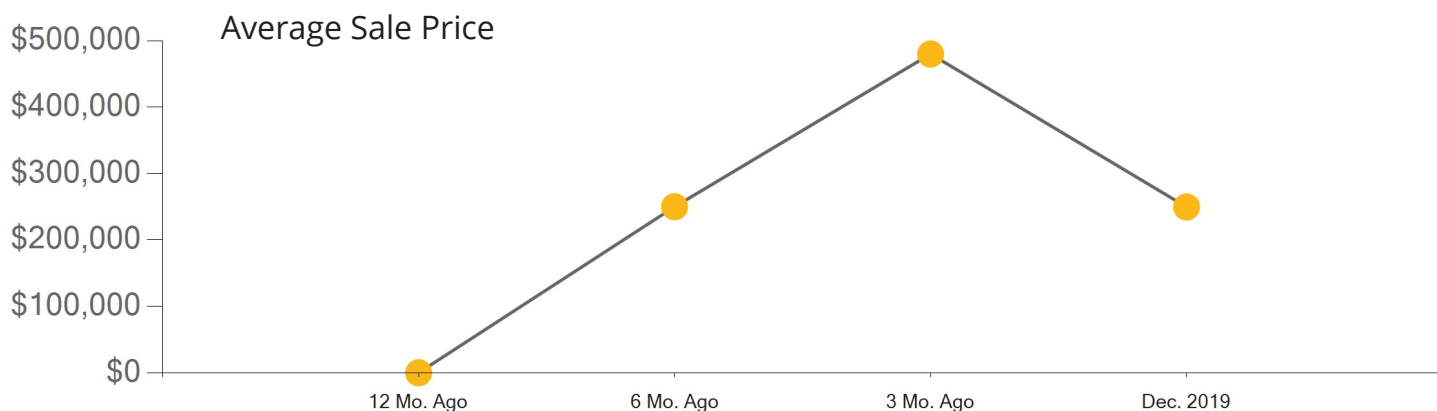
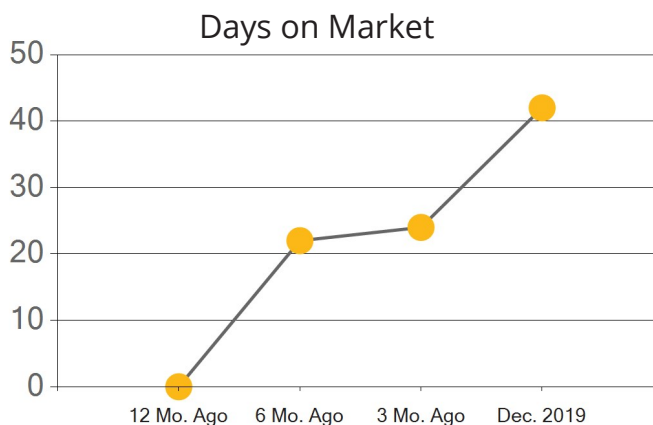
Average Sale Price

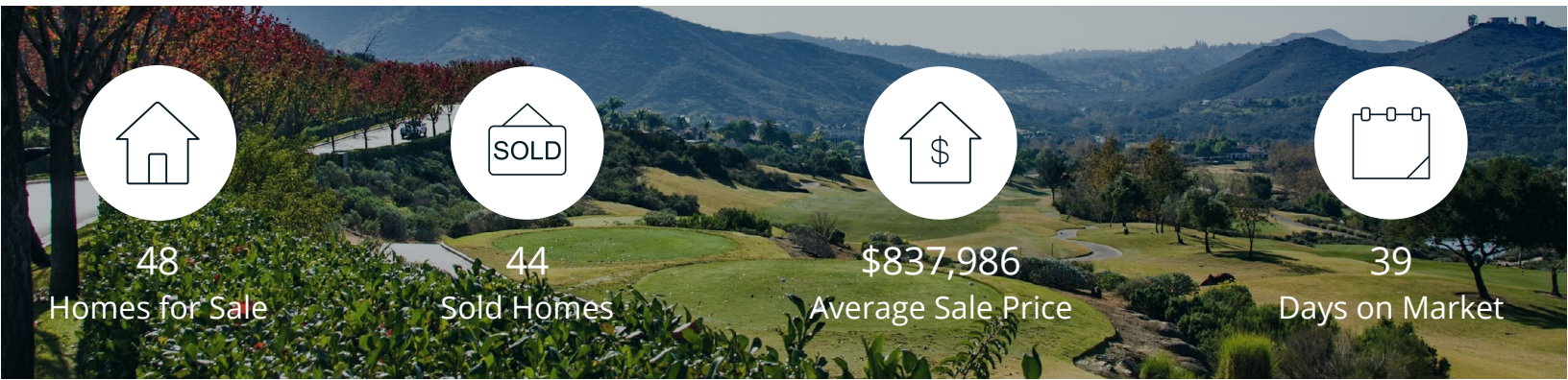


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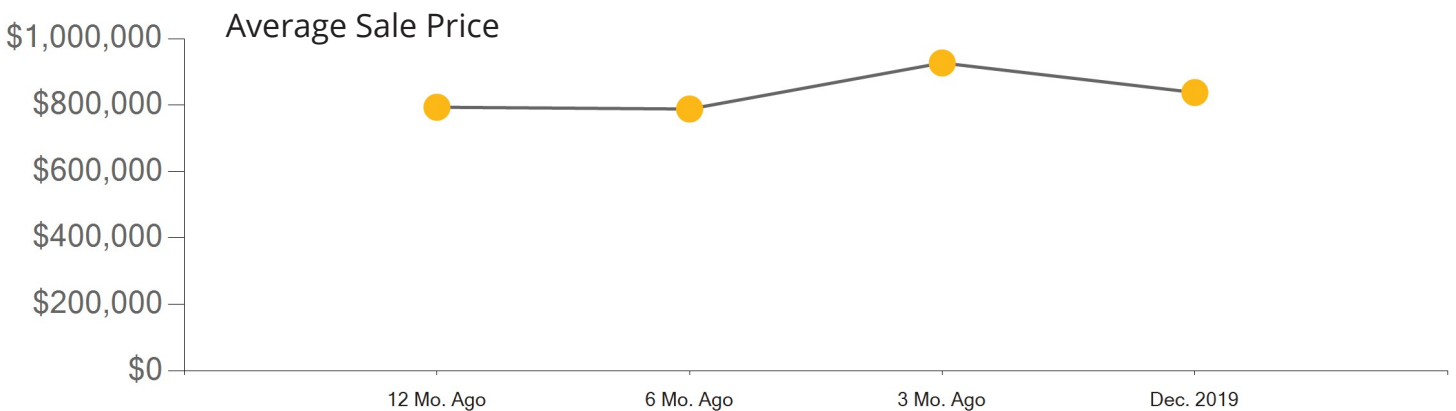
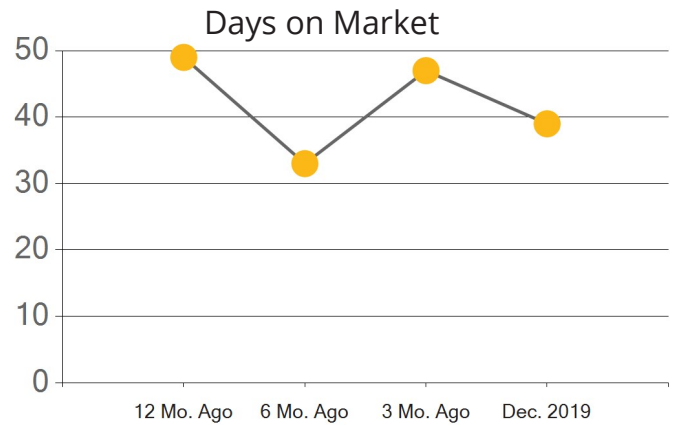
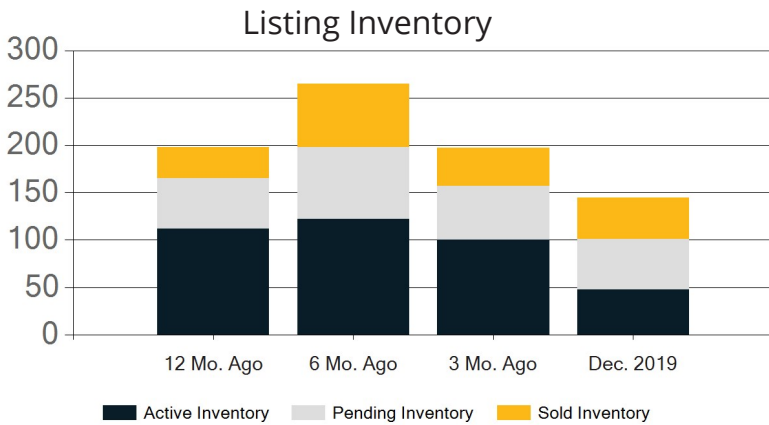


	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	7	0	1	\$249,700	42
3 Mo. Ago	7	0	1	\$480,000	24
6 Mo. Ago	8	0	1	\$250,000	22
12 Mo. Ago	5	1	0	\$0	0

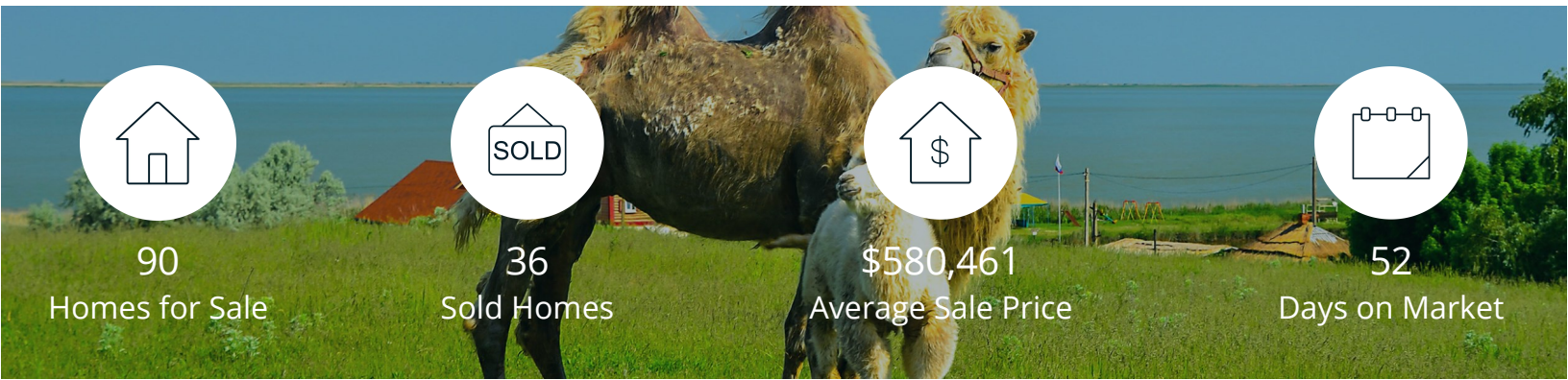




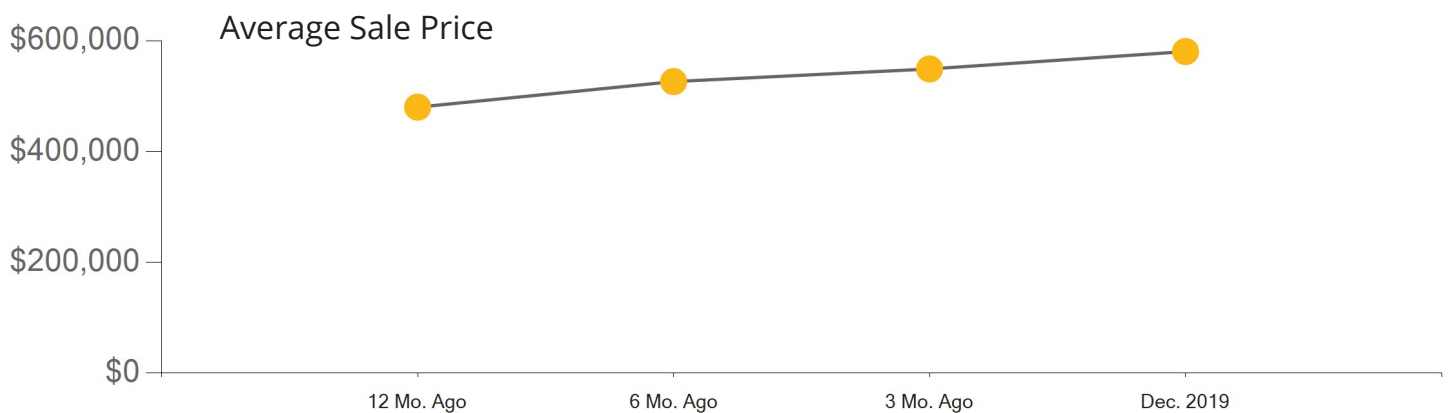
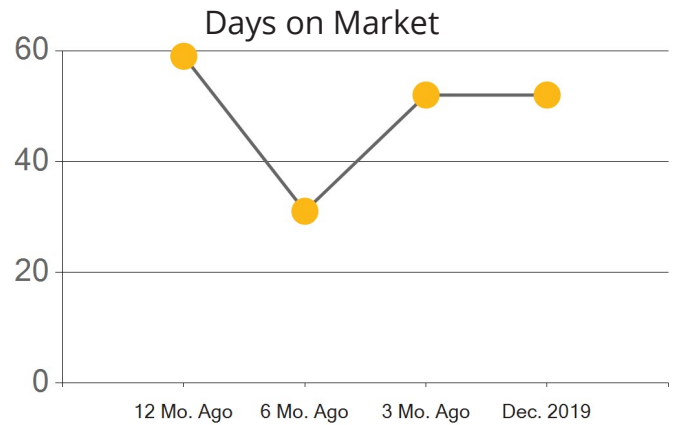
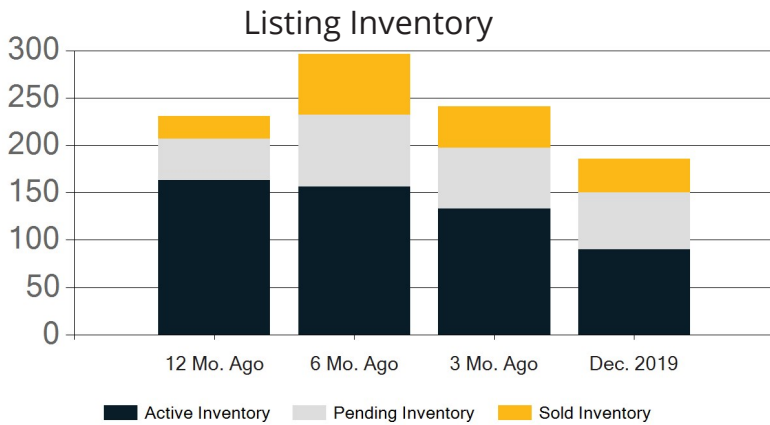
	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	48	53	44	\$837,986	39
3 Mo. Ago	100	57	40	\$927,092	47
6 Mo. Ago	122	76	67	\$788,300	33
12 Mo. Ago	112	53	33	\$793,739	49



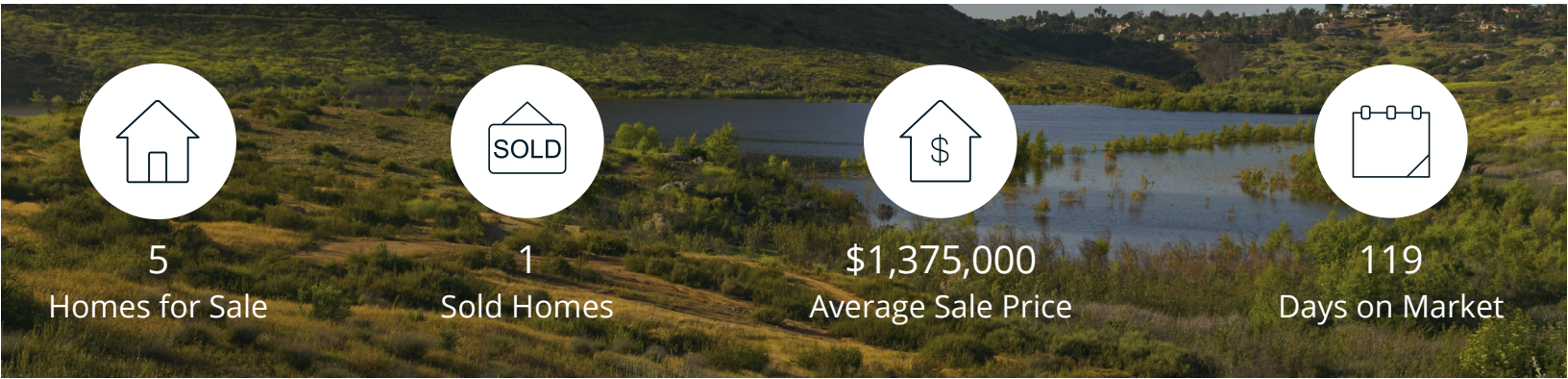
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	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	90	60	36	\$580,461	52
3 Mo. Ago	133	64	44	\$549,027	52
6 Mo. Ago	156	76	64	\$526,198	31
12 Mo. Ago	163	44	24	\$480,012	59



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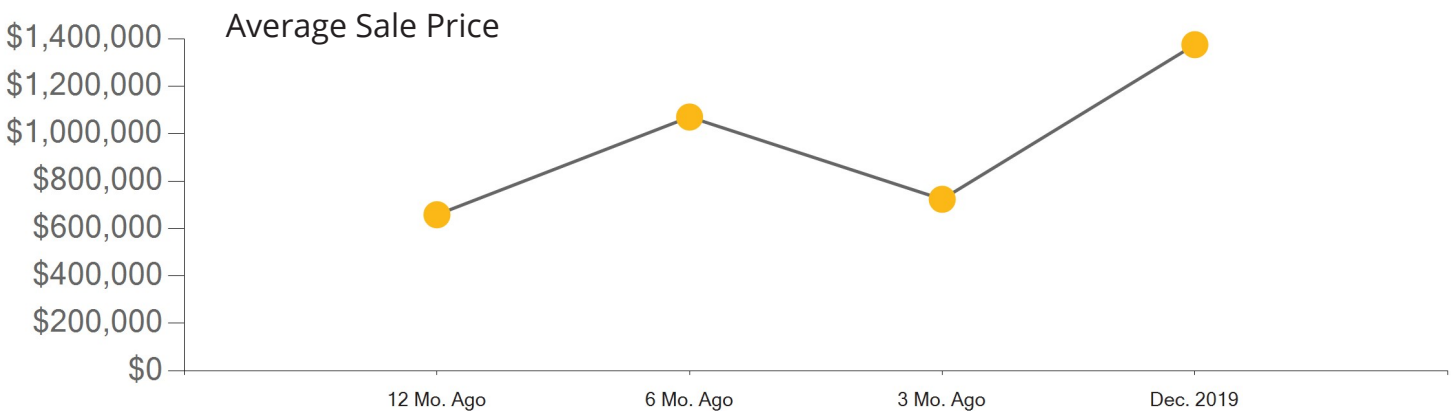
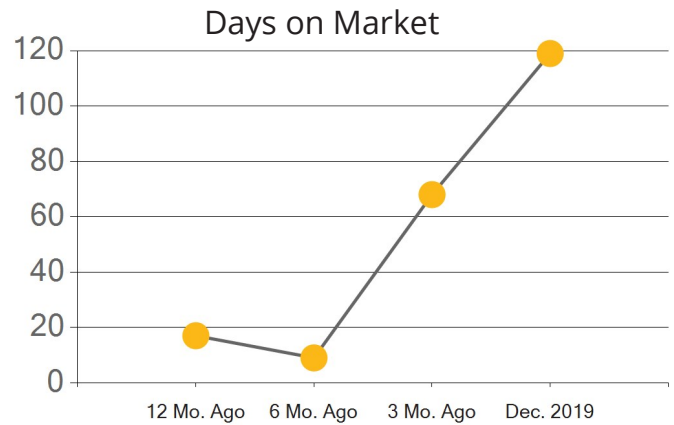
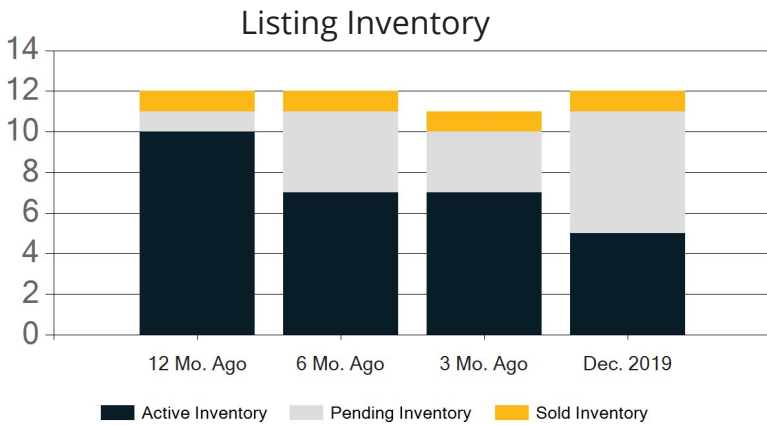
5
Homes for Sale

1
Sold Homes

\$1,375,000
Average Sale Price

119
Days on Market

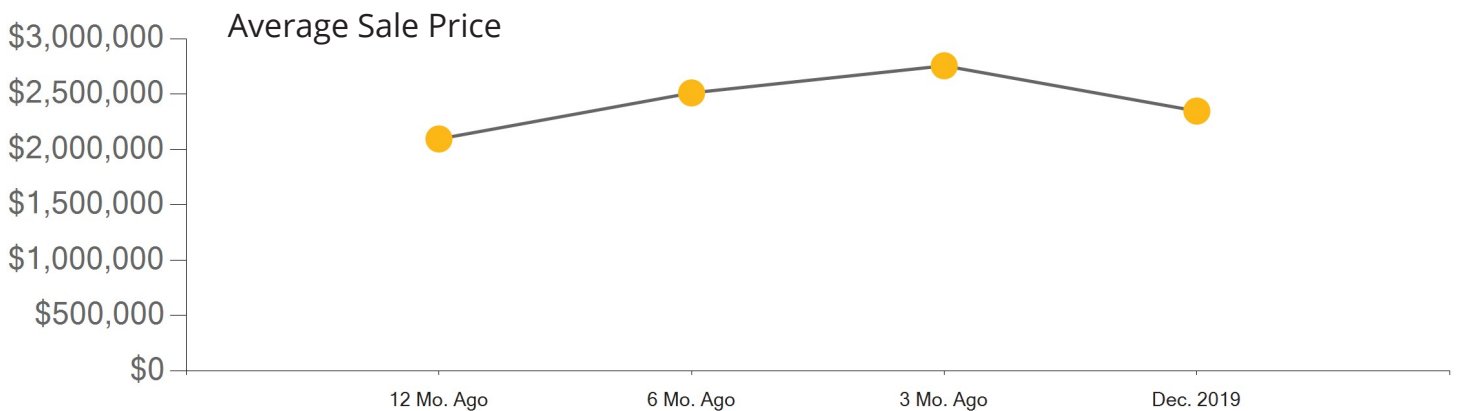
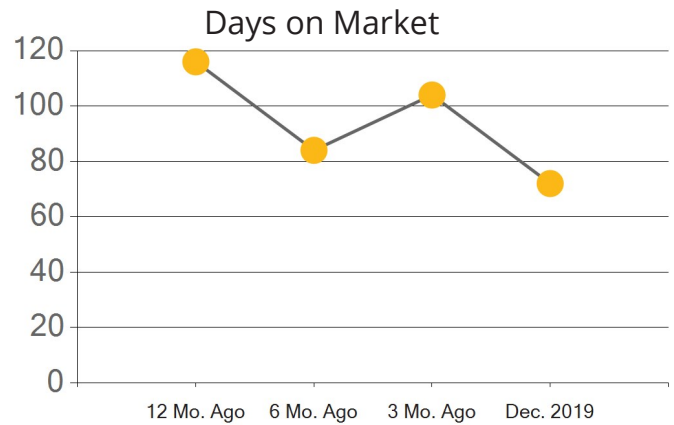
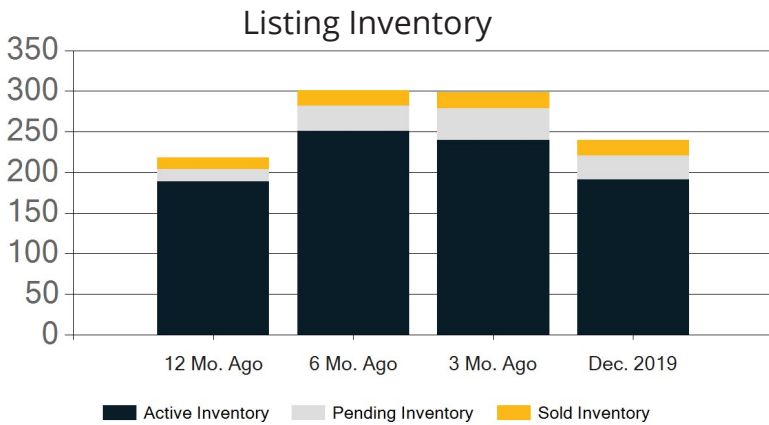
	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	5	6	1	\$1,375,000	119
3 Mo. Ago	7	3	1	\$723,000	68
6 Mo. Ago	7	4	1	\$1,070,000	9
12 Mo. Ago	10	1	1	\$657,900	17



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	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	191	30	19	\$2,346,476	72
3 Mo. Ago	240	39	20	\$2,755,570	104
6 Mo. Ago	251	31	19	\$2,510,466	84
12 Mo. Ago	189	15	14	\$2,094,464	116



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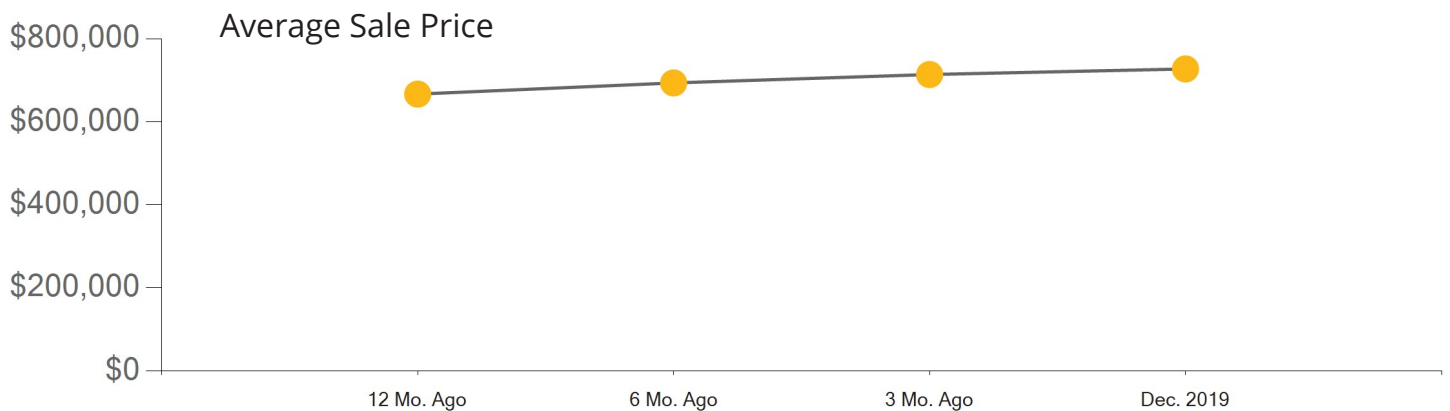
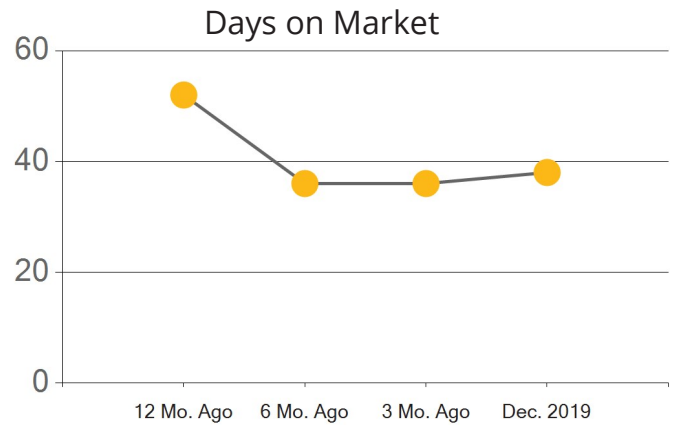
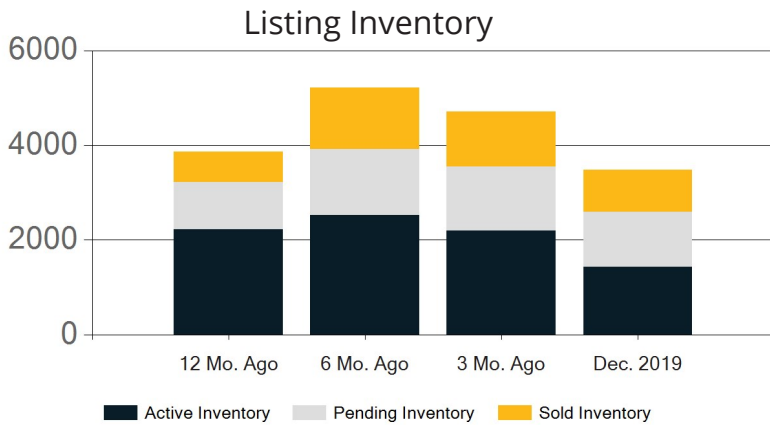
1,430
Homes for Sale

892
Sold Homes

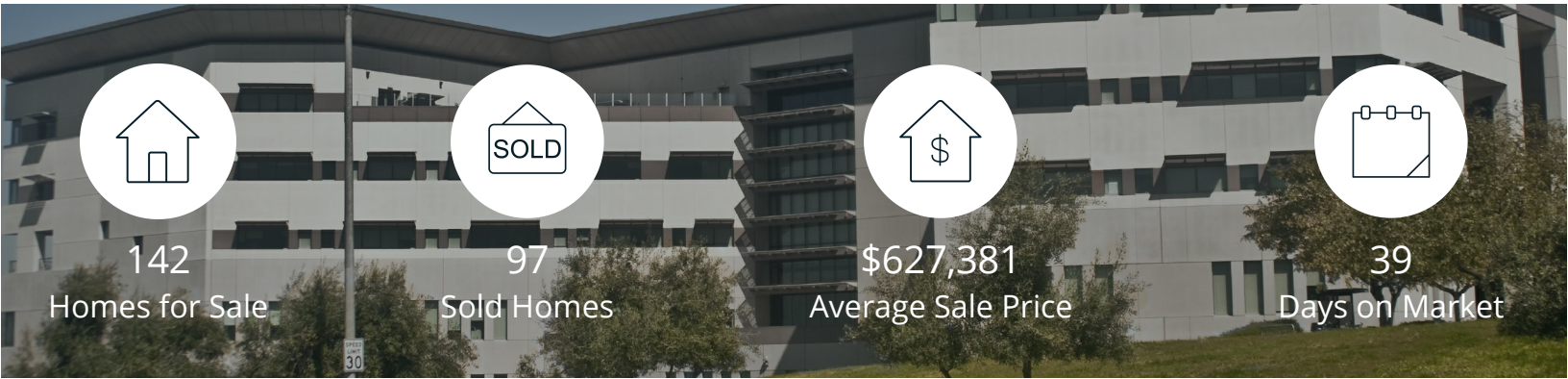
\$727,250
Average Sale Price

38
Days on Market

	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	1,430	1,166	892	\$727,250	38
3 Mo. Ago	2,196	1,360	1,152	\$713,797	36
6 Mo. Ago	2,523	1,394	1,298	\$693,497	36
12 Mo. Ago	2,223	995	644	\$666,619	52



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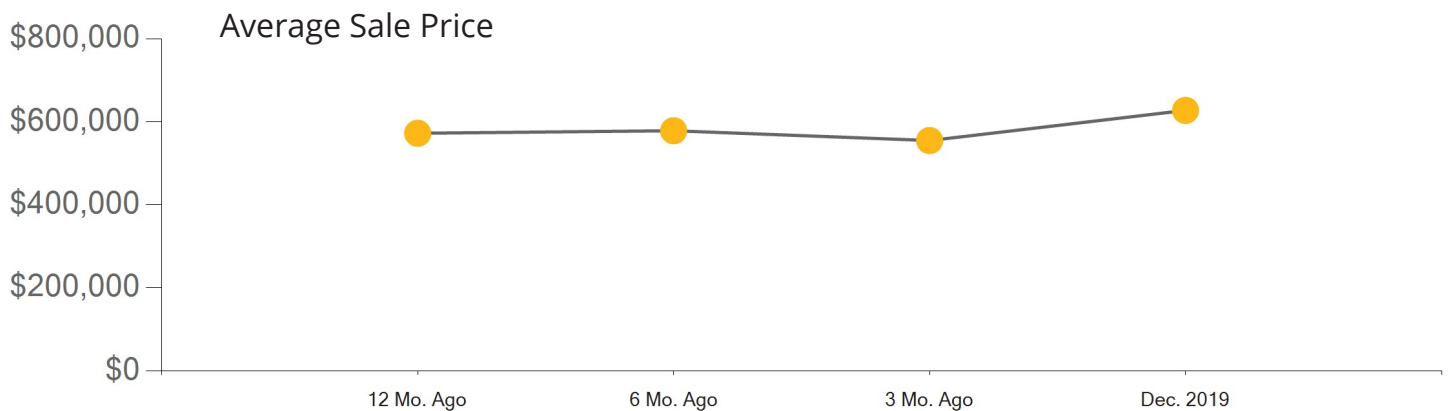
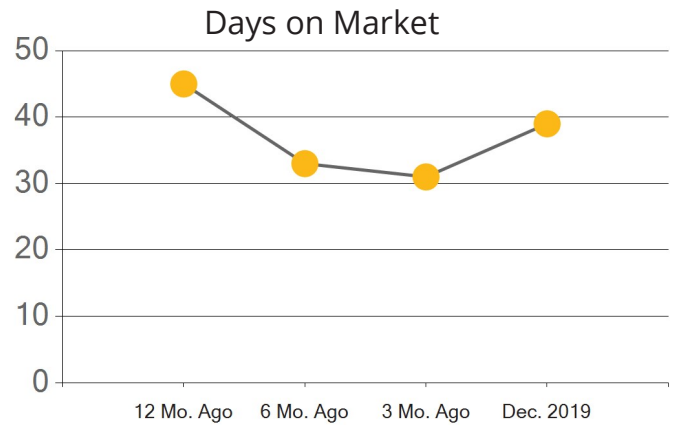
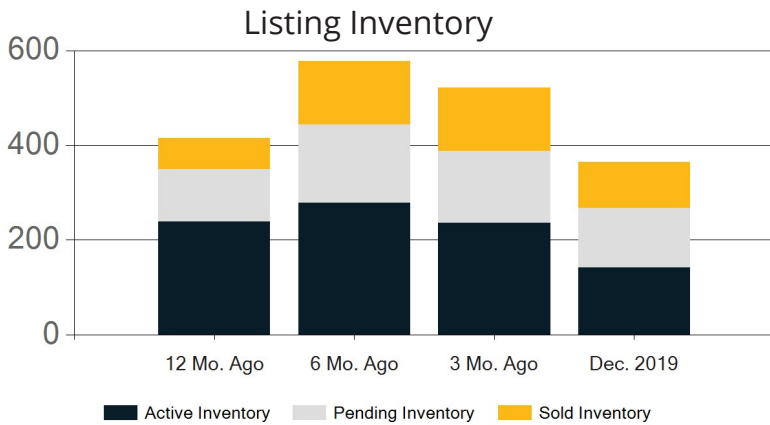
142
Homes for Sale

97
Sold Homes

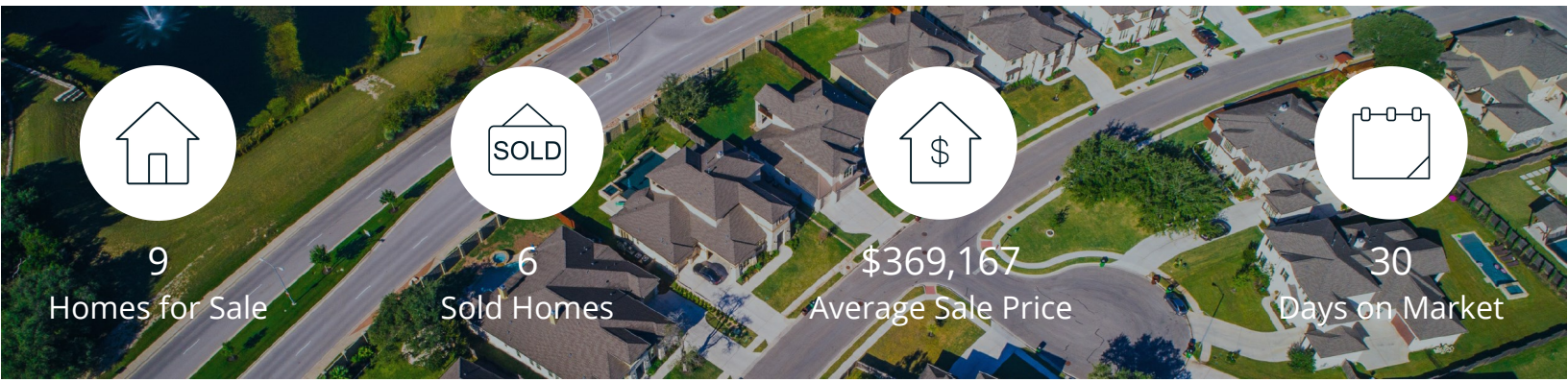
\$627,381
Average Sale Price

39
Days on Market

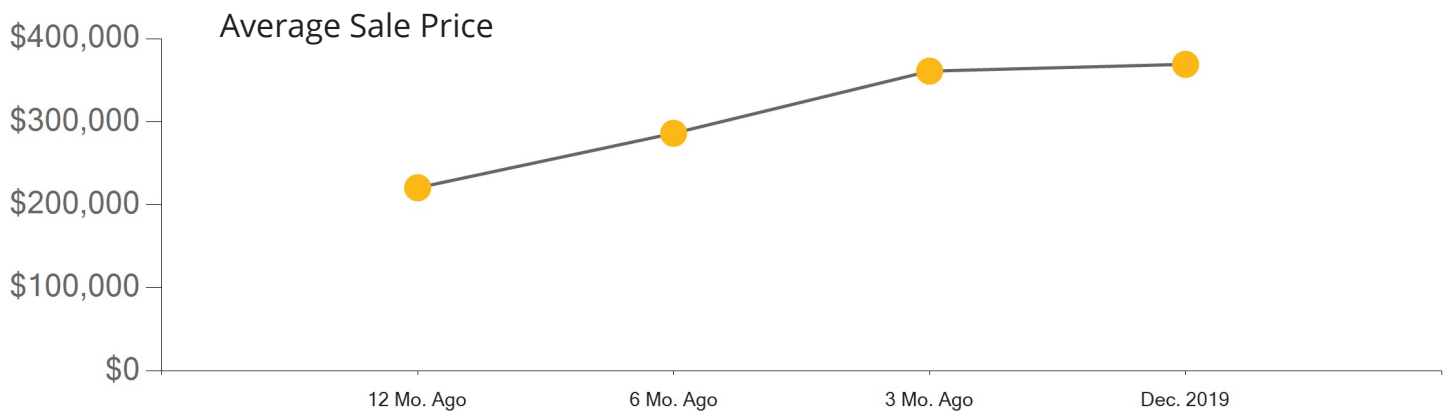
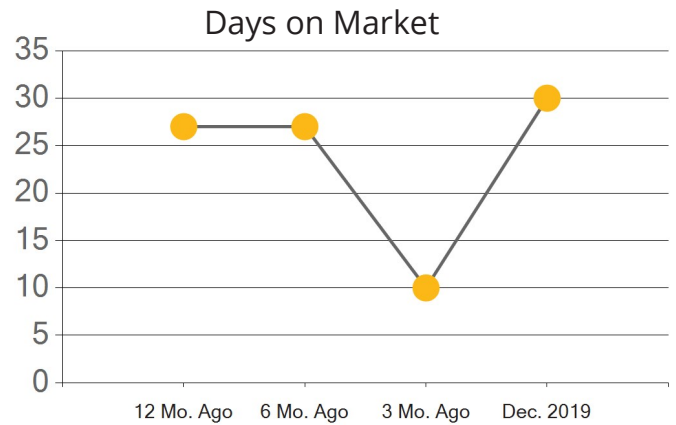
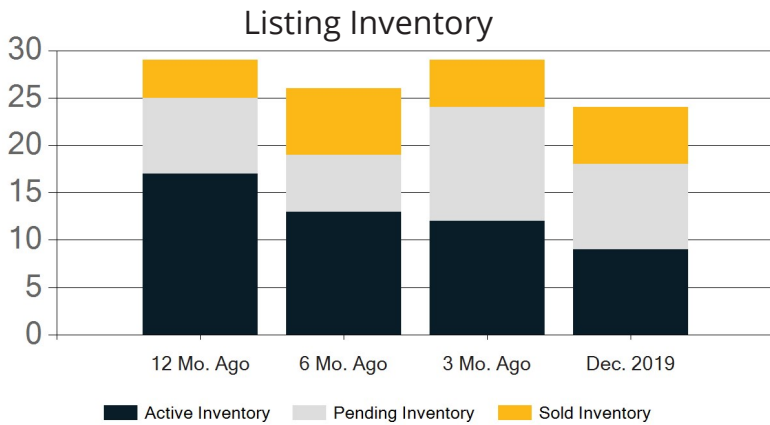
	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	142	125	97	\$627,381	39
3 Mo. Ago	236	152	134	\$554,727	31
6 Mo. Ago	278	166	133	\$578,382	33
12 Mo. Ago	239	111	65	\$572,354	45



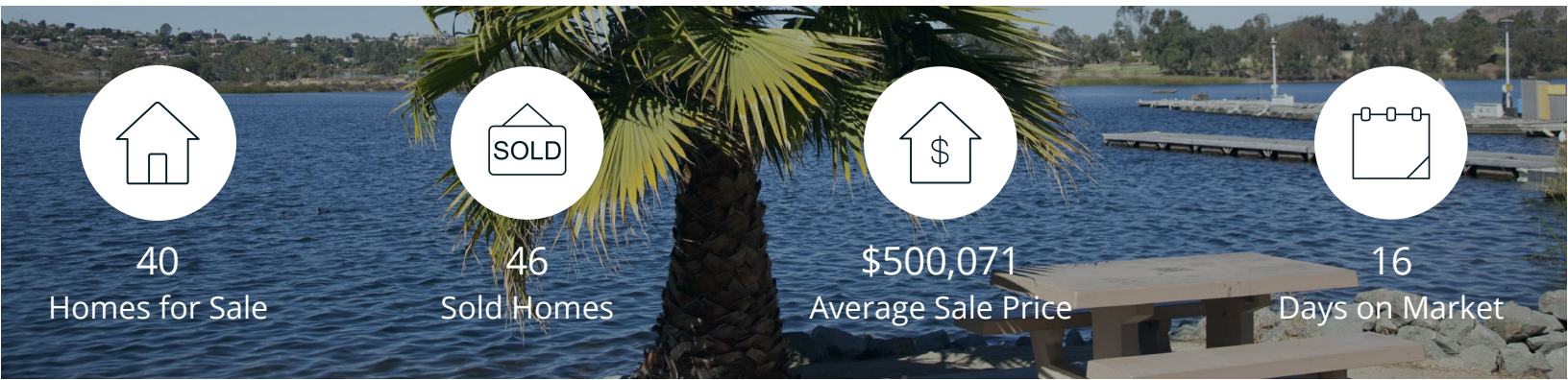
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	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	9	9	6	\$369,167	30
3 Mo. Ago	12	12	5	\$361,000	10
6 Mo. Ago	13	6	7	\$286,071	27
12 Mo. Ago	17	8	4	\$220,500	27



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40
Homes for Sale

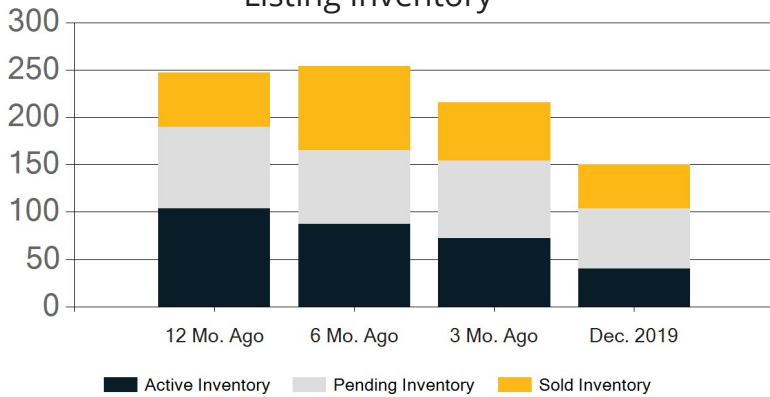
46
Sold Homes

\$500,071
Average Sale Price

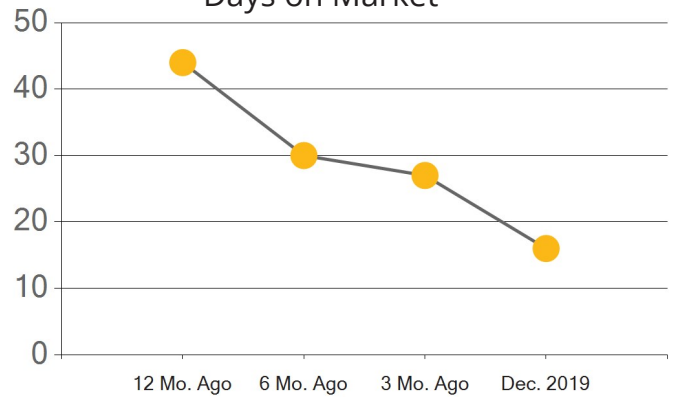
16
Days on Market

	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	40	64	46	\$500,071	16
3 Mo. Ago	72	82	62	\$469,700	27
6 Mo. Ago	87	78	89	\$467,148	30
12 Mo. Ago	104	86	57	\$475,564	44

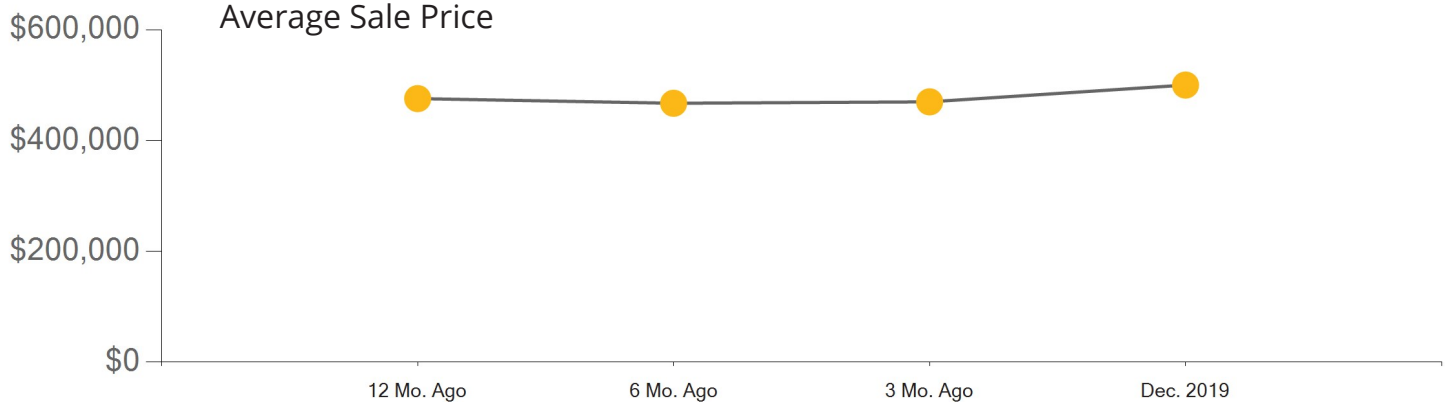
Listing Inventory



Days on Market



Average Sale Price



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39
Homes for Sale



17
Sold Homes

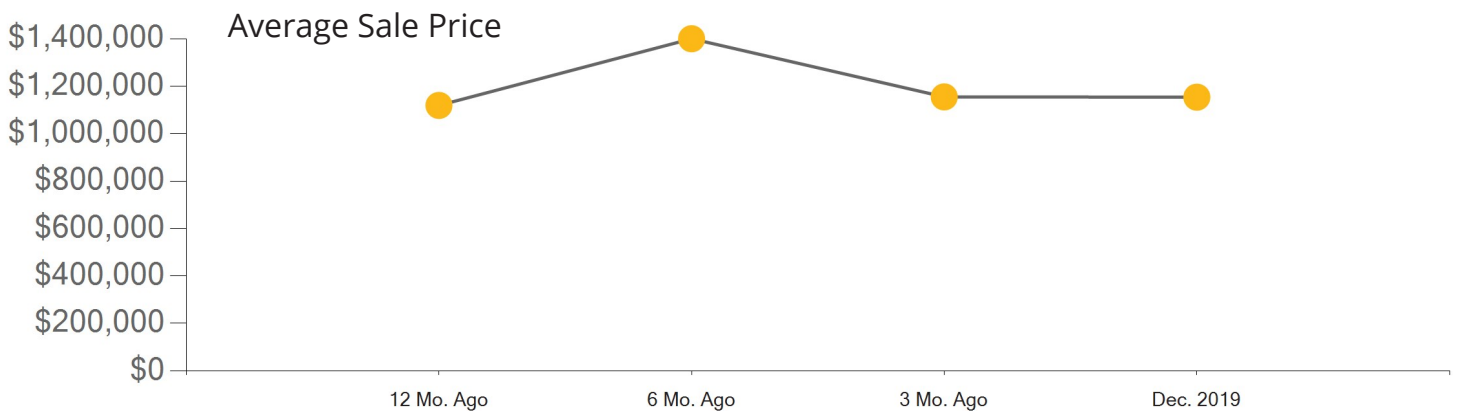
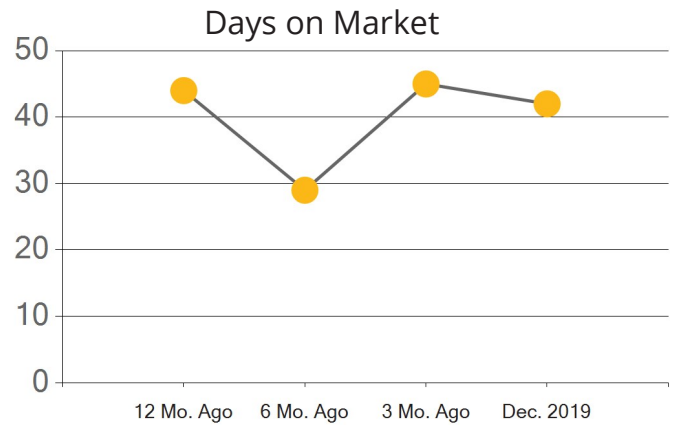
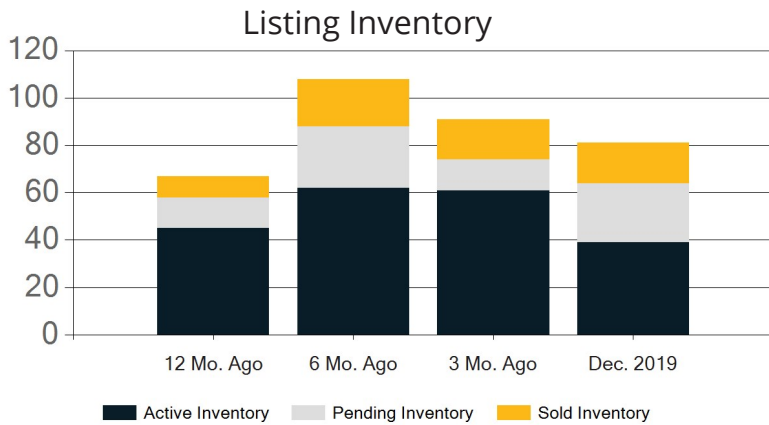


\$1,153,706
Average Sale Price



42
Days on Market

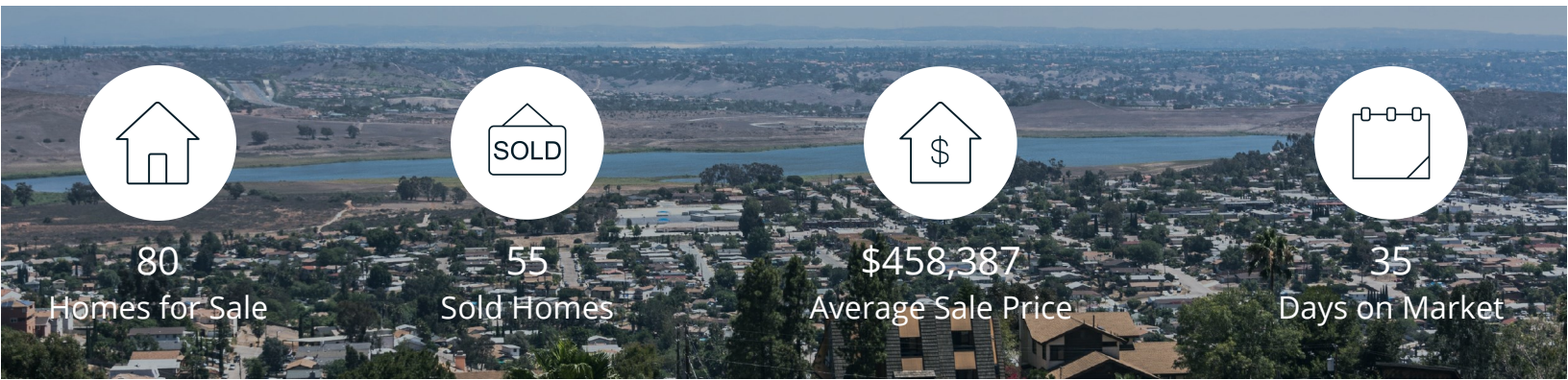
	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	39	25	17	\$1,153,706	42
3 Mo. Ago	61	13	17	\$1,154,824	45
6 Mo. Ago	62	26	20	\$1,399,970	29
12 Mo. Ago	45	13	9	\$1,118,933	44



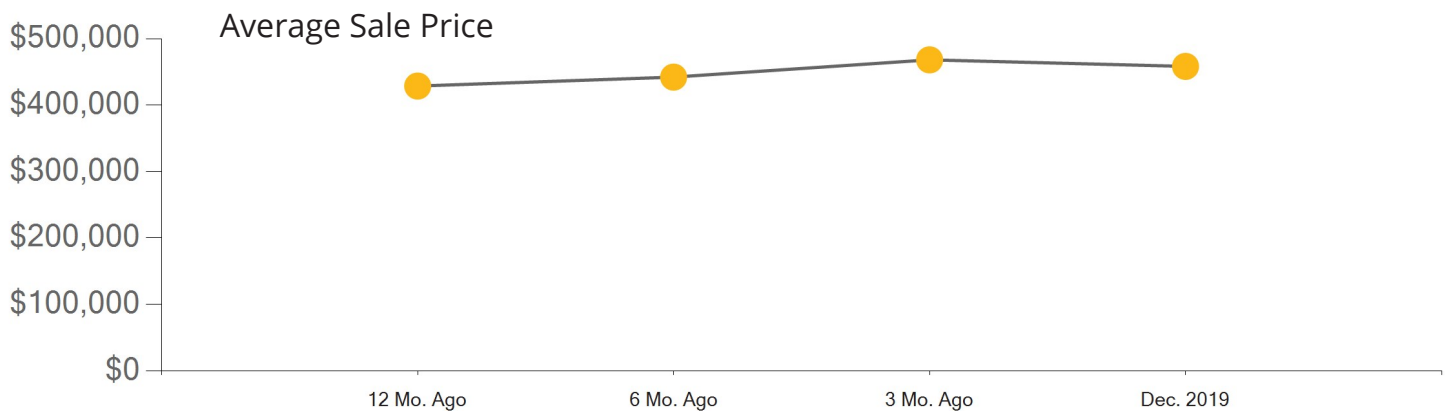
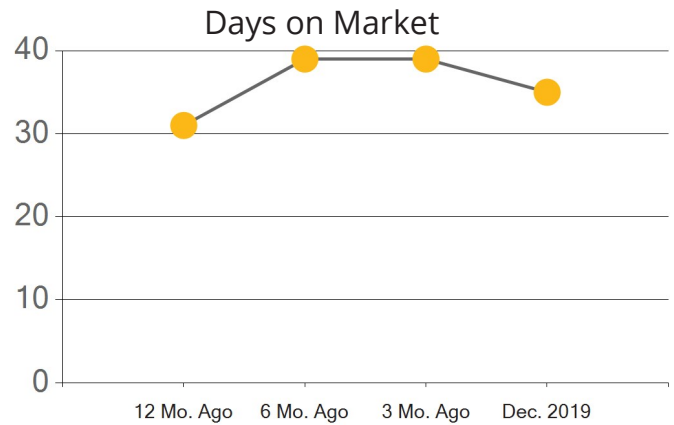
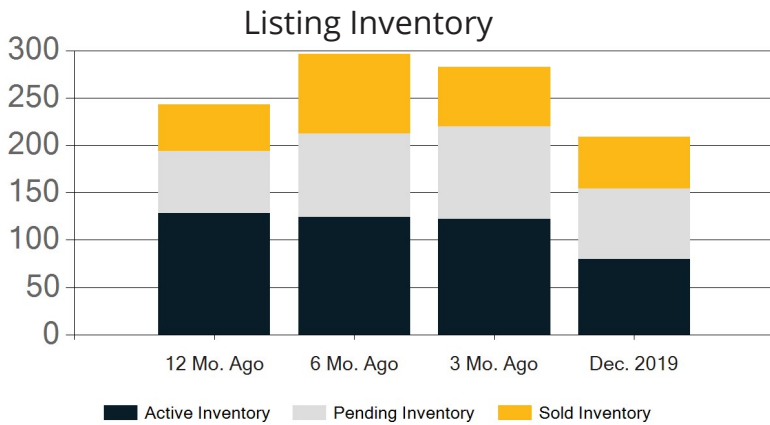
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Spring Valley Market Update

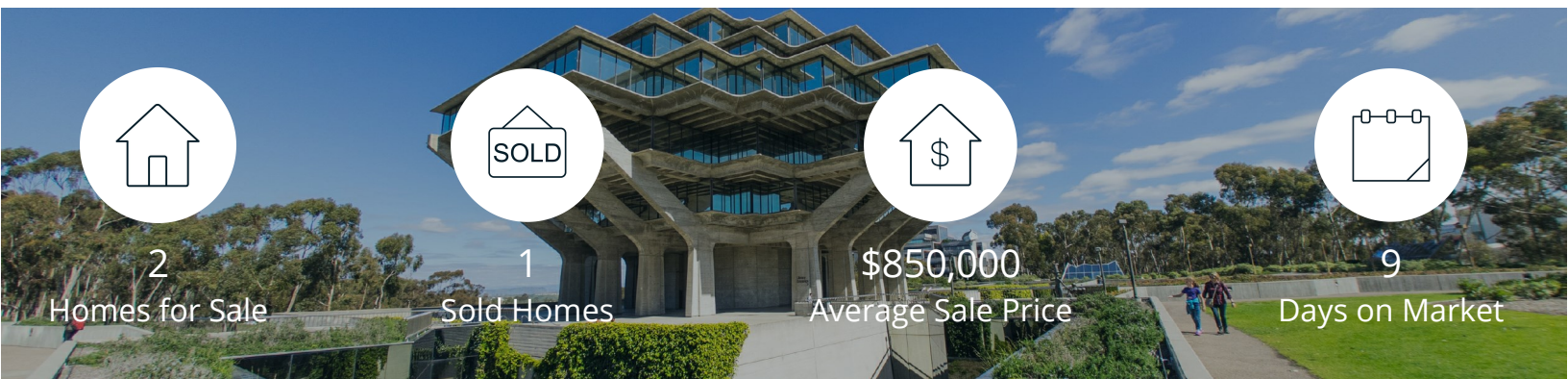
DECEMBER 2019



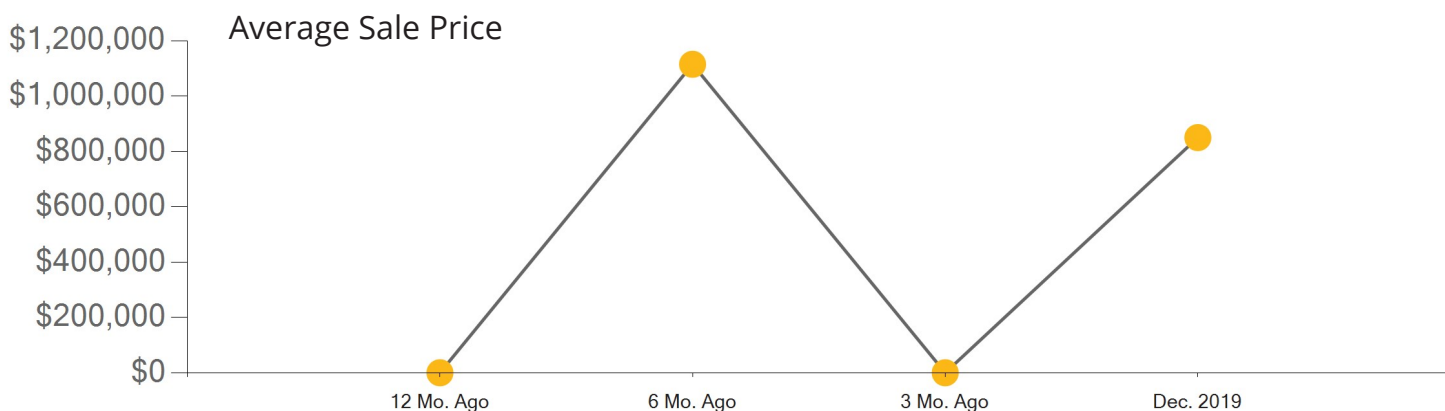
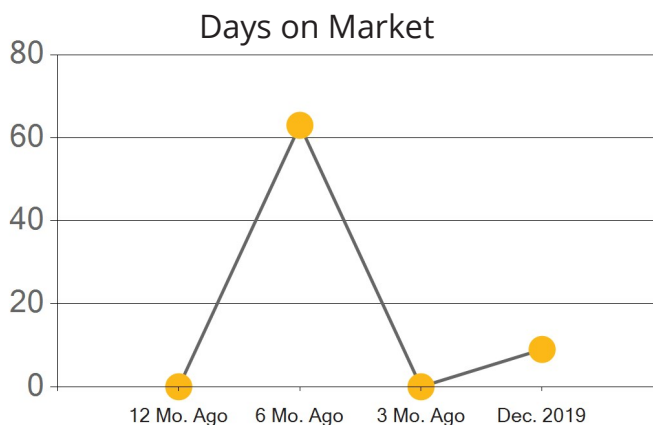
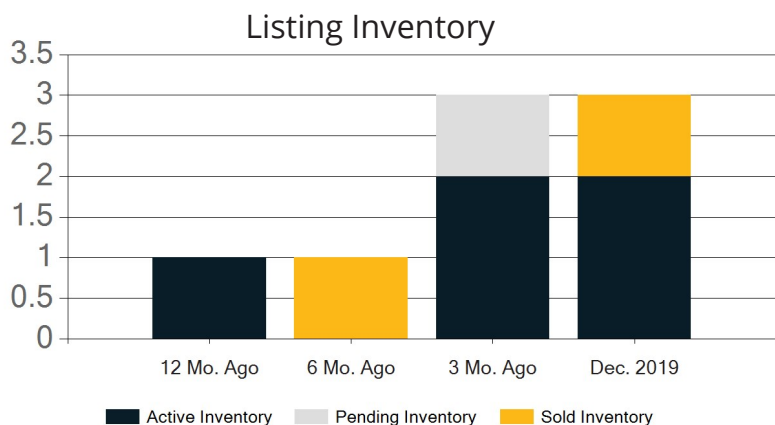
	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	80	74	55	\$458,387	35
3 Mo. Ago	122	98	63	\$468,216	39
6 Mo. Ago	124	88	84	\$442,232	39
12 Mo. Ago	128	66	49	\$428,738	31



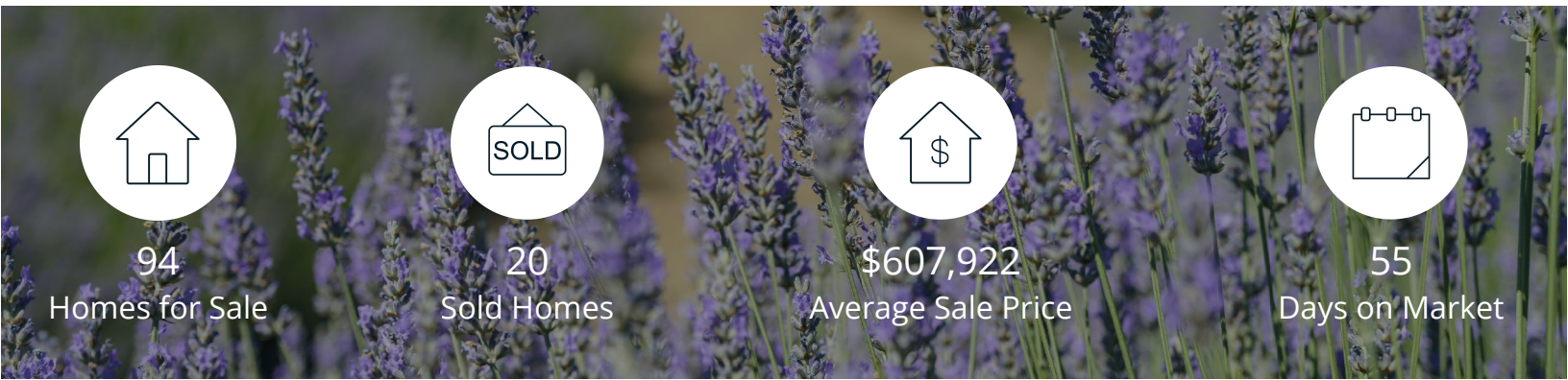
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	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	2	0	1	\$850,000	9
3 Mo. Ago	2	1	0	\$0	0
6 Mo. Ago	0	0	1	\$1,115,000	63
12 Mo. Ago	1	0	0	\$0	0



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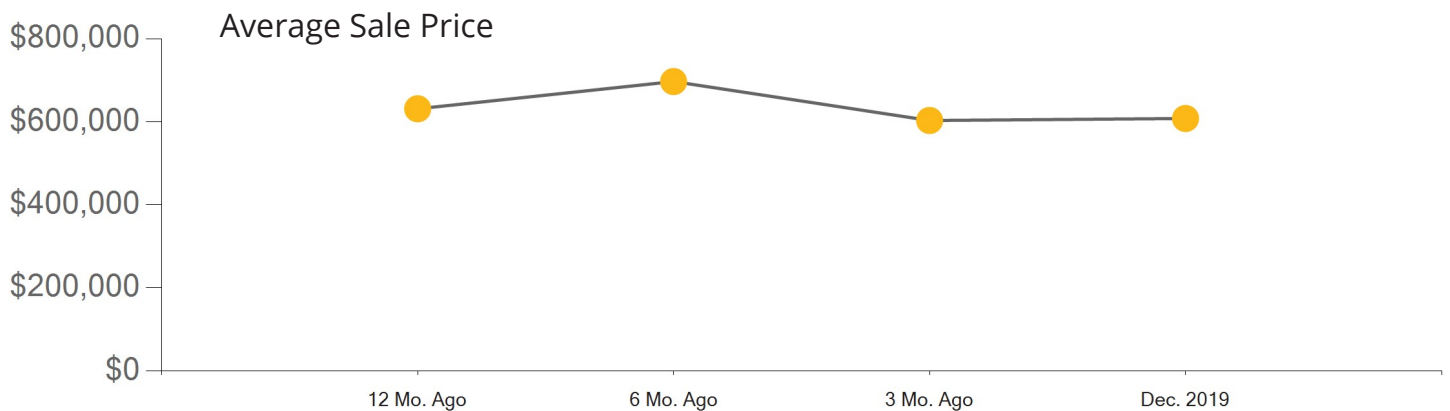
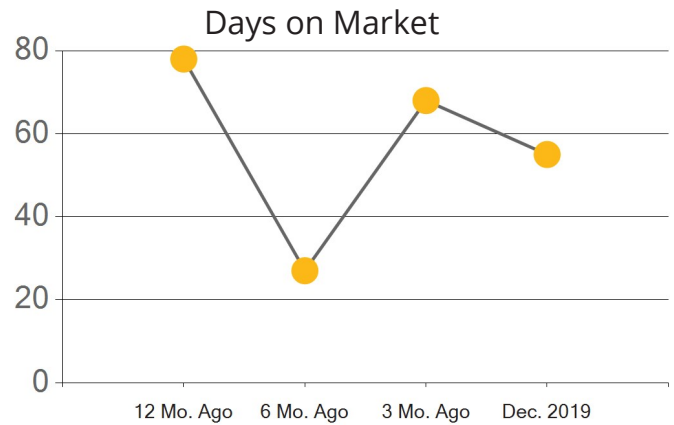
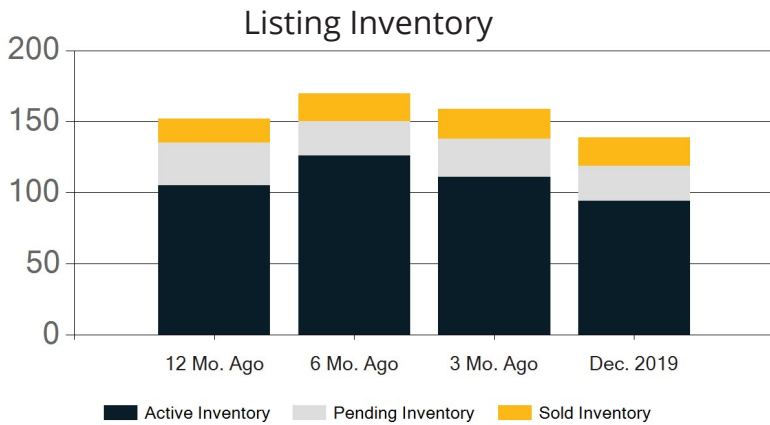
94
Homes for Sale

20
Sold Homes

\$607,922
Average Sale Price

55
Days on Market

	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	94	25	20	\$607,922	55
3 Mo. Ago	111	27	21	\$603,043	68
6 Mo. Ago	126	24	20	\$696,860	27
12 Mo. Ago	105	30	17	\$631,249	78



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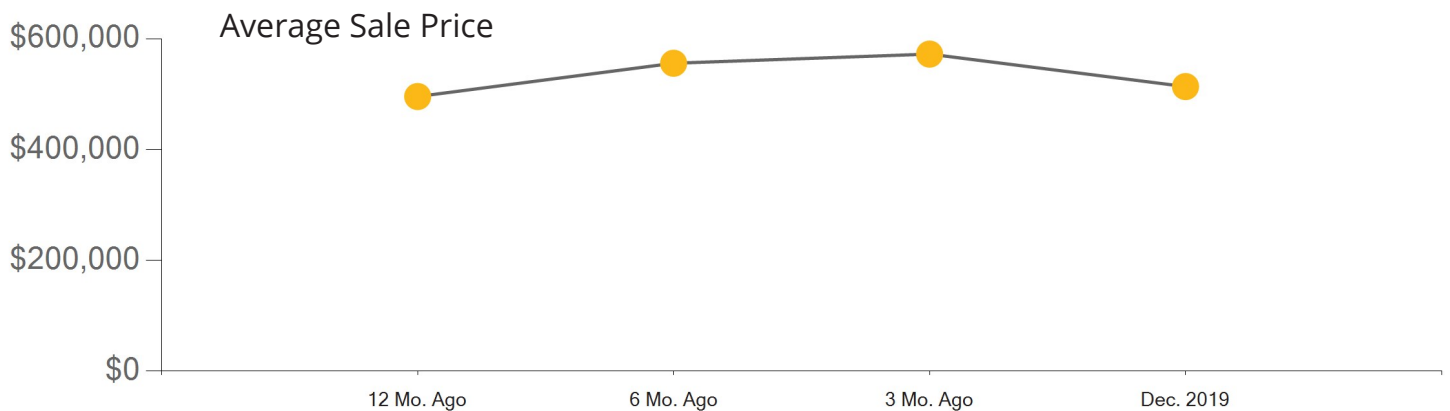
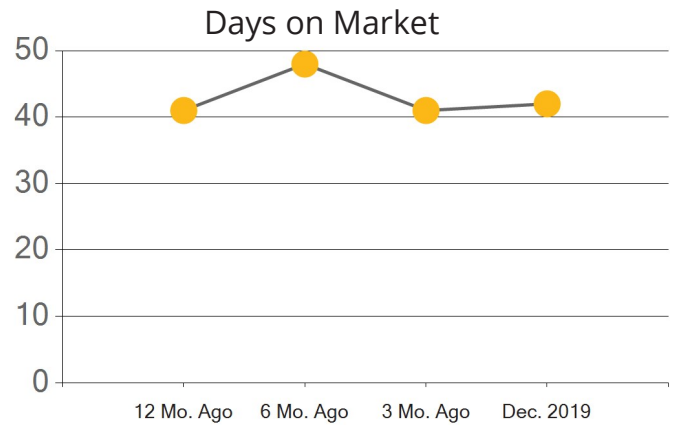
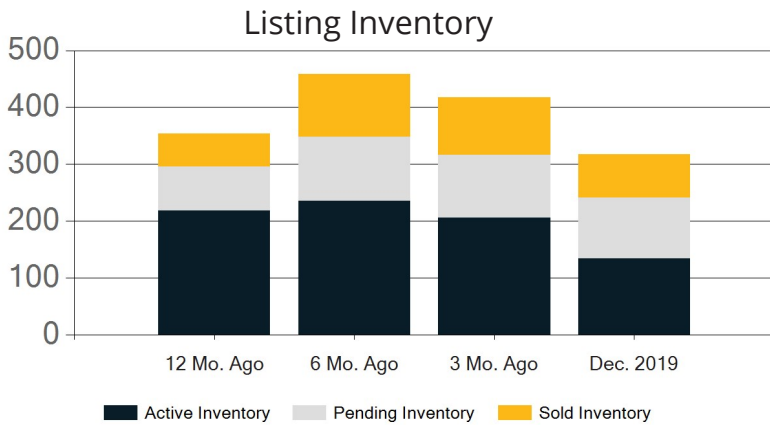
134
Homes for Sale

76
Sold Homes

\$513,545
Average Sale Price

42
Days on Market

	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	134	107	76	\$513,545	42
3 Mo. Ago	206	110	102	\$572,259	41
6 Mo. Ago	235	113	111	\$555,746	48
12 Mo. Ago	218	78	58	\$495,611	41



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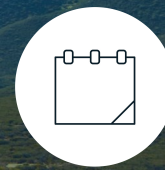
19
Homes for Sale



1
Sold Homes



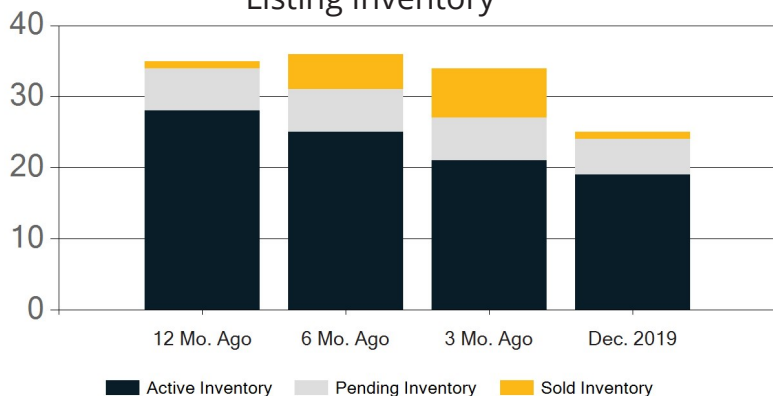
\$129,900
Average Sale Price



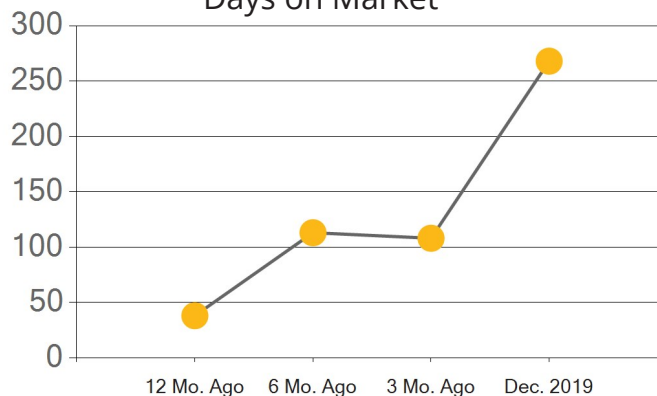
268
Days on Market

	Active	Pending	Sold	Average Sale Price	Days on Market
Dec. 2019	19	5	1	\$129,900	268
3 Mo. Ago	21	6	7	\$437,843	108
6 Mo. Ago	25	6	5	\$280,200	113
12 Mo. Ago	28	6	1	\$175,000	38

Listing Inventory



Days on Market



Average Sale Price

