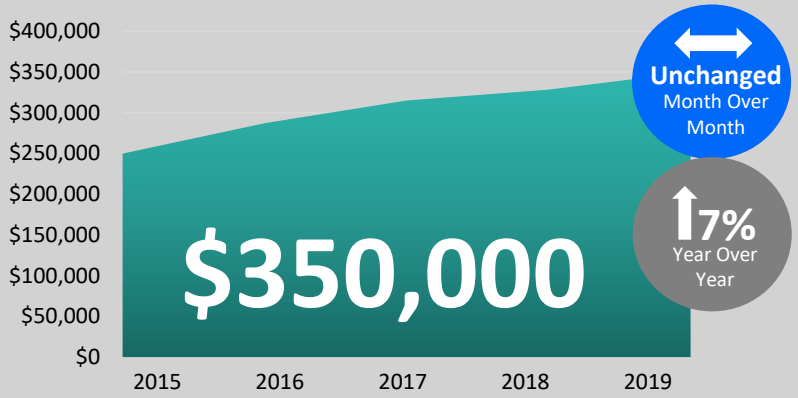


HOW'S THE MARKET? | December 2019

There's a rumor going around that the market slows down in the winter months, but the statistics just don't support that. In fact, it appears with the technology and online shopping, there is no actual real estate season any longer. So don't wait, get out and get there before other buyers wise up and buy it while others wait. If you are selling, weigh out the cost of waiting for a perceived "better market" versus the increased competition of all those waiting to sell. Capitalize on the winter season – either as a Seller, or Buyer or both!

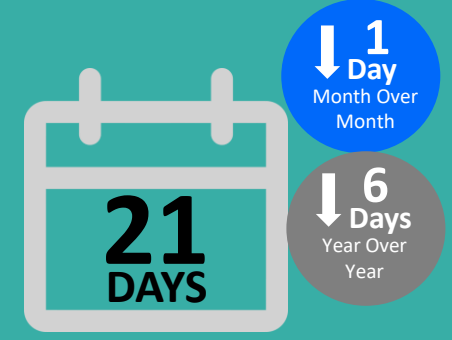
MEDIAN PRICE FOR SINGLE-FAMILY HOMES



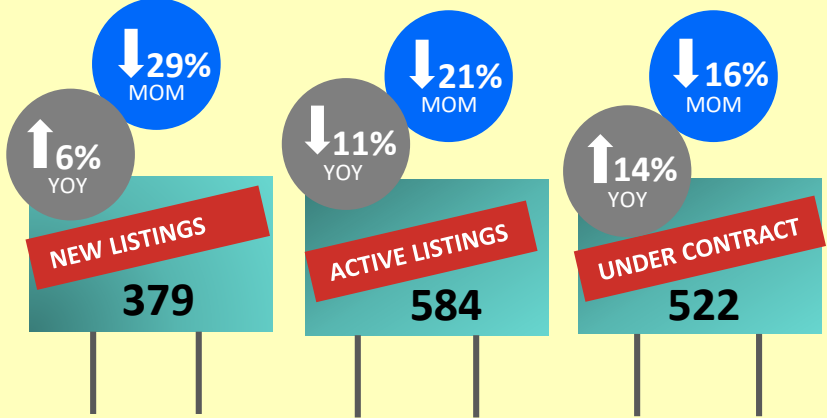
WEEKS OF INVENTORY



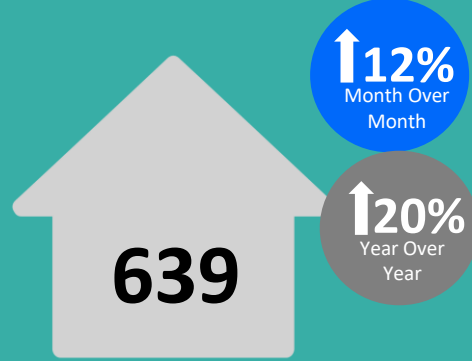
MEDIAN DAYS HOMES SPENT ON THE MARKET



HOME LISTINGS ON THE MARKET



HOMES SOLD



HOMES SOLD YEAR TO DATE

