

(based on RealtorLink Statistics for DRAR)  
Year-Over-Year Summary

| YEAR-TO-DATE |        |        |        |        |        |        |        |        |        |        |
|--------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
|              | 2011   | 2012   | 2013   | 2014   | 2015   | 2016   | 2017   | 2018   | 2019   | 2020   |
| Sales        | 9,853  | 10,833 | 10,560 | 10,899 | 11,924 | 12,374 | 11,243 | 9,011  | 10,677 | 11,108 |
| Listings     | 23,730 | 21,480 | 18,115 | 16,136 | 13,403 | 9,307  | 17,833 | 22,241 | 21,335 | 11,021 |



|     | Sales |        |        |        |        |        |        |       |        |        |         | Active Listings |        |        |        |        |       |        |        |        |        |         |
|-----|-------|--------|--------|--------|--------|--------|--------|-------|--------|--------|---------|-----------------|--------|--------|--------|--------|-------|--------|--------|--------|--------|---------|
|     | 2011  | 2012   | 2013   | 2014   | 2015   | 2016   | 2017   | 2018  | 2019   | 2020   | % Chge  | 2011            | 2012   | 2013   | 2014   | 2015   | 2016  | 2017   | 2018   | 2019   | 2020   | % Chge  |
| JAN | 505   | 582    | 508    | 484    | 512    | 508    | 595    | 470   | 508    | 586    | 15.35%  | 1,415           | 1,415  | 1,280  | 919    | 857    | 665   | 351    | 1,177  | 1,378  | 905    | -34.33% |
| FEB | 653   | 848    | 751    | 639    | 728    | 845    | 833    | 604   | 585    | 890    | 52.14%  | 1,640           | 1,745  | 1,367  | 1,135  | 1,009  | 710   | 398    | 1,381  | 1,503  | 1,036  | -31.07% |
| MAR | 981   | 1,179  | 948    | 947    | 1,086  | 824    | 1,349  | 846   | 839    | 1,101  | 31.23%  | 1,912           | 1,932  | 1,559  | 1,401  | 1,142  | 1,166 | 679    | 1,660  | 1,746  | 1,229  | -29.61% |
| APR | 949   | 1,214  | 1,204  | 1,130  | 1,315  | 1,322  | 1,485  | 930   | 1,075  | 513    | -52.28% | 2,033           | 2,056  | 1,793  | 1,592  | 1,273  | 878   | 1,182  | 1,915  | 2,005  | 1,183  | -41.00% |
| MAY | 1,040 | 1,248  | 1,179  | 1,334  | 1,320  | 1,445  | 1,309  | 859   | 1,176  | 770    | -34.52% | 2,162           | 2,132  | 1,911  | 1,648  | 1,436  | 918   | 1,941  | 2,283  | 2,309  | 1,149  | -50.24% |
| JUN | 1,046 | 1,122  | 1,093  | 1,175  | 1,468  | 1,471  | 997    | 918   | 1,093  | 1,281  | 17.20%  | 2,119           | 2,012  | 1,782  | 1,677  | 1,303  | 853   | 2,216  | 2,303  | 2,320  | 1,282  | -44.74% |
| JUL | 906   | 967    | 988    | 1,110  | 1,193  | 1,200  | 749    | 794   | 1,041  | 1,583  | 52.07%  | 2,247           | 1,958  | 1,699  | 1,605  | 1,231  | 775   | 2,172  | 2,194  | 2,176  | 1,185  | -45.54% |
| AUG | 815   | 902    | 955    | 919    | 984    | 1,132  | 822    | 843   | 1,046  | 1,515  | 44.84%  | 2,251           | 1,844  | 1,604  | 1,484  | 1,223  | 667   | 1,869  | 2,014  | 1,917  | 1,105  | -42.36% |
| SEP | 870   | 763    | 845    | 970    | 982    | 1,090  | 835    | 773   | 956    | 1,492  | 56.07%  | 2,290           | 1,960  | 1,419  | 1,523  | 1,282  | 842   | 2,025  | 2,171  | 1,936  | 1,042  | -46.18% |
| OCT | 800   | 849    | 924    | 973    | 989    | 1,090  | 845    | 798   | 968    | 1,377  | 42.25%  | 2,167           | 1,758  | 1,536  | 1,312  | 1,121  | 842   | 1,912  | 2,082  | 1,803  | 905    | -49.81% |
| NOV | 771   | 749    | 720    | 740    | 799    | 919    | 879    | 730   | 872    |        |         | 1,902           | 1,506  | 1,277  | 1,094  | 916    | 654   | 1,780  | 1,772  | 1,363  |        |         |
| DEC | 517   | 410    | 445    | 478    | 548    | 528    | 545    | 446   | 518    |        |         | 1,592           | 1,162  | 888    | 746    | 610    | 337   | 1,308  | 1,289  | 879    |        |         |
| YOY | 9,853 | 10,833 | 10,560 | 10,899 | 11,924 | 12,374 | 11,243 | 9,011 | 10,677 | 11,108 |         | 23,730          | 21,480 | 18,115 | 16,136 | 13,403 | 9,307 | 17,833 | 22,241 | 21,335 | 11,021 |         |

