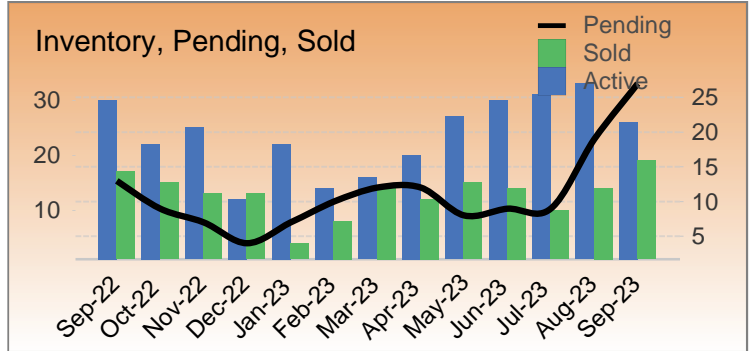


## Market Activity Summary:

- Inventory: 27 units were listed for sale as of the last day of September - approximately 1.9 months of inventory.
- Sales Activity: 19 units were sold during September
- Median Sales Price: \$775,000 during September
- Average price per sq.ft. in September was \$673
- Average Days-on-Market (DOM) is approximately 26 days
- Sold over Asking: On average, buyers paid 104% of list price in September



## Monthly Market Activity

Month	Active	Pending	Sold	Months Supply	Avg List Price	Med Sale Price	Avg Sale Price	Average DOM	Avg \$ SqFt Active	Avg \$ SqFt Sold	Sale Price / List Price
Sep-23	26	27	19	1.9	\$849,798	\$775,000	\$841,591	26	\$675	\$673	104%
Aug-23	33	19	14	2.6	\$819,325	\$935,000	\$964,852	45	\$650	\$658	106%
Jul-23	31	9	10	2.4	\$840,921	\$830,000	\$818,780	21	\$668	\$649	102%
Jun-23	30	9	14	2.2	\$781,776	\$778,000	\$797,839	37	\$650	\$604	105%
May-23	27	8	15	2.0	\$899,042	\$629,000	\$683,966	23	\$672	\$633	103%
Apr-23	20	12	12	1.8	\$760,695	\$910,000	\$978,622	28	\$641	\$637	106%
Mar-23	16	12	14	1.8	\$848,098	\$826,500	\$768,108	33	\$631	\$678	102%
Feb-23	14	10	8	1.8	\$725,223	\$837,500	\$781,875	13	\$645	\$591	103%
Jan-23	22	7	4	2.2	\$826,230	\$965,866	\$971,682	18	\$657	\$608	103%
Dec-22	12	4	13	0.9	\$717,011	\$830,000	\$851,584	38	\$664	\$602	104%
Nov-22	25	7	13	1.7	\$870,257	\$810,119	\$825,212	32	\$635	\$623	102%
Oct-22	22	9	15	1.3	\$895,062	\$900,000	\$891,733	21	\$613	\$642	105%
Sep-22	30	13	17	1.9	\$770,440	\$875,000	\$822,286	39	\$612	\$617	106%

## Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Sep-23	19	11.8%	\$849,798	10.3%	\$775,000	-11.4%	\$841,591	2.35%	26	-33.3%	104%
Sep-22	17	-22.7%	\$770,440	-3.73%	\$875,000	-8.14%	\$822,286	-11.9%	39	179%	106%
Sep-21	22	-15.4%	\$800,322	17.2%	\$952,500	26.7%	\$933,252	28.8%	14	-36.4%	109%

## Sales Activity and Price Trends

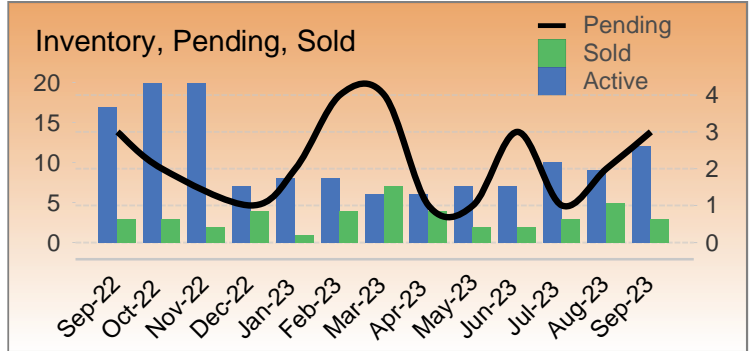
Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	10	10	21	20	20
\$500-599K	7	12	15	9	15
\$600-699K	13	22	21	10	20
\$700-799K	21	6	11	36	32
\$800-899K	16	12	27	26	28
\$900-999K	20	21	29	5	4
\$1-1.299M	19	40	33	18	7
\$1.3-1.699M	3	11	5	1	2
\$1.7-1.999M	0	0	1	0	0
\$2-2.999M	0	0	0	0	0
>3M	0	0	0	0	0
Total	109	134	163	125	128

## Presented by:



## Market Activity Summary:

- Inventory: 12 units were listed for sale as of the last day of September - approximately 3.3 months of inventory.
- Sales Activity: 3 units were sold during September
- Median Sales Price: \$675,000 during September
- Average price per sq.ft. in September was \$591
- Average Days-on-Market (DOM) is approximately 26 days
- Sold over Asking: On average, buyers paid 101% of list price in September



## Monthly Market Activity

Month	Active	Pending	Sold	Months Supply	Avg List Price	Med Sale Price	Avg Sale Price	Average DOM	Avg \$ SqFt Active	Avg \$ SqFt Sold	Sale Price / List Price
Sep-23	12	3	3	3.3	\$570,297	\$675,000	\$622,400	26	\$553	\$591	101%
Aug-23	9	2	5	2.7	\$593,428	\$529,000	\$559,000	34	\$559	\$488	100%
Jul-23	10	1	3	4.3	\$578,421	\$640,000	\$608,666	22	\$552	\$519	102%
Jun-23	7	3	2	2.6	\$760,750	\$631,250	\$631,250	16	\$626	\$532	100%
May-23	7	1	2	1.6	\$574,222	\$592,500	\$592,500	103	\$589	\$517	104%
Apr-23	6	1	4	1.2	\$604,000	\$627,000	\$611,375	21	\$649	\$558	100%
Mar-23	6	4	7	1.5	\$928,599	\$805,000	\$882,714	10	\$633	\$695	106%
Feb-23	8	4	4	2.7	\$529,200	\$517,500	\$508,750	24	\$605	\$502	101%
Jan-23	8	2	1	3.9	\$708,166	\$615,000	\$615,000	70	\$615	\$525	100%
Dec-22	7	1	4	2.3	\$976,333	\$940,000	\$909,500	15	\$585	\$656	101%
Nov-22	20	0	2	7.9	\$668,000	\$545,000	\$545,000	91	\$600	\$477	98%
Oct-22	20	2	3	5.7	\$626,981	\$585,000	\$515,000	41	\$596	\$445	97%
Sep-22	17	3	3	4.9	\$584,450	\$400,000	\$426,932	43	\$631	\$407	98%

## Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Sep-23	3	0%	\$570,297	-2.42%	\$675,000	68.8%	\$622,400	45.8%	26	-39.5%	101%
Sep-22	3	-75%	\$584,450	-4.03%	\$400,000	-31%	\$426,932	-29.8%	43	16.2%	98%
Sep-21	12	140%	\$609,000	7.75%	\$580,000	-5.69%	\$607,750	-4.47%	37	37%	101%

## Sales Activity and Price Trends

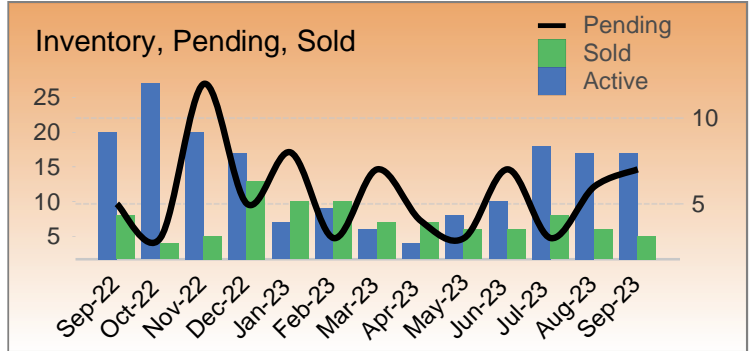
Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	3	11	17	4	10
\$500-599K	11	11	7	12	10
\$600-699K	8	8	12	7	9
\$700-799K	2	1	2	1	0
\$800-899K	2	0	2	1	2
\$900-999K	0	0	2	0	0
\$1-1.299M	2	1	1	1	0
\$1.3-1.699M	0	5	0	0	0
\$1.7-1.999M	0	0	0	0	0
\$2-2.999M	0	0	0	0	0
>3M	0	0	0	0	0
Total	28	37	43	26	31

## Presented by:



## Market Activity Summary:

- Inventory: 17 units were listed for sale as of the last day of September - approximately 2.7 months of inventory.
- Sales Activity: 5 units were sold during September
- Median Sales Price: \$365,000 during September
- Average price per sq.ft. in September was \$359
- Average Days-on-Market (DOM) is approximately 25 days
- Sold over Asking: On average, buyers paid 100% of list price in September



## Monthly Market Activity

Month	Active	Pending	Sold	Months Supply	Avg List Price	Med Sale Price	Avg Sale Price	Average DOM	Avg \$ SqFt Active	Avg \$ SqFt Sold	Sale Price / List Price
Sep-23	17	7	5	2.7	\$359,193	\$365,000	\$362,800	25	\$291	\$359	100%
Aug-23	17	6	6	2.6	\$285,326	\$335,000	\$332,500	37	\$288	\$375	97%
Jul-23	18	3	8	2.7	\$297,457	\$345,000	\$332,687	13	\$303	\$336	101%
Jun-23	10	7	6	1.6	\$330,119	\$344,000	\$349,000	18	\$302	\$328	103%
May-23	8	3	6	1.4	\$327,782	\$372,500	\$323,333	25	\$306	\$333	105%
Apr-23	4	4	7	0.5	\$265,977	\$291,000	\$298,142	22	\$386	\$297	99%
Mar-23	6	7	7	0.7	\$311,222	\$285,000	\$292,571	33	\$359	\$283	98%
Feb-23	9	3	10	0.9	\$323,612	\$306,250	\$318,150	65	\$316	\$333	100%
Jan-23	7	8	10	1.0	\$381,666	\$314,998	\$333,188	52	\$306	\$350	99%
Dec-22	17	5	13	2.5	\$357,571	\$375,000	\$344,269	29	\$312	\$340	101%
Nov-22	20	12	5	3.5	\$294,877	\$295,000	\$310,225	35	\$296	\$348	97%
Oct-22	27	3	4	5.6	\$343,903	\$344,500	\$392,250	33	\$314	\$375	101%
Sep-22	20	5	8	4.5	\$315,906	\$367,750	\$378,750	37	\$322	\$373	99%

## Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Sep-23	5	-37.5%	\$359,193	13.7%	\$365,000	-0.748%	\$362,800	-4.21%	25	-32.4%	100%
Sep-22	8	14.3%	\$315,906	-10.1%	\$367,750	9.78%	\$378,750	11.4%	37	106%	99%
Sep-21	7	16.7%	\$351,583	31.5%	\$335,000	13.2%	\$340,057	13.2%	18	50%	101%

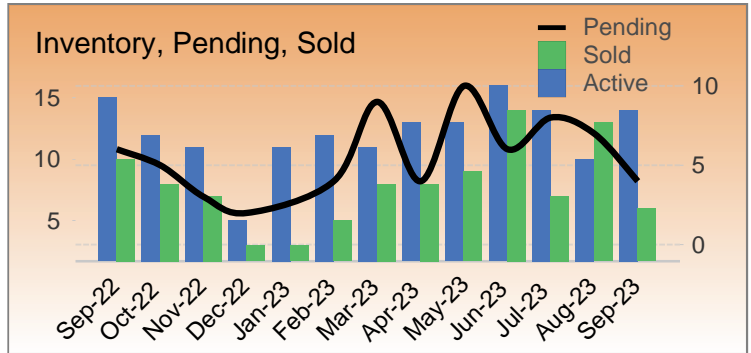
## Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	61	61	69	73	95
\$500-599K	4	6	3	0	0
\$600-699K	0	0	0	0	0
\$700-799K	0	0	0	0	0
\$800-899K	0	0	0	0	0
\$900-999K	0	0	0	0	0
\$1-1.299M	0	0	0	0	0
\$1.3-1.699M	0	0	0	0	0
\$1.7-1.999M	0	0	0	0	0
\$2-2.999M	0	0	0	0	0
>3M	0	0	0	0	0
Total	65	67	72	73	95

## Presented by:

## Market Activity Summary:

- Inventory: 15 units were listed for sale as of the last day of September - approximately 1.7 months of inventory.
- Sales Activity: 6 units were sold during September
- Median Sales Price: \$921,000 during September
- Average price per sq.ft. in September was \$873
- Average Days-on-Market (DOM) is approximately 13 days
- Sold over Asking: On average, buyers paid 114% of list price in September



## Monthly Market Activity

Month	Active	Pending	Sold	Months Supply	Avg List Price	Med Sale Price	Avg Sale Price	Average DOM	Avg \$ SqFt Active	Avg \$ SqFt Sold	Sale Price / List Price
Sep-23	14	4	6	1.7	\$787,363	\$921,000	\$928,666	13	\$817	\$873	114%
Aug-23	10	7	13	0.9	\$800,687	\$721,000	\$805,307	25	\$874	\$907	102%
Jul-23	14	8	7	1.4	\$801,111	\$1,000,000	\$1,210,000	57	\$854	\$855	113%
Jun-23	16	6	14	1.5	\$787,223	\$825,000	\$863,398	21	\$857	\$831	106%
May-23	13	10	9	1.7	\$805,425	\$760,000	\$758,944	35	\$767	\$909	103%
Apr-23	13	4	8	1.9	\$891,875	\$780,000	\$743,500	33	\$762	\$747	104%
Mar-23	11	9	8	2.1	\$799,384	\$827,500	\$820,000	12	\$838	\$923	107%
Feb-23	12	4	5	3.3	\$601,818	\$843,000	\$850,500	31	\$815	\$889	108%
Jan-23	11	0	3	2.8	\$791,428	\$676,000	\$628,666	32	\$834	\$847	96%
Dec-22	5	2	3	0.8	\$875,000	\$795,000	\$813,333	28	\$929	\$855	104%
Nov-22	11	3	7	1.3	\$883,400	\$925,000	\$885,469	33	\$916	\$758	102%
Oct-22	12	5	8	1.2	\$833,500	\$876,500	\$909,546	19	\$828	\$777	102%
Sep-22	15	6	10	1.6	\$795,838	\$847,500	\$914,900	24	\$825	\$934	109%

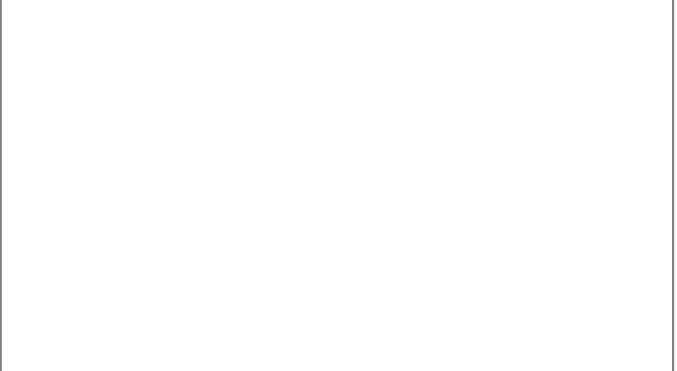
## Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Sep-23	6	-40%	\$787,363	-1.06%	\$921,000	8.67%	\$928,666	1.5%	13	-45.8%	114%
Sep-22	10	0%	\$795,838	1.44%	\$847,500	18.7%	\$914,900	41.3%	24	-53.8%	109%
Sep-21	10	42.9%	\$784,522	-3.72%	\$714,000	-3.51%	\$647,560	-12.8%	52	79.3%	105%

## Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	21	24	9	21	9
\$500-599K	18	18	30	9	18
\$600-699K	21	21	51	42	27
\$700-799K	48	21	60	27	27
\$800-899K	21	45	63	27	24
\$900-999K	36	33	21	15	24
\$1-1.299M	18	39	57	15	24
\$1.3-1.699M	12	39	12	12	6
\$1.7-1.999M	3	3	0	0	3
\$2-2.999M	3	0	0	0	0
>3M	0	0	0	0	0
Total	201	243	303	168	162

## Presented by:



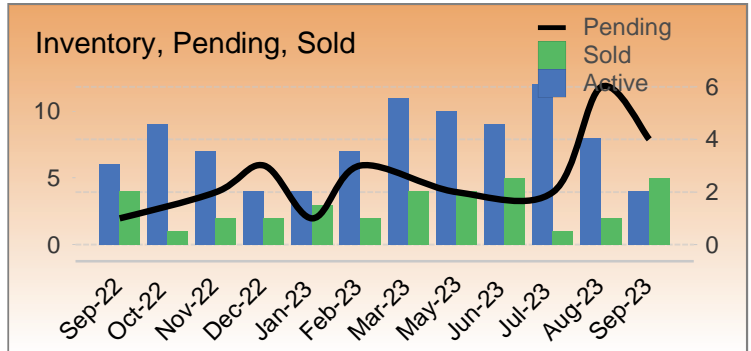
Includes Berkeley and Kensington

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## Market Activity Summary:

- Inventory: 5 units were listed for sale as of the last day of September - approximately 1.9 months of inventory.
- Sales Activity: 5 units were sold during September
- Median Sales Price: \$500,000 during September
- Average price per sq.ft. in September was \$370
- Average Days-on-Market (DOM) is approximately 165 days
- Sold over Asking: On average, buyers paid 99% of list price in September



## Monthly Market Activity

Month	Active	Pending	Sold	Months Supply	Avg List Price	Med Sale Price	Avg Sale Price	Average DOM	Avg \$ SqFt Active	Avg \$ SqFt Sold	Sale Price / List Price
Sep-23	4	4	5	1.9	\$466,472	\$500,000	\$540,283	165	\$420	\$370	99%
Aug-23	8	6	2	3.0	\$506,174	\$464,000	\$464,000	6	\$384	\$481	102%
Jul-23	12	2	1	3.6	\$537,571	\$380,000	\$380,000	96	\$396	\$253	95%
Jun-23	9	0	5	3.0	\$452,666	\$375,000	\$422,000	38	\$391	\$319	100%
May-23	10	2	4	3.8	\$529,469	\$482,500	\$453,750	59	\$393	\$380	99%
Mar-23	11	0	4	3.7	\$558,555	\$509,750	\$510,500	47	\$363	\$433	100%
Feb-23	7	3	2	3.0	\$462,916	\$498,050	\$498,050	44	\$367	\$369	98%
Jan-23	4	1	3	1.7	\$569,900	\$510,000	\$534,000	26	\$351	\$378	100%
Dec-22	4	3	2	2.4	\$517,500	\$560,000	\$560,000	84	\$356	\$321	96%
Nov-22	7	2	2	3.0	\$549,000	\$415,000	\$415,000	25	\$364	\$294	97%
Oct-22	9	0	1	2.7	\$501,250	\$520,000	\$520,000	7	\$342	\$384	104%
Sep-22	6	1	4	1.5	\$494,760	\$516,250	\$521,875	19	\$348	\$422	99%

## Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Sep-23	5	25%	\$466,472	-5.72%	\$500,000	-3.15%	\$540,283	3.53%	165	768%	99%
Sep-22	4	100%	\$494,760	2.28%	\$516,250	45.8%	\$521,875	47.4%	19	217%	99%
Sep-21	2	0%	\$483,736	10.9%	\$354,000	-20.4%	\$354,000	-20.4%	6	100%	101%

## Sales Activity and Price Trends

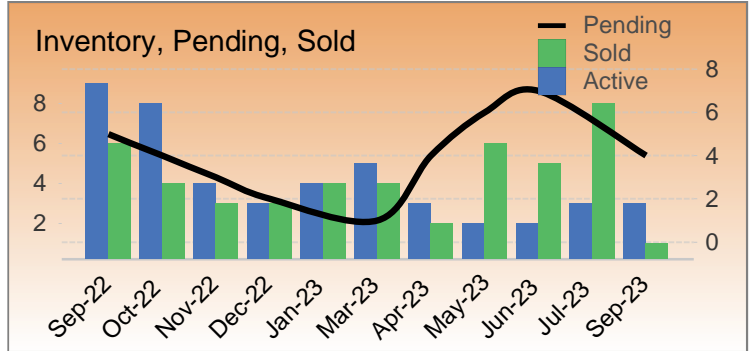
Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	24	18	46	51	60
\$500-599K	14	22	9	0	3
\$600-699K	0	3	0	0	0
\$700-799K	3	0	0	0	0
\$800-899K	0	0	0	0	0
\$900-999K	0	0	0	0	0
\$1-1.299M	0	0	0	0	0
\$1.3-1.699M	0	0	0	0	0
\$1.7-1.999M	0	0	0	0	0
\$2-2.999M	0	0	0	0	0
>3M	0	0	0	0	0
Total	41	43	55	51	63

## Presented by:



## Market Activity Summary:

- Inventory: 3 units were listed for sale as of the last day of September - approximately 1.0 months of inventory.
- Sales Activity: 1 units were sold during September
- Median Sales Price: \$420,000 during September
- Average price per sq.ft. in September was \$461
- Average Days-on-Market (DOM) is approximately 49 days
- Sold over Asking: On average, buyers paid 96% of list price in September



## Monthly Market Activity

Month	Active	Pending	Sold	Months Supply	Avg List Price	Med Sale Price	Avg Sale Price	Average DOM	Avg \$ SqFt Active	Avg \$ SqFt Sold	Sale Price / List Price
Sep-23	3	4	1	1.0	\$1,232,666	\$420,000	\$420,000	49	\$541	\$461	96%
Jul-23	3	0	8	0.5	\$1,050,000	\$1,119,000	\$980,750	23	\$546	\$638	104%
Jun-23	2	7	5	0.5	\$955,666	\$1,065,000	\$1,059,600	9	\$575	\$722	106%
May-23	2	6	6	0.5	\$910,491	\$702,500	\$744,396	45	\$536	\$627	105%
Apr-23	3	4	2	1.5	\$915,000	\$812,500	\$812,500	6	\$651	\$712	108%
Mar-23	5	1	4	1.9	\$672,499	\$781,500	\$772,000	14	\$612	\$491	102%
Jan-23	4	0	4	1.2	\$771,194	\$619,500	\$637,250	62	\$516	\$505	98%
Dec-22	3	2	3	0.9	\$549,000	\$650,000	\$776,666	24	\$542	\$502	100%
Nov-22	4	3	3	0.9	\$529,000	\$796,000	\$743,666	19	\$537	\$601	93%
Oct-22	8	4	4	1.2	\$855,112	\$610,000	\$650,000	32	\$535	\$536	98%
Sep-22	9	5	6	1.4	\$721,727	\$909,000	\$825,314	26	\$571	\$603	99%

## Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Sep-23	1	-83.3%	\$1,232,666	70.8%	\$420,000	-53.8%	\$420,000	-49.1%	49	88.5%	96%
Sep-22	6	-33.3%	\$721,727	-1.36%	\$909,000	11.1%	\$825,314	3.61%	26	23.8%	99%
Sep-21	9	12.5%	\$731,705	23.8%	\$818,000	12.1%	\$796,555	16.3%	21	-51.2%	109%

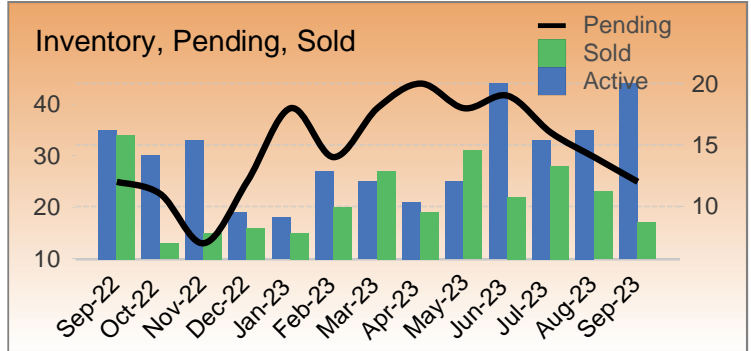
## Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	1	1	4	8	6
\$500-599K	4	7	9	12	19
\$600-699K	6	9	11	17	9
\$700-799K	4	9	9	7	11
\$800-899K	4	9	13	11	5
\$900-999K	1	8	8	3	9
\$1-1.299M	6	12	8	2	0
\$1.3-1.699M	2	7	0	0	0
\$1.7-1.999M	0	0	0	0	0
\$2-2.999M	0	0	0	0	0
>3M	0	0	0	0	0
<b>Total</b>	<b>28</b>	<b>62</b>	<b>62</b>	<b>60</b>	<b>59</b>

Presented by:

## Market Activity Summary:

- Inventory: 45 units were listed for sale as of the last day of September - approximately 2.0 months of inventory.
- Sales Activity: 17 units were sold during September
- Median Sales Price: \$435,000 during September
- Average price per sq.ft. in September was \$430
- Average Days-on-Market (DOM) is approximately 24 days
- Sold over Asking: On average, buyers paid 102% of list price in September



## Monthly Market Activity

Month	Active	Pending	Sold	Months Supply	Avg List Price	Med Sale Price	Avg Sale Price	Average DOM	Avg \$ SqFt Active	Avg \$ SqFt Sold	Sale Price / List Price
Sep-23	44	12	17	2.0	\$441,111	\$435,000	\$423,852	24	\$448	\$430	102%
Aug-23	35	14	23	1.4	\$471,087	\$435,000	\$455,740	30	\$435	\$461	102%
Jul-23	33	16	28	1.2	\$424,859	\$448,000	\$492,303	13	\$437	\$447	103%
Jun-23	44	19	22	1.9	\$443,619	\$441,000	\$476,361	25	\$438	\$476	103%
May-23	25	18	31	1.0	\$466,359	\$425,000	\$458,996	15	\$420	\$458	103%
Apr-23	21	20	19	1.0	\$441,746	\$465,000	\$492,052	20	\$437	\$445	101%
Mar-23	25	18	27	1.2	\$519,688	\$450,000	\$459,444	31	\$428	\$427	100%
Feb-23	27	14	20	1.7	\$442,147	\$408,500	\$420,653	31	\$441	\$432	98%
Jan-23	18	18	15	1.2	\$413,061	\$330,000	\$393,766	53	\$441	\$416	99%
Dec-22	19	12	16	1.3	\$392,450	\$367,250	\$395,187	49	\$430	\$429	100%
Nov-22	33	7	15	1.6	\$468,200	\$400,000	\$386,820	32	\$440	\$443	98%
Oct-22	30	11	13	1.1	\$428,114	\$380,000	\$412,938	31	\$426	\$440	100%
Sep-22	35	12	34	1.0	\$423,623	\$417,500	\$437,544	22	\$434	\$446	101%

## Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Sep-23	17	-50%	\$441,111	4.13%	\$435,000	4.19%	\$423,852	-3.13%	24	9.09%	102%
Sep-22	34	-29.2%	\$423,623	0.251%	\$417,500	-2.34%	\$437,544	-7.2%	22	57.1%	101%
Sep-21	48	54.8%	\$422,562	6.44%	\$427,500	18.8%	\$471,483	21.6%	14	7.69%	103%

## Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	292	482	570	412	514
\$500-599K	44	60	60	31	43
\$600-699K	27	32	50	13	12
\$700-799K	21	30	39	2	0
\$800-899K	6	13	5	0	0
\$900-999K	0	1	0	0	0
\$1-1.299M	0	0	0	0	0
\$1.3-1.699M	0	0	0	0	0
\$1.7-1.999M	0	0	0	0	0
\$2-2.999M	0	0	0	0	0
>3M	0	0	0	0	0
Total	390	618	724	458	569

Presented by:

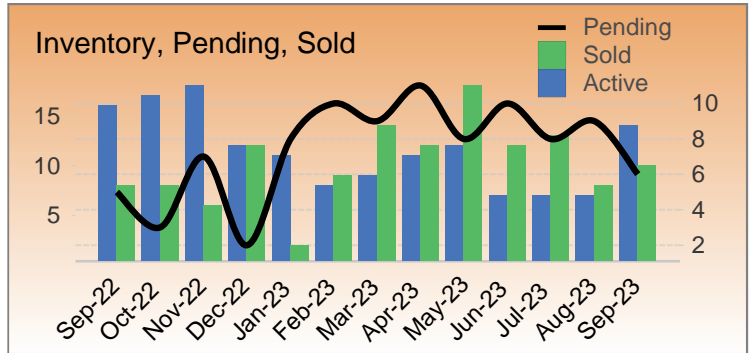
Includes Concord and Clayton

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## Market Activity Summary:

- Inventory: 14 units were listed for sale as of the last day of September - approximately 1.4 months of inventory.
- Sales Activity: 10 units were sold during September
- Median Sales Price: \$1,182,000 during September
- Average price per sq.ft. in September was \$696
- Average Days-on-Market (DOM) is approximately 14 days
- Sold over Asking: On average, buyers paid 100% of list price in September



## Monthly Market Activity

Month	Active	Pending	Sold	Months Supply	Avg List Price	Med Sale Price	Avg Sale Price	Average DOM	Avg \$ SqFt Active	Avg \$ SqFt Sold	Sale Price / List Price
Sep-23	14	6	10	1.4	\$1,175,551	\$1,182,000	\$1,109,700	14	\$746	\$696	100%
Aug-23	7	9	8	0.6	\$1,051,272	\$975,500	\$1,015,125	17	\$759	\$690	102%
Jul-23	7	8	13	0.5	\$1,148,400	\$1,250,000	\$1,145,769	13	\$748	\$651	102%
Jun-23	7	10	12	0.5	\$1,122,669	\$1,075,000	\$1,068,583	22	\$738	\$641	100%
May-23	12	8	18	0.8	\$1,079,739	\$967,500	\$984,494	15	\$726	\$689	102%
Apr-23	11	11	12	0.9	\$1,032,380	\$1,090,000	\$1,064,908	13	\$739	\$700	102%
Mar-23	9	9	14	1.1	\$1,049,492	\$1,064,500	\$1,023,285	30	\$753	\$686	101%
Feb-23	8	10	9	1.0	\$1,164,590	\$958,000	\$996,666	27	\$742	\$674	99%
Jan-23	11	8	2	1.7	\$977,892	\$970,000	\$970,000	77	\$645	\$572	99%
Dec-22	12	2	12	1.4	\$1,000,500	\$1,040,000	\$979,912	27	\$691	\$621	97%
Nov-22	18	7	6	2.5	\$1,013,879	\$1,106,500	\$1,104,316	50	\$671	\$746	99%
Oct-22	17	3	8	1.6	\$1,180,263	\$992,000	\$988,000	20	\$687	\$645	104%
Sep-22	16	5	8	1.3	\$1,084,980	\$958,500	\$954,625	16	\$693	\$670	98%

## Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Sep-23	10	25%	\$1,175,551	8.35%	\$1,182,000	23.3%	\$1,109,700	16.2%	14	-12.5%	100%
Sep-22	8	-20%	\$1,084,980	18.1%	\$958,500	-2.47%	\$954,625	-2.69%	16	45.5%	98%
Sep-21	10	-54.5%	\$918,768	18.2%	\$982,750	17.3%	\$981,050	20.4%	11	-26.7%	105%

## Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	3	0	0	3	0
\$500-599K	6	7	24	51	36
\$600-699K	9	17	52	58	75
\$700-799K	27	27	49	76	111
\$800-899K	20	33	85	93	66
\$900-999K	50	18	91	66	46
\$1-1.299M	118	136	167	25	4
\$1.3-1.699M	36	78	18	6	0
\$1.7-1.999M	0	0	0	0	0
\$2-2.999M	0	0	0	0	0
>3M	0	0	0	0	0
Total	269	316	486	378	338

## Presented by:



Includes Danville, Diablo, and Alamo

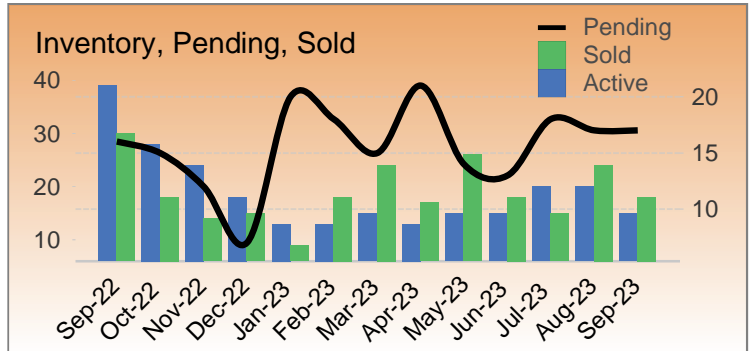
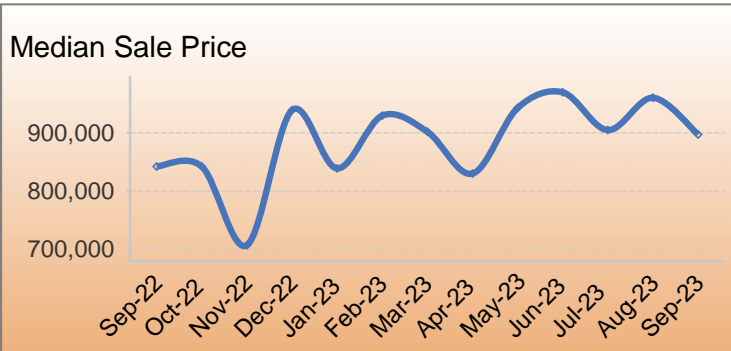
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Deemed reliable but not guaranteed



## Market Activity Summary:

- Inventory: 16 units were listed for sale as of the last day of September - approximately 0.8 months of inventory.
- Sales Activity: 18 units were sold during September
- Median Sales Price: \$897,500 during September
- Average price per sq.ft. in September was \$636
- Average Days-on-Market (DOM) is approximately 15 days
- Sold over Asking: On average, buyers paid 102% of list price in September



## Monthly Market Activity

Month	Active	Pending	Sold	Months Supply	Avg List Price	Med Sale Price	Avg Sale Price	Average DOM	Avg \$ SqFt Active	Avg \$ SqFt Sold	Sale Price / List Price
Sep-23	15	17	18	0.8	\$966,130	\$897,500	\$944,000	15	\$599	\$636	102%
Aug-23	20	17	24	1.1	\$939,334	\$960,357	\$943,733	9	\$587	\$641	103%
Jul-23	20	18	15	1.0	\$946,735	\$905,000	\$917,085	14	\$621	\$609	103%
Jun-23	15	13	18	0.7	\$1,021,375	\$970,000	\$955,255	10	\$601	\$654	105%
May-23	15	14	26	0.7	\$963,870	\$943,000	\$976,865	11	\$589	\$625	103%
Apr-23	13	21	17	0.7	\$940,405	\$830,000	\$915,705	16	\$582	\$620	101%
Mar-23	15	15	24	0.9	\$890,445	\$902,495	\$930,661	19	\$609	\$578	101%
Feb-23	13	18	18	1.0	\$981,692	\$929,500	\$933,074	44	\$598	\$554	99%
Jan-23	13	20	9	1.0	\$969,627	\$839,000	\$888,110	27	\$590	\$546	96%
Dec-22	18	7	15	1.1	\$917,706	\$939,000	\$902,866	29	\$593	\$593	98%
Nov-22	24	12	14	1.2	\$871,884	\$707,000	\$756,251	29	\$601	\$578	98%
Oct-22	28	15	18	1.1	\$891,270	\$842,500	\$868,333	27	\$596	\$580	98%
Sep-22	39	16	30	1.5	\$975,692	\$842,500	\$894,910	34	\$580	\$594	98%

## Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Sep-23	18	-40%	\$966,130	-0.98%	\$897,500	6.53%	\$944,000	5.49%	15	-55.9%	102%
Sep-22	30	-40%	\$975,692	10.4%	\$842,500	4.33%	\$894,910	7.16%	34	143%	98%
Sep-21	50	38.9%	\$883,713	17.3%	\$807,500	12.9%	\$835,097	18.7%	14	-22.2%	103%

## Sales Activity and Price Trends

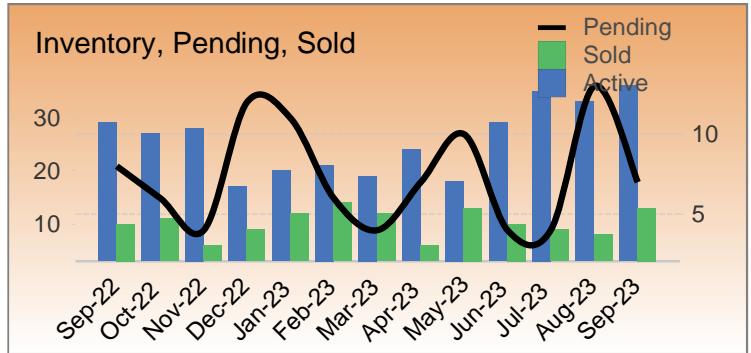
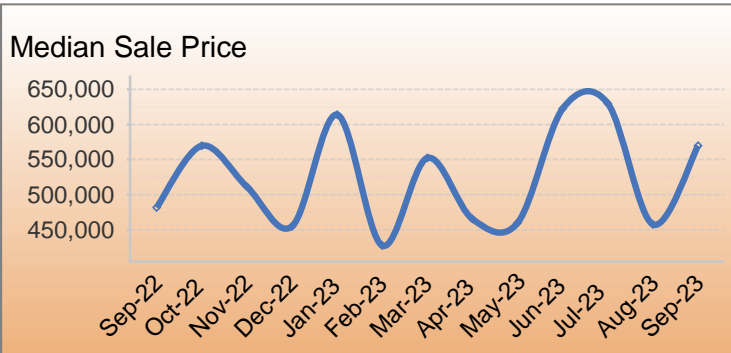
Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	2	2	15	17	18
\$500-599K	5	7	17	36	41
\$600-699K	9	14	43	66	48
\$700-799K	31	31	82	31	46
\$800-899K	29	40	58	52	56
\$900-999K	22	32	50	23	15
\$1-1.299M	58	80	72	2	0
\$1.3-1.699M	8	30	9	0	0
\$1.7-1.999M	0	0	0	0	0
\$2-2.999M	0	0	0	0	0
>3M	0	0	0	0	0
Total	164	236	346	227	224

## Presented by:



## Market Activity Summary:

- Inventory: 36 units were listed for sale as of the last day of September - approximately 3.6 months of inventory.
- Sales Activity: 13 units were sold during September
- Median Sales Price: \$570,000 during September
- Average price per sq.ft. in September was \$583
- Average Days-on-Market (DOM) is approximately 37 days
- Sold over Asking: On average, buyers paid 100% of list price in September



## Monthly Market Activity

Month	Active	Pending	Sold	Months Supply	Avg List Price	Med Sale Price	Avg Sale Price	Average DOM	Avg \$ SqFt Active	Avg \$ SqFt Sold	Sale Price / List Price
Sep-23	36	7	13	3.6	\$540,215	\$570,000	\$578,790	37	\$638	\$583	100%
Aug-23	33	13	8	3.7	\$632,037	\$457,500	\$542,500	49	\$637	\$618	101%
Jul-23	35	4	9	3.4	\$688,438	\$630,000	\$641,333	26	\$626	\$615	101%
Jun-23	29	4	10	3.1	\$548,473	\$622,500	\$619,300	20	\$614	\$610	101%
May-23	18	10	13	1.8	\$592,705	\$460,000	\$587,384	24	\$683	\$663	100%
Apr-23	24	7	6	2.3	\$507,937	\$465,500	\$480,166	80	\$682	\$533	99%
Mar-23	19	4	12	1.5	\$599,660	\$552,500	\$599,741	26	\$687	\$637	100%
Feb-23	21	6	14	1.8	\$698,988	\$427,500	\$495,928	51	\$660	\$641	97%
Jan-23	20	11	12	2.2	\$523,470	\$614,000	\$594,500	45	\$649	\$597	98%
Dec-22	17	12	9	2.0	\$522,123	\$455,000	\$553,344	41	\$672	\$633	98%
Nov-22	28	4	6	3.3	\$710,483	\$511,500	\$533,833	23	\$647	\$648	100%
Oct-22	27	6	11	2.8	\$527,450	\$570,000	\$623,636	55	\$641	\$670	100%
Sep-22	29	8	10	3.2	\$503,130	\$482,000	\$539,200	49	\$630	\$615	100%

## Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Sep-23	13	30%	\$540,215	7.37%	\$570,000	18.3%	\$578,790	7.34%	37	-24.5%	100%
Sep-22	10	-44.4%	\$503,130	-19.5%	\$482,000	-21.9%	\$539,200	-16.6%	49	123%	100%
Sep-21	18	125%	\$624,933	8.73%	\$617,500	17.8%	\$646,166	8.55%	22	4.76%	106%

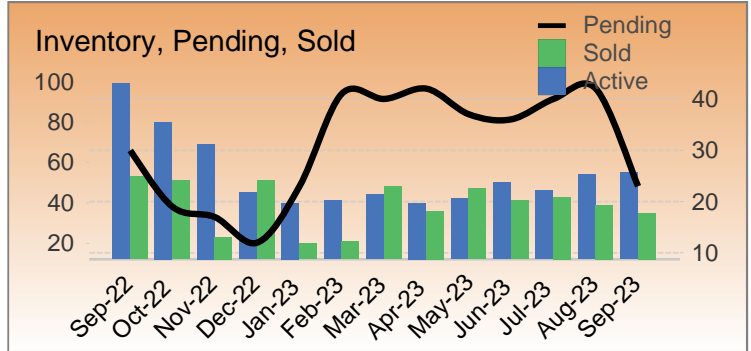
## Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	44	52	50	38	40
\$500-599K	12	13	33	12	17
\$600-699K	16	16	28	7	19
\$700-799K	13	8	11	6	10
\$800-899K	2	12	16	12	7
\$900-999K	3	3	4	1	5
\$1-1.299M	3	6	2	0	3
\$1.3-1.699M	0	0	0	0	0
\$1.7-1.999M	0	0	0	0	0
\$2-2.999M	0	0	0	0	0
>3M	0	0	0	0	0
Total	93	110	144	76	101

## Presented by:

## Market Activity Summary:

- Inventory: 59 units were listed for sale as of the last day of September - approximately 1.5 months of inventory.
- Sales Activity: 35 units were sold during September
- Median Sales Price: \$874,800 during September
- Average price per sq.ft. in September was \$742
- Average Days-on-Market (DOM) is approximately 20 days
- Sold over Asking: On average, buyers paid 102% of list price in September



## Monthly Market Activity

Month	Active	Pending	Sold	Months Supply	Avg List Price	Med Sale Price	Avg Sale Price	Average DOM	Avg \$ SqFt Active	Avg \$ SqFt Sold	Sale Price / List Price
Sep-23	55	23	35	1.5	\$819,984	\$874,800	\$963,239	20	\$704	\$742	102%
Aug-23	54	42	39	1.3	\$1,040,178	\$835,000	\$870,533	18	\$713	\$711	102%
Jul-23	46	40	43	1.1	\$879,727	\$790,000	\$841,661	14	\$719	\$683	103%
Jun-23	50	36	41	1.3	\$883,668	\$835,000	\$886,076	15	\$702	\$719	102%
May-23	42	37	47	1.0	\$923,137	\$850,444	\$909,500	26	\$675	\$705	102%
Apr-23	40	42	36	1.3	\$897,217	\$737,500	\$908,598	25	\$672	\$665	102%
Mar-23	44	40	48	1.5	\$920,763	\$865,000	\$902,633	37	\$677	\$709	101%
Feb-23	41	41	21	1.4	\$852,726	\$760,000	\$868,910	39	\$653	\$630	99%
Jan-23	40	23	20	1.3	\$1,011,135	\$1,040,000	\$1,001,099	39	\$652	\$623	97%
Dec-22	45	12	51	1.2	\$1,092,640	\$1,175,000	\$1,052,773	30	\$640	\$601	99%
Nov-22	69	17	23	1.7	\$1,029,816	\$699,000	\$799,129	38	\$657	\$635	99%
Oct-22	80	19	51	1.6	\$1,067,277	\$830,000	\$918,952	22	\$679	\$679	99%
Sep-22	99	30	53	2.1	\$927,326	\$800,000	\$820,963	23	\$673	\$692	99%

## Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Sep-23	35	-34%	\$819,984	-11.6%	\$874,800	9.35%	\$963,239	17.3%	20	-13%	102%
Sep-22	53	-14.5%	\$927,326	12.6%	\$800,000	0.7%	\$820,963	-4.94%	23	4.55%	99%
Sep-21	62	17%	\$823,753	5.13%	\$794,440	-7.3%	\$863,586	-1.75%	22	15.8%	103%

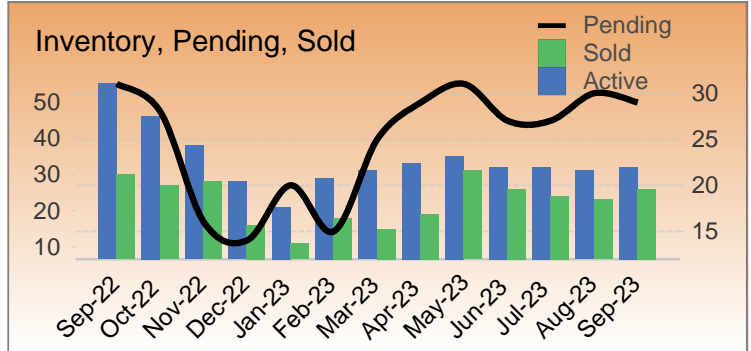
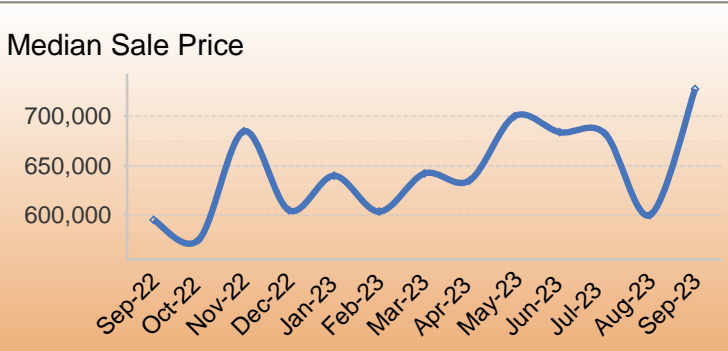
## Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	30	40	81	33	79
\$500-599K	27	38	68	40	72
\$600-699K	51	59	100	42	68
\$700-799K	32	73	94	36	56
\$800-899K	40	38	59	55	56
\$900-999K	24	39	57	40	36
\$1-1.299M	63	107	122	49	45
\$1.3-1.699M	45	65	34	4	1
\$1.7-1.999M	3	3	0	0	0
\$2-2.999M	0	0	0	0	0
>3M	0	0	0	0	0
Total	315	462	615	299	413

## Presented by:

## Market Activity Summary:

- Inventory: 36 units were listed for sale as of the last day of September - approximately 1.5 months of inventory.
- Sales Activity: 26 units were sold during September
- Median Sales Price: \$727,500 during September
- Average price per sq.ft. in September was \$521
- Average Days-on-Market (DOM) is approximately 36 days
- Sold over Asking: On average, buyers paid 103% of list price in September



## Monthly Market Activity

Month	Active	Pending	Sold	Months Supply	Avg List Price	Med Sale Price	Avg Sale Price	Average DOM	Avg \$ SqFt Active	Avg \$ SqFt Sold	Sale Price / List Price
Sep-23	32	29	26	1.5	\$661,821	\$727,500	\$722,153	36	\$544	\$521	103%
Aug-23	31	30	23	1.4	\$641,288	\$600,000	\$602,001	20	\$532	\$545	101%
Jul-23	32	27	24	1.3	\$680,526	\$682,500	\$662,479	16	\$525	\$528	104%
Jun-23	32	27	26	1.5	\$691,712	\$683,750	\$677,166	29	\$523	\$553	101%
May-23	35	31	31	1.6	\$643,601	\$700,000	\$679,488	20	\$556	\$529	103%
Apr-23	33	29	19	2.0	\$702,945	\$635,000	\$678,830	19	\$505	\$508	101%
Mar-23	31	25	15	2.2	\$764,598	\$642,000	\$660,493	35	\$500	\$464	99%
Feb-23	29	15	18	2.1	\$679,236	\$603,500	\$593,388	39	\$513	\$485	98%
Jan-23	21	20	11	1.2	\$589,717	\$640,000	\$642,861	43	\$501	\$516	100%
Dec-22	28	14	16	1.2	\$694,472	\$605,000	\$593,288	37	\$501	\$460	98%
Nov-22	38	16	28	1.4	\$657,793	\$685,000	\$657,710	35	\$524	\$523	99%
Oct-22	46	28	27	1.9	\$666,325	\$575,000	\$605,162	40	\$522	\$558	99%
Sep-22	55	31	30	1.9	\$626,894	\$595,000	\$624,700	25	\$554	\$524	100%

## Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Sep-23	26	-13.3%	\$661,821	5.57%	\$727,500	22.3%	\$722,153	15.6%	36	44%	103%
Sep-22	30	-28.6%	\$626,894	3.65%	\$595,000	-2.86%	\$624,700	-3.62%	25	47.1%	100%
Sep-21	42	23.5%	\$604,844	14.3%	\$612,500	1.24%	\$648,159	5.2%	17	-26.1%	107%

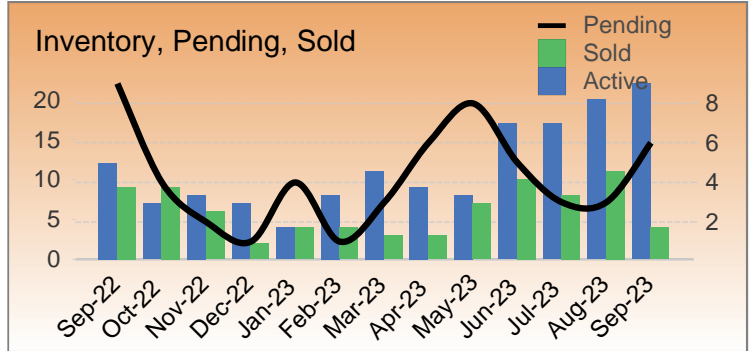
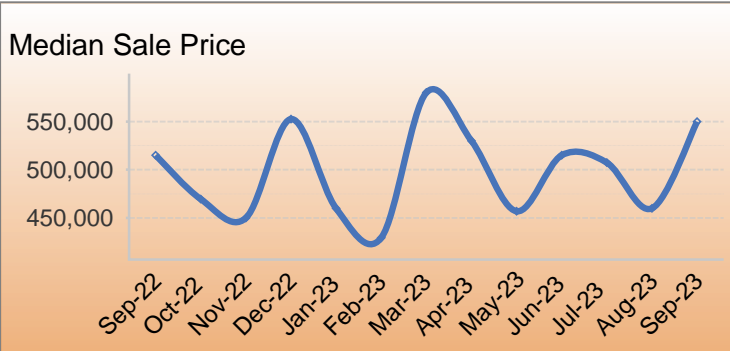
## Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	28	41	78	70	108
\$500-599K	42	60	70	62	83
\$600-699K	39	60	53	45	50
\$700-799K	39	39	62	55	35
\$800-899K	22	49	30	3	1
\$900-999K	11	23	17	0	0
\$1-1.299M	1	9	0	0	0
\$1.3-1.699M	0	0	0	0	0
\$1.7-1.999M	0	0	0	0	0
\$2-2.999M	0	0	0	0	0
>3M	0	0	0	0	0
Total	182	281	310	235	277

## Presented by:

## Market Activity Summary:

- Inventory: 24 units were listed for sale as of the last day of September - approximately 3.1 months of inventory.
- Sales Activity: 4 units were sold during September
- Median Sales Price: \$550,000 during September
- Average price per sq.ft. in September was \$432
- Average Days-on-Market (DOM) is approximately 24 days
- Sold over Asking: On average, buyers paid 103% of list price in September



## Monthly Market Activity

Month	Active	Pending	Sold	Months Supply	Avg List Price	Med Sale Price	Avg Sale Price	Average DOM	Avg \$ SqFt Active	Avg \$ SqFt Sold	Sale Price / List Price
Sep-23	22	6	4	3.1	\$480,791	\$550,000	\$545,000	24	\$461	\$432	103%
Aug-23	20	3	11	2.2	\$445,472	\$460,000	\$486,853	32	\$443	\$455	102%
Jul-23	17	3	8	2.5	\$460,392	\$507,500	\$511,250	20	\$446	\$432	106%
Jun-23	17	5	10	2.6	\$511,358	\$515,000	\$500,350	20	\$446	\$460	104%
May-23	8	8	7	2.5	\$498,873	\$457,000	\$493,984	70	\$466	\$453	107%
Apr-23	9	6	3	3.0	\$454,340	\$530,000	\$546,666	10	\$479	\$438	103%
Mar-23	11	3	3	3.0	\$481,640	\$580,000	\$552,833	16	\$436	\$447	107%
Feb-23	8	1	4	2.4	\$489,599	\$429,500	\$437,250	19	\$432	\$438	99%
Jan-23	4	4	4	1.0	\$525,133	\$460,000	\$468,848	28	\$424	\$444	99%
Dec-22	7	1	2	1.2	\$476,333	\$552,500	\$552,500	15	\$407	\$436	104%
Nov-22	8	2	6	1.0	\$463,971	\$450,000	\$480,000	58	\$399	\$425	100%
Oct-22	7	4	9	0.8	\$497,316	\$469,400	\$480,711	28	\$431	\$476	102%
Sep-22	12	9	9	1.3	\$542,999	\$515,000	\$505,833	16	\$416	\$444	104%

## Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Sep-23	4	-55.6%	\$480,791	-11.5%	\$550,000	6.8%	\$545,000	7.74%	24	50%	103%
Sep-22	9	-43.8%	\$542,999	17.6%	\$515,000	15.1%	\$505,833	3.91%	16	-23.8%	104%
Sep-21	16	0%	\$461,656	18.4%	\$447,500	5.29%	\$486,800	14%	21	50%	105%

## Sales Activity and Price Trends

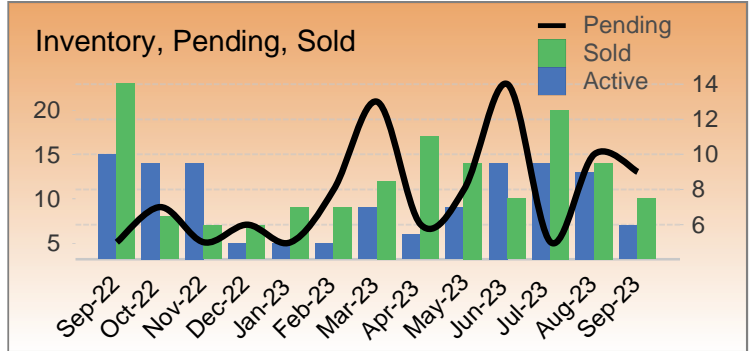
Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	54	106	211	293	282
\$500-599K	30	65	69	20	24
\$600-699K	22	56	54	3	0
\$700-799K	0	14	3	0	0
\$800-899K	0	0	0	0	0
\$900-999K	0	0	0	0	0
\$1-1.299M	0	0	0	0	0
\$1.3-1.699M	0	0	0	0	0
\$1.7-1.999M	0	0	0	0	0
\$2-2.999M	0	0	0	0	0
>3M	0	0	0	0	0
Total	106	241	337	316	306

## Presented by:



## Market Activity Summary:

- Inventory: 7 units were listed for sale as of the last day of September - approximately 0.5 months of inventory.
- Sales Activity: 10 units were sold during September
- Median Sales Price: \$964,000 during September
- Average price per sq.ft. in September was \$586
- Average Days-on-Market (DOM) is approximately 20 days
- Sold over Asking: On average, buyers paid 101% of list price in September



## Monthly Market Activity

Month	Active	Pending	Sold	Months Supply	Avg List Price	Med Sale Price	Avg Sale Price	Average DOM	Avg \$ SqFt Active	Avg \$ SqFt Sold	Sale Price / List Price
Sep-23	7	9	10	0.5	\$774,444	\$964,000	\$889,433	20	\$568	\$586	101%
Aug-23	13	10	14	0.9	\$797,223	\$875,000	\$832,500	21	\$560	\$572	101%
Jul-23	14	5	20	1.0	\$747,153	\$846,500	\$779,181	10	\$544	\$579	101%
Jun-23	14	14	10	1.0	\$784,607	\$804,997	\$774,699	8	\$572	\$576	102%
May-23	9	8	14	0.6	\$744,356	\$737,500	\$754,785	12	\$563	\$606	104%
Apr-23	6	6	17	0.5	\$725,766	\$690,000	\$698,135	12	\$596	\$570	103%
Mar-23	9	13	12	1.0	\$703,574	\$842,500	\$784,666	7	\$598	\$540	104%
Feb-23	5	8	9	0.6	\$789,138	\$800,000	\$751,277	33	\$495	\$549	100%
Jan-23	5	5	9	0.7	\$722,928	\$750,000	\$756,444	39	\$595	\$498	101%
Dec-22	5	6	7	0.7	\$867,392	\$723,000	\$720,285	51	\$531	\$551	98%
Nov-22	14	5	7	1.1	\$791,333	\$700,000	\$741,285	45	\$540	\$576	99%
Oct-22	14	7	8	0.8	\$799,081	\$825,500	\$753,750	37	\$567	\$560	99%
Sep-22	15	5	23	0.7	\$649,944	\$720,000	\$726,012	18	\$545	\$589	101%

## Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Sep-23	10	-56.5%	\$774,444	19.2%	\$964,000	33.9%	\$889,433	22.5%	20	11.1%	101%
Sep-22	23	4.55%	\$649,944	-14.3%	\$720,000	-7.4%	\$726,012	-6.46%	18	28.6%	101%
Sep-21	22	-47.6%	\$758,153	27.2%	\$777,500	14.3%	\$776,113	18.2%	14	-33.3%	103%

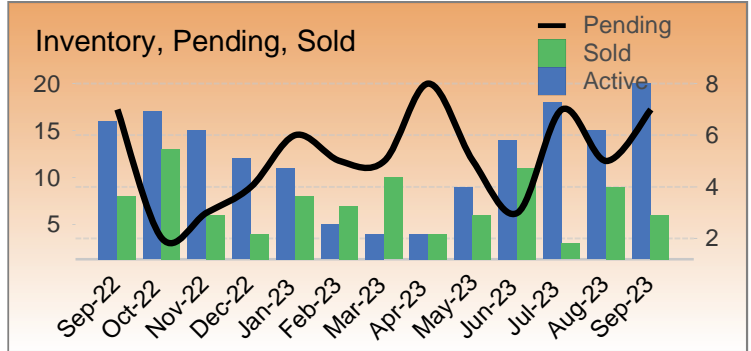
## Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	12	19	30	34	37
\$500-599K	7	11	9	44	35
\$600-699K	17	22	37	58	57
\$700-799K	18	24	50	53	23
\$800-899K	25	29	48	9	3
\$900-999K	15	41	32	0	0
\$1-1.299M	14	30	5	0	0
\$1.3-1.699M	0	0	0	0	0
\$1.7-1.999M	0	0	0	0	0
\$2-2.999M	0	0	0	0	0
>3M	0	0	0	0	0
Total	108	176	211	198	155

## Presented by:

## Market Activity Summary:

- Inventory: 20 units were listed for sale as of the last day of September - approximately 3.3 months of inventory.
- Sales Activity: 6 units were sold during September
- Median Sales Price: \$607,500 during September
- Average price per sq.ft. in September was \$487
- Average Days-on-Market (DOM) is approximately 23 days
- Sold over Asking: On average, buyers paid 99% of list price in September



## Monthly Market Activity

Month	Active	Pending	Sold	Months Supply	Avg List Price	Med Sale Price	Avg Sale Price	Average DOM	Avg \$ SqFt Active	Avg \$ SqFt Sold	Sale Price / List Price
Sep-23	20	7	6	3.3	\$538,043	\$607,500	\$607,500	23	\$510	\$487	99%
Aug-23	15	5	9	2.0	\$552,848	\$515,000	\$551,044	17	\$531	\$481	99%
Jul-23	18	7	3	2.7	\$594,749	\$530,000	\$516,666	18	\$536	\$463	103%
Jun-23	14	3	11	2.0	\$572,565	\$721,000	\$640,880	18	\$524	\$501	104%
May-23	9	5	6	1.4	\$657,185	\$540,000	\$558,333	16	\$544	\$489	102%
Apr-23	4	8	4	0.6	\$575,368	\$670,000	\$677,500	69	\$475	\$433	101%
Mar-23	4	5	10	0.5	\$643,417	\$507,500	\$548,900	40	\$511	\$454	102%
Feb-23	5	5	7	0.8	\$602,250	\$600,000	\$592,714	26	\$464	\$459	100%
Jan-23	11	6	8	1.8	\$601,195	\$512,400	\$550,475	70	\$480	\$473	99%
Dec-22	12	4	4	1.6	\$480,749	\$628,000	\$608,975	72	\$468	\$445	98%
Nov-22	15	3	6	1.7	\$475,779	\$472,500	\$474,000	21	\$479	\$397	96%
Oct-22	17	2	13	1.8	\$609,416	\$510,000	\$512,646	29	\$459	\$458	98%
Sep-22	16	7	8	1.7	\$590,658	\$550,000	\$607,611	54	\$479	\$483	99%

## Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Sep-23	6	-25%	\$538,043	-8.91%	\$607,500	10.5%	\$607,500	-0.0183%	23	-57.4%	99%
Sep-22	8	-27.3%	\$590,658	5.93%	\$550,000	-22.5%	\$607,611	-4.45%	54	500%	99%
Sep-21	11	-38.9%	\$557,611	12.1%	\$710,000	71.1%	\$635,889	53%	9	-47.1%	103%

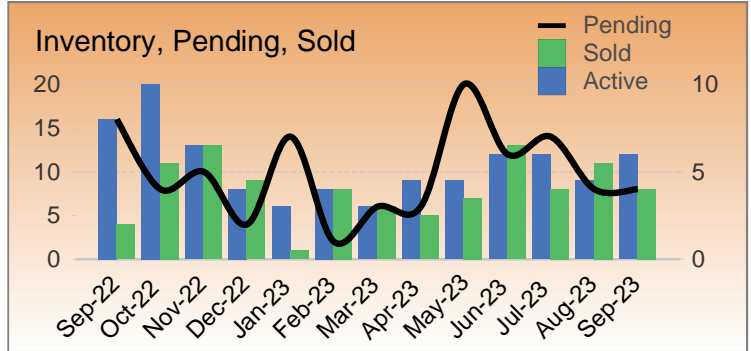
## Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	51	51	165	243	186
\$500-599K	54	70	66	78	45
\$600-699K	36	51	90	6	15
\$700-799K	24	51	48	3	0
\$800-899K	12	24	3	0	0
\$900-999K	0	3	0	0	0
\$1-1.299M	0	0	0	0	0
\$1.3-1.699M	0	0	0	0	0
\$1.7-1.999M	0	0	0	0	0
\$2-2.999M	0	0	0	0	0
>3M	0	0	0	0	0
Total	177	250	372	330	246

## Presented by:

## Market Activity Summary:

- Inventory: 12 units were listed for sale as of the last day of September - approximately 1.3 months of inventory.
- Sales Activity: 8 units were sold during September
- Median Sales Price: \$1,149,500 during September
- Average price per sq.ft. in September was \$747
- Average Days-on-Market (DOM) is approximately 32 days
- Sold over Asking: On average, buyers paid 99% of list price in September



## Monthly Market Activity

Month	Active	Pending	Sold	Months Supply	Avg List Price	Med Sale Price	Avg Sale Price	Average DOM	Avg \$ SqFt Active	Avg \$ SqFt Sold	Sale Price / List Price
Sep-23	12	4	8	1.3	\$1,189,753	\$1,149,500	\$1,216,584	32	\$742	\$747	99%
Aug-23	9	4	11	0.8	\$964,812	\$941,000	\$968,889	11	\$728	\$699	104%
Jul-23	12	7	8	1.3	\$1,011,957	\$1,265,000	\$1,141,209	21	\$761	\$733	105%
Jun-23	12	6	13	1.4	\$978,982	\$855,000	\$939,500	26	\$740	\$628	100%
May-23	9	10	7	1.7	\$870,142	\$870,000	\$1,030,857	11	\$753	\$745	105%
Apr-23	9	3	5	1.6	\$1,081,124	\$1,200,000	\$1,264,000	69	\$751	\$738	98%
Mar-23	6	3	6	1.4	\$1,154,875	\$900,000	\$1,075,208	14	\$882	\$796	102%
Feb-23	8	1	8	1.3	\$1,473,543	\$835,000	\$1,073,500	29	\$763	\$647	101%
Jan-23	6	7	1	0.8	\$1,510,500	\$410,000	\$410,000	65	\$793	\$525	93%
Dec-22	8	2	9	0.7	\$684,633	\$585,000	\$936,956	50	\$675	\$653	98%
Nov-22	13	5	13	1.4	\$1,045,600	\$1,798,043	\$1,602,216	19	\$720	\$917	99%
Oct-22	20	4	11	2.6	\$966,769	\$825,000	\$963,181	19	\$673	\$581	102%
Sep-22	16	8	4	1.9	\$1,236,729	\$1,047,500	\$1,319,500	31	\$719	\$760	100%

## Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Sep-23	8	100%	\$1,189,753	-3.8%	\$1,149,500	9.74%	\$1,216,584	-7.8%	32	3.23%	99%
Sep-22	4	-76.5%	\$1,236,729	68.1%	\$1,047,500	23.4%	\$1,319,500	59.5%	31	-13.9%	100%
Sep-21	17	6.25%	\$735,500	-25.5%	\$848,888	18.7%	\$827,169	4.95%	36	63.6%	103%

## Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	9	19	26	24	13
\$500-599K	10	20	55	24	24
\$600-699K	21	19	23	20	18
\$700-799K	19	10	43	16	28
\$800-899K	17	33	29	17	29
\$900-999K	10	21	18	22	27
\$1-1.299M	22	63	74	22	17
\$1.3-1.699M	19	20	31	14	0
\$1.7-1.999M	5	7	3	2	0
\$2-2.999M	4	10	0	3	0
>3M	0	0	0	0	0
Total	136	222	302	164	156

## Presented by:



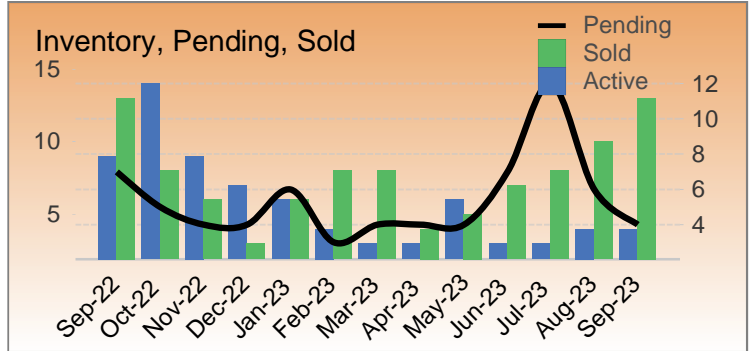
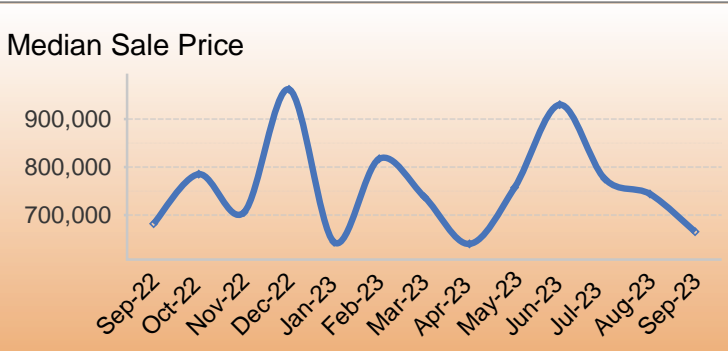
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## Market Activity Summary:

- Inventory: 5 units were listed for sale as of the last day of September - approximately 0.5 months of inventory.
- Sales Activity: 13 units were sold during September
- Median Sales Price: \$665,000 during September
- Average price per sq.ft. in September was \$647
- Average Days-on-Market (DOM) is approximately 8 days
- Sold over Asking: On average, buyers paid 105% of list price in September



## Monthly Market Activity

Month	Active	Pending	Sold	Months Supply	Avg List Price	Med Sale Price	Avg Sale Price	Average DOM	Avg \$ SqFt Active	Avg \$ SqFt Sold	Sale Price / List Price
Sep-23	4	4	13	0.5	\$906,880	\$665,000	\$755,948	8	\$683	\$647	105%
Aug-23	4	6	10	0.5	\$802,870	\$744,000	\$802,900	11	\$633	\$628	105%
Jul-23	3	12	8	0.5	\$758,760	\$775,500	\$818,111	8	\$656	\$607	104%
Jun-23	3	7	7	0.6	\$754,088	\$930,000	\$874,000	12	\$581	\$669	105%
May-23	6	4	5	1.2	\$854,985	\$757,500	\$789,677	11	\$660	\$650	102%
Apr-23	3	4	4	0.5	\$791,200	\$639,500	\$674,000	16	\$756	\$621	103%
Mar-23	3	4	8	0.4	\$775,112	\$738,000	\$857,886	30	\$647	\$609	100%
Feb-23	4	3	8	0.7	\$986,672	\$817,000	\$886,611	14	\$609	\$594	101%
Jan-23	6	6	6	1.4	\$874,967	\$643,250	\$709,416	25	\$604	\$564	101%
Dec-22	7	4	3	1.4	\$700,509	\$962,000	\$968,000	37	\$582	\$573	98%
Nov-22	9	4	6	1.0	\$1,225,000	\$705,000	\$703,333	24	\$605	\$559	100%
Oct-22	14	5	8	1.1	\$746,568	\$785,000	\$822,750	35	\$595	\$591	97%
Sep-22	9	7	13	0.7	\$918,965	\$682,000	\$770,730	30	\$575	\$593	98%

## Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	% Change	Average DOM	% Change	Sale Price / List Price
Sep-23	13	0%	\$906,880	-1.32%	\$665,000	-2.49%	\$755,948	-1.92%	8	-73.3%	105%
Sep-22	13	-35%	\$918,965	11.3%	\$682,000	-24.3%	\$770,730	-14.4%	30	131%	98%
Sep-21	20	33.3%	\$825,785	23.6%	\$900,500	34.8%	\$900,044	16.9%	13	-53.6%	105%

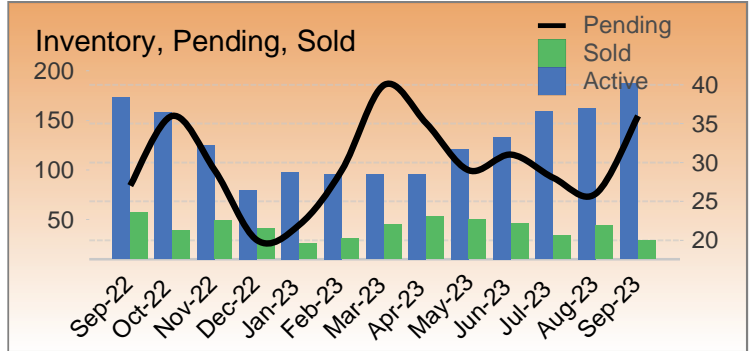
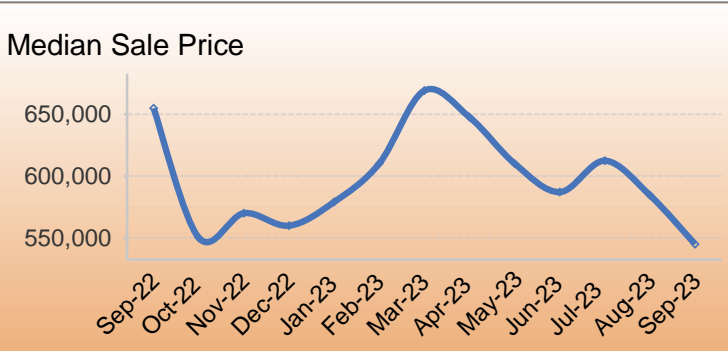
## Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	3	6	8	4	7
\$500-599K	10	13	27	19	31
\$600-699K	17	27	26	16	15
\$700-799K	5	13	17	7	4
\$800-899K	6	12	16	18	11
\$900-999K	4	7	25	15	8
\$1-1.299M	14	39	20	1	2
\$1.3-1.699M	1	11	0	0	0
\$1.7-1.999M	0	0	0	0	0
\$2-2.999M	0	0	0	0	0
>3M	0	0	0	0	0
Total	60	128	139	80	78

## Presented by:

## Market Activity Summary:

- Inventory: 188 units were listed for sale as of the last day of September - approximately 5.3 months of inventory.
- Sales Activity: 29 units were sold during September
- Median Sales Price: \$545,000 during September
- Average price per sq.ft. in September was \$523
- Average Days-on-Market (DOM) is approximately 40 days
- Sold over Asking: On average, buyers paid 101% of list price in September



## Monthly Market Activity

Month	Active	Pending	Sold	Months Supply	Avg List Price	Med Sale Price	Avg Sale Price	Average DOM	Avg \$ SqFt Active	Avg \$ SqFt Sold	Sale Price / List Price
Sep-23	187	36	29	5.3	\$645,635	\$545,000	\$590,344	40	\$594	\$523	101%
Aug-23	162	26	44	4.0	\$607,308	\$584,500	\$668,359	34	\$586	\$573	99%
Jul-23	159	28	34	3.7	\$649,544	\$612,500	\$630,611	31	\$581	\$605	102%
Jun-23	133	31	46	2.7	\$684,291	\$587,000	\$606,543	31	\$583	\$595	102%
May-23	121	29	50	2.5	\$654,669	\$610,000	\$681,138	41	\$572	\$640	101%
Apr-23	96	35	53	2.3	\$669,968	\$647,500	\$659,660	28	\$587	\$611	103%
Mar-23	95	40	45	2.9	\$636,453	\$669,000	\$725,922	31	\$573	\$627	101%
Feb-23	96	29	31	3.1	\$705,224	\$610,000	\$644,277	38	\$568	\$587	101%
Jan-23	98	22	26	2.6	\$706,841	\$579,000	\$623,348	63	\$602	\$583	99%
Dec-22	80	20	41	2.0	\$632,421	\$560,000	\$652,626	53	\$591	\$564	100%
Nov-22	125	29	49	2.6	\$651,297	\$570,000	\$634,520	36	\$605	\$582	100%
Oct-22	158	36	39	3.0	\$660,340	\$550,000	\$622,805	47	\$602	\$579	99%
Sep-22	173	27	57	2.8	\$663,949	\$655,000	\$693,664	32	\$603	\$624	102%

## Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Sep-23	29	-49.1%	\$645,635	-2.76%	\$545,000	-16.8%	\$590,344	-14.9%	40	25%	101%
Sep-22	57	-34.5%	\$663,949	-0.435%	\$655,000	-3.53%	\$693,664	-1.66%	32	45.5%	102%
Sep-21	87	8.75%	\$666,852	2.33%	\$679,000	1%	\$705,354	-3.82%	22	-18.5%	106%

## Sales Activity and Price Trends

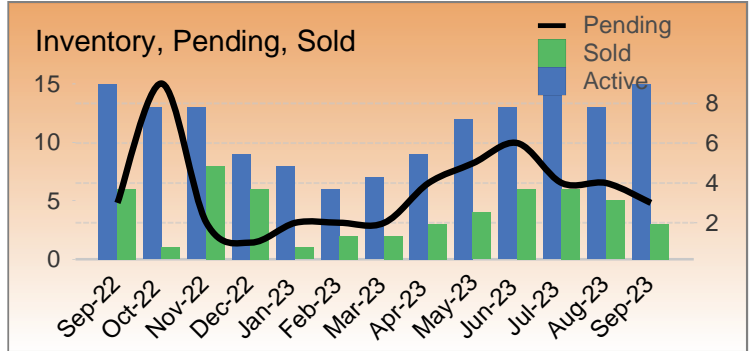
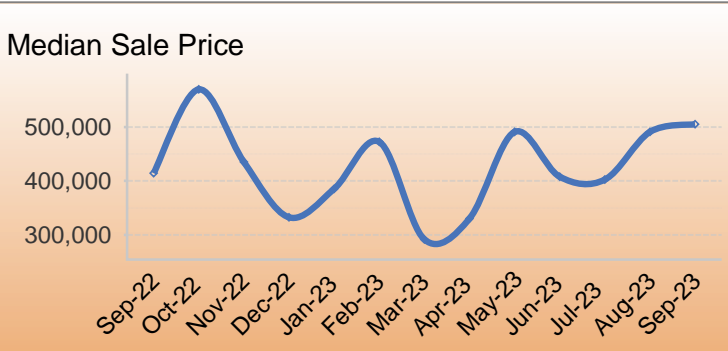
Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	350	457	545	326	310
\$500-599K	207	340	432	267	347
\$600-699K	211	334	532	253	394
\$700-799K	145	320	434	282	250
\$800-899K	86	183	229	177	154
\$900-999K	42	132	139	97	113
\$1-1.299M	42	132	164	111	105
\$1.3-1.699M	24	57	60	48	24
\$1.7-1.999M	0	18	3	0	0
\$2-2.999M	3	0	0	0	0
>3M	0	0	0	0	0
Total	1110	1973	2538	1561	1697

## Presented by:



## Market Activity Summary:

- Inventory: 15 units were listed for sale as of the last day of September - approximately 3.2 months of inventory.
- Sales Activity: 3 units were sold during September
- Median Sales Price: \$505,000 during September
- Average price per sq.ft. in September was \$420
- Average Days-on-Market (DOM) is approximately 32 days
- Sold over Asking: On average, buyers paid 100% of list price in September



## Monthly Market Activity

Month	Active	Pending	Sold	Months Supply	Avg List Price	Med Sale Price	Avg Sale Price	Average DOM	Avg \$ SqFt Active	Avg \$ SqFt Sold	Sale Price / List Price
Sep-23	15	3	3	3.2	\$448,839	\$505,000	\$487,000	32	\$358	\$420	100%
Aug-23	13	4	5	2.3	\$540,800	\$491,000	\$474,200	16	\$367	\$376	100%
Jul-23	14	4	6	2.8	\$463,766	\$402,500	\$415,825	17	\$373	\$384	103%
Jun-23	13	6	6	3.2	\$462,845	\$407,500	\$415,833	38	\$390	\$404	102%
May-23	12	5	4	4.0	\$447,216	\$491,000	\$486,750	30	\$387	\$383	99%
Apr-23	9	4	3	3.9	\$425,985	\$330,000	\$423,331	26	\$413	\$368	104%
Mar-23	7	2	2	4.2	\$429,799	\$291,500	\$291,500	31	\$428	\$410	97%
Feb-23	6	2	2	2.0	\$299,000	\$472,500	\$472,500	43	\$431	\$314	103%
Jan-23	8	2	1	1.8	\$344,200	\$385,000	\$385,000	12	\$405	\$375	96%
Dec-22	9	1	6	1.8	\$345,000	\$332,500	\$375,500	52	\$387	\$336	96%
Nov-22	13	2	8	3.2	\$448,148	\$435,000	\$457,845	29	\$388	\$350	99%
Oct-22	13	9	1	3.9	\$392,187	\$570,000	\$570,000	71	\$371	\$315	98%
Sep-22	15	3	6	3.8	\$437,624	\$414,000	\$431,981	24	\$353	\$366	99%

## Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Sep-23	3	-50%	\$448,839	2.56%	\$505,000	22%	\$487,000	12.7%	32	33.3%	100%
Sep-22	6	20%	\$437,624	6.61%	\$414,000	-23.3%	\$431,981	-6.78%	24	41.2%	99%
Sep-21	5	-37.5%	\$410,500	10.3%	\$540,000	50%	\$463,400	28.7%	17	21.4%	98%

## Sales Activity and Price Trends

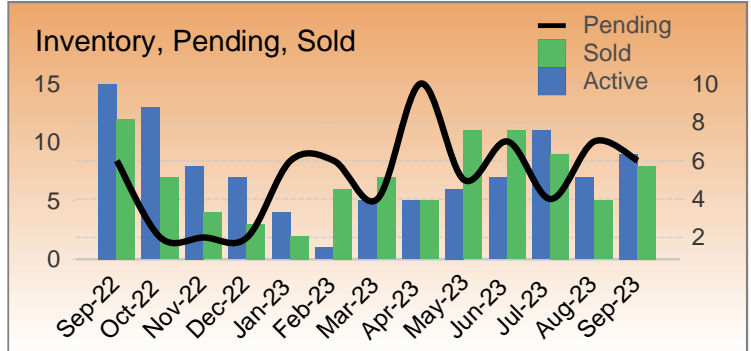
Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	50	87	97	120	123
\$500-599K	23	32	40	9	0
\$600-699K	9	24	6	0	3
\$700-799K	0	0	0	0	0
\$800-899K	0	0	0	0	0
\$900-999K	0	0	0	0	0
\$1-1.299M	0	0	0	0	0
\$1.3-1.699M	0	0	0	0	0
\$1.7-1.999M	0	0	0	0	0
\$2-2.999M	0	0	0	0	0
>3M	0	0	0	0	0
Total	82	143	143	129	126

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## Market Activity Summary:

- Inventory: 9 units were listed for sale as of the last day of September - approximately 1.2 months of inventory.
- Sales Activity: 8 units were sold during September
- Median Sales Price: \$593,950 during September
- Average price per sq.ft. in September was \$516
- Average Days-on-Market (DOM) is approximately 30 days
- Sold over Asking: On average, buyers paid 100% of list price in September



## Monthly Market Activity

Month	Active	Pending	Sold	Months Supply	Avg List Price	Med Sale Price	Avg Sale Price	Average DOM	Avg \$ SqFt Active	Avg \$ SqFt Sold	Sale Price / List Price
Sep-23	9	6	8	1.2	\$641,000	\$593,950	\$581,862	30	\$517	\$516	100%
Aug-23	7	7	5	0.8	\$592,257	\$849,000	\$767,100	17	\$475	\$512	100%
Jul-23	11	4	9	1.1	\$737,490	\$645,000	\$593,888	23	\$499	\$510	102%
Jun-23	7	7	11	0.9	\$572,350	\$675,000	\$648,071	13	\$479	\$509	102%
May-23	6	5	11	0.9	\$664,356	\$620,000	\$637,863	12	\$475	\$526	102%
Apr-23	5	10	5	0.8	\$551,391	\$672,000	\$689,424	11	\$487	\$517	105%
Mar-23	5	4	7	1.0	\$726,437	\$620,000	\$574,142	34	\$499	\$461	102%
Feb-23	1	6	6	0.5	\$589,570	\$553,750	\$544,750	45	\$472	\$477	97%
Jan-23	4	6	2	1.3	\$567,200	\$792,500	\$792,500	51	\$448	\$425	97%
Dec-22	7	2	3	1.5	\$585,747	\$750,000	\$672,000	31	\$483	\$393	100%
Nov-22	8	2	4	1.0	\$595,200	\$642,500	\$602,500	8	\$481	\$458	100%
Oct-22	13	2	7	1.1	\$670,000	\$665,000	\$612,142	19	\$476	\$465	102%
Sep-22	15	6	12	1.3	\$620,291	\$607,750	\$596,458	36	\$497	\$512	101%

## Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Sep-23	8	-33.3%	\$641,000	3.34%	\$593,950	-2.27%	\$581,862	-2.45%	30	-16.7%	100%
Sep-22	12	-20%	\$620,291	-4.28%	\$607,750	-1.98%	\$596,458	0.504%	36	71.4%	101%
Sep-21	15	36.4%	\$648,050	20.2%	\$620,000	33.3%	\$593,466	19%	21	23.5%	101%

## Sales Activity and Price Trends

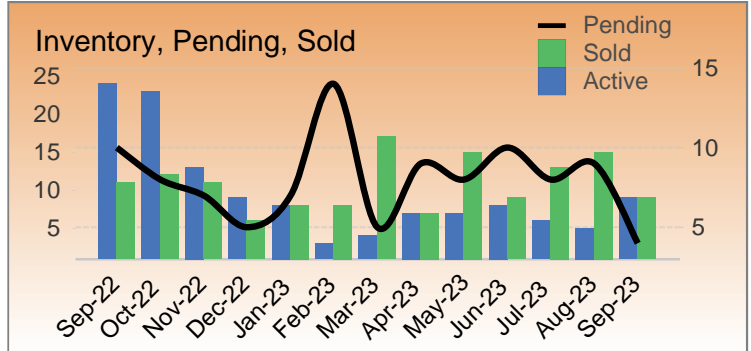
Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	47	56	75	79	100
\$500-599K	18	64	73	75	93
\$600-699K	57	69	72	39	39
\$700-799K	24	33	39	27	30
\$800-899K	36	51	45	0	0
\$900-999K	3	12	12	0	0
\$1-1.299M	0	12	0	0	0
\$1.3-1.699M	0	0	0	0	0
\$1.7-1.999M	0	0	0	0	0
\$2-2.999M	0	0	0	0	0
>3M	0	0	0	0	0
Total	185	297	316	220	262

## Presented by:

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## Market Activity Summary:

- Inventory: 9 units were listed for sale as of the last day of September - approximately 0.7 months of inventory.
- Sales Activity: 9 units were sold during September
- Median Sales Price: \$755,051 during September
- Average price per sq.ft. in September was \$633
- Average Days-on-Market (DOM) is approximately 7 days
- Sold over Asking: On average, buyers paid 100% of list price in September



## Monthly Market Activity

Month	Active	Pending	Sold	Months Supply	Avg List Price	Med Sale Price	Avg Sale Price	Average DOM	Avg \$ SqFt Active	Avg \$ SqFt Sold	Sale Price / List Price
Sep-23	9	4	9	0.7	\$747,703	\$755,051	\$750,116	7	\$680	\$633	100%
Aug-23	5	9	15	0.4	\$810,276	\$875,000	\$859,333	20	\$654	\$696	101%
Jul-23	6	8	13	0.6	\$761,268	\$757,000	\$761,307	13	\$725	\$692	102%
Jun-23	8	10	9	1.0	\$817,282	\$845,000	\$832,388	11	\$681	\$686	104%
May-23	7	8	15	0.5	\$806,853	\$752,000	\$844,200	21	\$611	\$667	105%
Apr-23	7	9	7	0.8	\$802,176	\$715,000	\$741,714	9	\$686	\$687	103%
Mar-23	4	5	17	0.4	\$717,231	\$975,000	\$909,235	15	\$664	\$642	101%
Feb-23	3	14	8	0.5	\$777,984	\$733,500	\$749,937	24	\$612	\$621	99%
Jan-23	8	7	8	1.0	\$896,112	\$716,000	\$690,375	45	\$630	\$630	97%
Dec-22	9	5	6	0.9	\$958,975	\$751,000	\$742,666	49	\$635	\$637	98%
Nov-22	13	7	11	1.2	\$780,533	\$815,000	\$774,545	37	\$649	\$638	97%
Oct-22	23	8	12	2.1	\$836,830	\$847,500	\$840,583	27	\$645	\$651	100%
Sep-22	24	10	11	2.7	\$777,147	\$820,000	\$825,545	36	\$656	\$616	97%

## Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Sep-23	9	-18.2%	\$747,703	-3.79%	\$755,051	-7.92%	\$750,116	-9.14%	7	-80.6%	100%
Sep-22	11	-57.7%	\$777,147	5.52%	\$820,000	7.54%	\$825,545	0.87%	36	260%	97%
Sep-21	26	36.8%	\$736,461	3.52%	\$762,500	30.9%	\$818,423	32.3%	10	-65.5%	104%

## Sales Activity and Price Trends

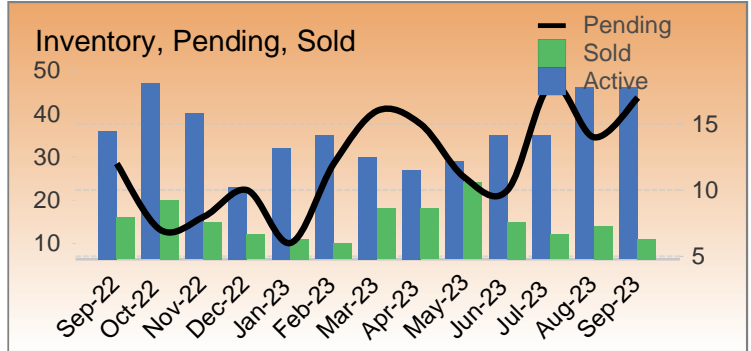
Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	15	6	39	54	48
\$500-599K	36	27	90	51	63
\$600-699K	30	42	63	57	84
\$700-799K	60	66	72	57	87
\$800-899K	45	57	51	72	51
\$900-999K	48	33	51	24	0
\$1-1.299M	57	39	105	0	0
\$1.3-1.699M	0	30	3	0	0
\$1.7-1.999M	0	0	0	0	0
\$2-2.999M	0	0	0	0	3
>3M	0	0	0	0	0
Total	291	300	474	315	336

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## Market Activity Summary:

- Inventory: 48 units were listed for sale as of the last day of September - approximately 3.9 months of inventory.
- Sales Activity: 11 units were sold during September
- Median Sales Price: \$505,000 during September
- Average price per sq.ft. in September was \$504
- Average Days-on-Market (DOM) is approximately 43 days
- Sold over Asking: On average, buyers paid 103% of list price in September



## Monthly Market Activity

Month	Active	Pending	Sold	Months Supply	Avg List Price	Med Sale Price	Avg Sale Price	Average DOM	Avg \$ SqFt Active	Avg \$ SqFt Sold	Sale Price / List Price
Sep-23	46	17	11	3.9	\$591,690	\$505,000	\$501,522	43	\$502	\$504	103%
Aug-23	46	14	14	3.4	\$516,891	\$560,000	\$621,277	37	\$482	\$532	102%
Jul-23	35	18	12	2.1	\$521,629	\$544,500	\$571,211	30	\$519	\$477	100%
Jun-23	35	10	15	1.9	\$550,578	\$628,888	\$705,525	28	\$489	\$543	101%
May-23	29	11	24	1.5	\$646,005	\$575,000	\$586,791	37	\$480	\$497	103%
Apr-23	27	15	18	1.9	\$574,323	\$558,750	\$553,638	22	\$494	\$473	103%
Mar-23	30	16	18	2.4	\$525,267	\$516,750	\$523,577	25	\$489	\$502	99%
Feb-23	35	12	10	3.3	\$576,909	\$561,500	\$561,100	21	\$506	\$470	101%
Jan-23	32	6	11	2.6	\$585,866	\$531,000	\$493,181	60	\$486	\$455	99%
Dec-22	23	10	12	1.5	\$501,989	\$469,500	\$465,824	52	\$443	\$463	98%
Nov-22	40	8	15	2.4	\$622,937	\$520,000	\$525,666	24	\$510	\$461	100%
Oct-22	47	7	20	2.5	\$631,959	\$489,950	\$532,595	33	\$508	\$506	100%
Sep-22	36	12	16	1.9	\$537,226	\$582,500	\$595,368	30	\$504	\$461	99%

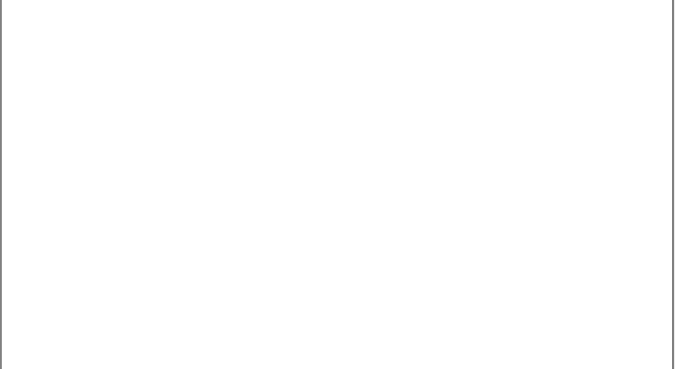
## Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Sep-23	11	-31.3%	\$591,690	10.1%	\$505,000	-13.3%	\$501,522	-15.8%	43	43.3%	103%
Sep-22	16	-38.5%	\$537,226	2.9%	\$582,500	-3.08%	\$595,368	-1.22%	30	50%	99%
Sep-21	26	8.33%	\$522,096	6.6%	\$601,000	20.6%	\$602,726	21.8%	20	-4.76%	104%

## Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	125	155	265	234	307
\$500-599K	93	144	162	58	99
\$600-699K	58	114	109	50	63
\$700-799K	55	40	81	30	31
\$800-899K	5	44	19	8	12
\$900-999K	0	11	17	1	12
\$1-1.299M	5	5	7	1	0
\$1.3-1.699M	3	1	2	0	0
\$1.7-1.999M	0	0	0	0	0
\$2-2.999M	0	0	0	0	0
>3M	0	0	0	0	0
Total	344	514	662	382	524

## Presented by:



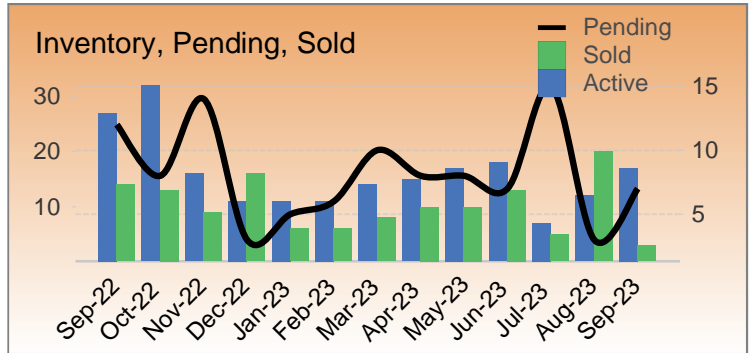
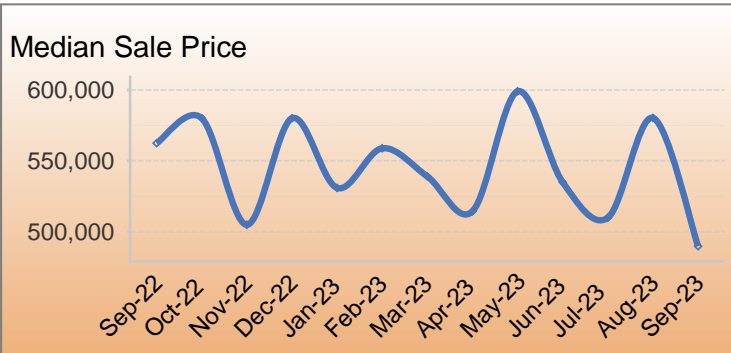
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## Market Activity Summary:

- Inventory: 18 units were listed for sale as of the last day of September - approximately 1.9 months of inventory.
- Sales Activity: 3 units were sold during September
- Median Sales Price: \$490,000 during September
- Average price per sq.ft. in September was \$442
- Average Days-on-Market (DOM) is approximately 14 days
- Sold over Asking: On average, buyers paid 101% of list price in September



## Monthly Market Activity

Month	Active	Pending	Sold	Months Supply	Avg List Price	Med Sale Price	Avg Sale Price	Average DOM	Avg \$ SqFt Active	Avg \$ SqFt Sold	Sale Price / List Price
Sep-23	17	7	3	1.9	\$543,743	\$490,000	\$590,666	14	\$487	\$442	101%
Aug-23	12	3	20	0.9	\$583,566	\$580,250	\$574,525	24	\$480	\$482	103%
Jul-23	7	15	5	0.9	\$651,219	\$510,000	\$577,800	23	\$486	\$511	104%
Jun-23	18	7	13	1.7	\$586,408	\$535,000	\$620,461	20	\$510	\$550	101%
May-23	17	8	10	2.0	\$673,314	\$599,000	\$613,100	20	\$506	\$491	102%
Apr-23	15	8	10	1.9	\$632,938	\$514,500	\$504,200	19	\$525	\$524	103%
Mar-23	14	10	8	2.1	\$658,296	\$539,004	\$541,976	15	\$492	\$510	101%
Feb-23	11	6	6	1.2	\$587,251	\$559,000	\$582,166	24	\$491	\$466	101%
Jan-23	11	5	6	1.1	\$574,375	\$531,000	\$603,333	70	\$525	\$450	96%
Dec-22	11	3	16	0.9	\$496,399	\$580,000	\$604,812	45	\$489	\$490	99%
Nov-22	16	14	9	1.4	\$638,877	\$505,000	\$486,777	40	\$497	\$481	100%
Oct-22	32	8	13	2.4	\$533,816	\$580,000	\$575,615	25	\$497	\$507	102%
Sep-22	27	12	14	2.2	\$592,705	\$562,500	\$592,371	27	\$491	\$491	102%

## Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Sep-23	3	-78.6%	\$543,743	-8.26%	\$490,000	-12.9%	\$590,666	-0.288%	14	-48.1%	101%
Sep-22	14	-12.5%	\$592,705	5.75%	\$562,500	-0.266%	\$592,371	5.25%	27	28.6%	102%
Sep-21	16	60%	\$560,486	-3.28%	\$564,000	18%	\$562,812	9.2%	21	0%	106%

## Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	42	52	102	81	150
\$500-599K	49	62	66	37	70
\$600-699K	26	45	36	17	16
\$700-799K	19	22	18	26	15
\$800-899K	3	14	9	2	0
\$900-999K	3	6	5	0	0
\$1-1.299M	0	1	0	0	0
\$1.3-1.699M	0	0	0	0	0
\$1.7-1.999M	0	0	0	0	0
\$2-2.999M	0	0	0	0	0
>3M	0	0	0	0	0
Total	142	202	236	163	251

## Presented by:



Includes San Leandro and San Lorenzo

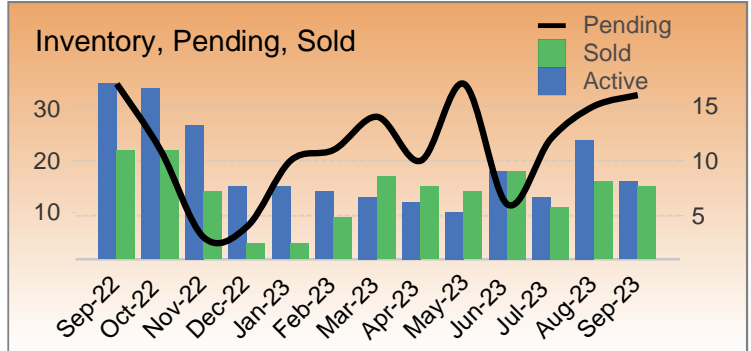
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## Market Activity Summary:

- Inventory: 17 units were listed for sale as of the last day of September - approximately 1.2 months of inventory.
- Sales Activity: 15 units were sold during September
- Median Sales Price: \$680,000 during September
- Average price per sq.ft. in September was \$679
- Average Days-on-Market (DOM) is approximately 21 days
- Sold over Asking: On average, buyers paid 101% of list price in September



## Monthly Market Activity

Month	Active	Pending	Sold	Months Supply	Avg List Price	Med Sale Price	Avg Sale Price	Average DOM	Avg \$ SqFt Active	Avg \$ SqFt Sold	Sale Price / List Price
Sep-23	16	16	15	1.2	\$918,381	\$680,000	\$782,933	21	\$657	\$679	101%
Aug-23	24	15	16	1.6	\$962,703	\$817,500	\$910,312	13	\$650	\$660	101%
Jul-23	13	12	11	1.0	\$984,712	\$680,000	\$731,463	11	\$650	\$688	103%
Jun-23	18	6	18	1.2	\$785,072	\$797,000	\$904,771	12	\$668	\$654	104%
May-23	10	17	14	0.7	\$856,743	\$852,500	\$934,464	11	\$646	\$628	103%
Apr-23	12	10	15	1.0	\$976,086	\$920,000	\$874,800	7	\$629	\$609	102%
Mar-23	13	14	17	1.4	\$955,849	\$930,000	\$811,594	24	\$670	\$617	100%
Feb-23	14	11	9	2.5	\$1,119,269	\$812,500	\$857,387	45	\$657	\$620	99%
Jan-23	15	10	4	2.0	\$989,115	\$541,250	\$549,350	92	\$681	\$634	99%
Dec-22	15	4	4	1.2	\$743,485	\$1,070,000	\$988,250	46	\$654	\$621	98%
Nov-22	27	3	14	1.4	\$1,272,901	\$800,000	\$894,664	28	\$657	\$622	99%
Oct-22	34	11	22	1.4	\$1,005,215	\$928,950	\$882,245	31	\$660	\$622	98%
Sep-22	35	17	22	1.4	\$922,245	\$1,010,000	\$915,818	34	\$645	\$658	98%

## Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Sep-23	15	-31.8%	\$918,381	-0.419%	\$680,000	-32.7%	\$782,933	-14.5%	21	-38.2%	101%
Sep-22	22	-35.3%	\$922,245	17.7%	\$1,010,000	34.3%	\$915,818	10.9%	34	183%	98%
Sep-21	34	-2.86%	\$783,623	22.1%	\$752,250	-1.02%	\$826,117	16.5%	12	-40%	105%

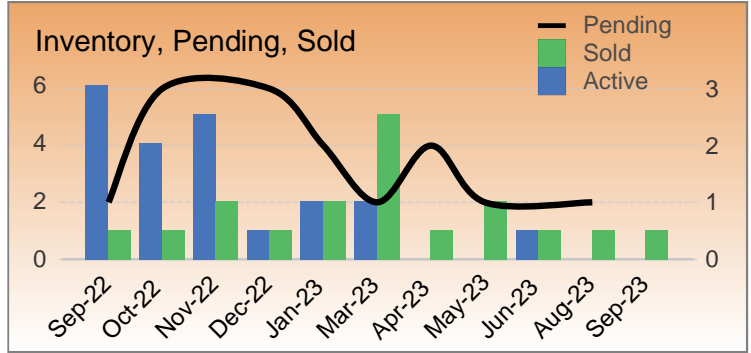
## Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	6	17	50	39	39
\$500-599K	19	25	41	34	39
\$600-699K	16	24	53	37	40
\$700-799K	16	16	26	13	25
\$800-899K	7	19	19	65	33
\$900-999K	10	12	21	23	17
\$1-1.299M	29	41	85	1	0
\$1.3-1.699M	7	36	7	0	0
\$1.7-1.999M	0	1	0	0	0
\$2-2.999M	0	0	0	0	0
>3M	0	0	0	0	0
Total	110	191	302	212	193

## Presented by:

## Market Activity Summary:

- Inventory: 0 units were listed for sale as of the last day of September - approximately 0.0 months of inventory.
- Sales Activity: 1 units were sold during September
- Median Sales Price: \$490,000 during September
- Average price per sq.ft. in September was \$385
- Average Days-on-Market (DOM) is approximately 5 days
- Sold over Asking: On average, buyers paid 103% of list price in September



## Monthly Market Activity

Month	Active	Pending	Sold	Months Supply	Avg List Price	Med Sale Price	Avg Sale Price	Average DOM	Avg \$ SqFt Active	Avg \$ SqFt Sold	Sale Price / List Price
Sep-23	0	0	1	0.0	-	\$490,000	\$490,000	5	-	\$385	103%
Aug-23	0	1	1	0.0	-	\$380,000	\$380,000	14	-	\$292	98%
Jun-23	1	0	1	0.8	\$389,000	\$380,000	\$380,000	5	\$299	\$361	103%
May-23	0	1	2	0.0	\$369,950	\$382,500	\$382,500	17	-	\$448	100%
Apr-23	0	2	1	0.0	-	\$349,000	\$349,000	22	-	\$368	95%
Mar-23	2	1	5	0.9	\$382,475	\$410,000	\$408,000	45	\$448	\$377	100%
Jan-23	2	2	2	1.2	\$472,450	\$398,250	\$398,250	38	\$406	\$343	100%
Dec-22	1	3	1	0.8	-	\$460,000	\$460,000	16	\$450	\$300	102%
Nov-22	5	0	2	3.8	\$386,333	\$489,950	\$489,950	51	\$374	\$328	100%
Oct-22	4	3	1	6.0	\$449,000	\$435,000	\$435,000	5	\$369	\$402	94%
Sep-22	6	1	1	4.5	\$440,975	\$400,000	\$400,000	30	\$355	\$493	99%

## Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Sep-23	1	0%	-	-	\$490,000	22.5%	\$490,000	22.5%	5	-83.3%	103%
Sep-22	1	-50%	\$440,975	-17%	\$400,000	2.56%	\$400,000	2.56%	30	25%	99%
Sep-21	2	-50%	\$531,296	49.9%	\$390,000	-0.763%	\$390,000	-2.56%	24	118%	100%

## Sales Activity and Price Trends

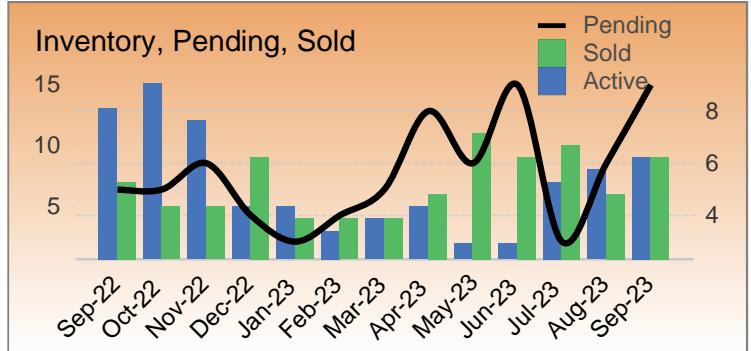
Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	12	10	19	16	27
\$500-599K	1	2	0	1	0
\$600-699K	0	0	0	0	0
\$700-799K	0	0	0	0	0
\$800-899K	0	0	0	0	0
\$900-999K	0	0	0	0	0
\$1-1.299M	0	0	0	0	0
\$1.3-1.699M	0	0	0	0	0
\$1.7-1.999M	0	0	0	0	0
\$2-2.999M	0	0	0	0	0
>3M	0	0	0	0	0
Total	13	12	19	17	27

## Presented by:



## Market Activity Summary:

- Inventory: 9 units were listed for sale as of the last day of September - approximately 1.1 months of inventory.
- Sales Activity: 9 units were sold during September
- Median Sales Price: \$690,000 during September
- Average price per sq.ft. in September was \$639
- Average Days-on-Market (DOM) is approximately 13 days
- Sold over Asking: On average, buyers paid 103% of list price in September



## Monthly Market Activity

Month	Active	Pending	Sold	Months Supply	Avg List Price	Med Sale Price	Avg Sale Price	Average DOM	Avg \$ SqFt Active	Avg \$ SqFt Sold	Sale Price / List Price
Sep-23	9	9	9	1.1	\$784,529	\$690,000	\$679,731	13	\$636	\$639	103%
Aug-23	8	6	6	1.1	\$720,603	\$612,500	\$639,666	13	\$614	\$632	106%
Jul-23	7	3	10	0.8	\$597,389	\$720,000	\$738,477	10	\$595	\$650	106%
Jun-23	2	9	9	0.2	\$693,977	\$710,000	\$701,555	11	\$591	\$607	107%
May-23	2	6	11	0.4	\$637,407	\$680,000	\$738,057	12	\$718	\$589	104%
Apr-23	5	8	6	1.1	\$633,564	\$702,500	\$731,666	19	\$577	\$625	105%
Mar-23	4	5	4	1.3	\$808,142	\$749,000	\$857,000	57	\$607	\$596	102%
Feb-23	3	4	4	0.5	\$763,544	\$527,500	\$540,000	63	\$595	\$559	95%
Jan-23	5	3	4	1.0	\$803,500	\$475,000	\$462,618	45	\$631	\$509	98%
Dec-22	5	4	9	0.8	\$513,000	\$550,000	\$581,777	40	\$584	\$584	97%
Nov-22	12	6	5	2.1	\$610,590	\$570,000	\$591,100	26	\$560	\$618	101%
Oct-22	15	5	5	2.4	\$648,778	\$520,000	\$624,000	20	\$577	\$563	100%
Sep-22	13	5	7	1.9	\$649,491	\$640,000	\$697,669	23	\$588	\$598	100%

## Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Sep-23	9	28.6%	\$784,529	20.8%	\$690,000	7.81%	\$679,731	-2.57%	13	-43.5%	103%
Sep-22	7	-58.8%	\$649,491	-5.78%	\$640,000	4.07%	\$697,669	9.39%	23	43.8%	100%
Sep-21	17	70%	\$689,356	13.3%	\$615,000	-2.77%	\$637,792	-4.19%	16	-44.8%	106%

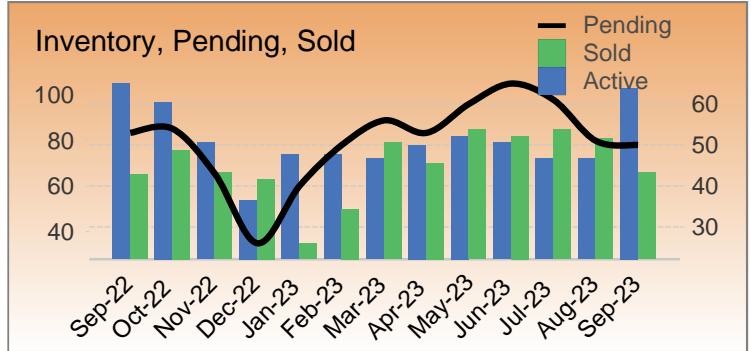
## Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	7	12	24	16	35
\$500-599K	13	19	24	23	19
\$600-699K	14	25	19	13	15
\$700-799K	13	8	17	3	16
\$800-899K	8	11	31	7	7
\$900-999K	2	11	8	3	0
\$1-1.299M	2	8	2	0	0
\$1.3-1.699M	1	4	0	0	0
\$1.7-1.999M	0	0	0	0	0
\$2-2.999M	0	0	0	0	0
>3M	0	0	0	0	0
Total	60	98	125	65	92

## Presented by:

## Market Activity Summary:

- Inventory: 103 units were listed for sale as of the last day of September - approximately 1.3 months of inventory.
- Sales Activity: 66 units were sold during September
- Median Sales Price: \$652,500 during September
- Average price per sq.ft. in September was \$555
- Average Days-on-Market (DOM) is approximately 23 days
- Sold over Asking: On average, buyers paid 101% of list price in September



## Monthly Market Activity

Month	Active	Pending	Sold	Months Supply	Avg List Price	Med Sale Price	Avg Sale Price	Average DOM	Avg \$ SqFt Active	Avg \$ SqFt Sold	Sale Price / List Price
Sep-23	103	50	66	1.3	\$654,559	\$652,500	\$688,821	23	\$535	\$555	101%
Aug-23	72	51	81	0.9	\$678,679	\$650,000	\$762,848	22	\$534	\$568	103%
Jul-23	72	61	85	0.9	\$755,096	\$615,000	\$679,580	26	\$558	\$553	101%
Jun-23	79	65	82	1.0	\$699,059	\$648,500	\$700,867	23	\$559	\$549	101%
May-23	82	60	85	1.1	\$707,734	\$752,000	\$800,981	18	\$551	\$597	103%
Apr-23	78	53	70	1.2	\$667,143	\$523,000	\$592,210	30	\$547	\$521	101%
Mar-23	72	56	79	1.3	\$634,861	\$607,000	\$654,607	20	\$547	\$547	102%
Feb-23	74	50	50	1.5	\$687,384	\$600,000	\$677,540	29	\$550	\$540	100%
Jan-23	74	40	35	1.4	\$617,558	\$560,000	\$653,834	31	\$551	\$522	99%
Dec-22	54	26	63	0.8	\$608,487	\$610,000	\$692,672	39	\$555	\$522	100%
Nov-22	79	43	66	1.2	\$701,720	\$537,500	\$612,378	32	\$554	\$519	99%
Oct-22	97	54	76	1.2	\$692,588	\$700,500	\$763,078	24	\$547	\$571	102%
Sep-22	105	53	65	1.3	\$716,959	\$620,000	\$670,322	26	\$545	\$545	100%

## Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Sep-23	66	1.54%	\$654,559	-8.7%	\$652,500	5.24%	\$688,821	2.76%	23	-11.5%	101%
Sep-22	65	-33%	\$716,959	9.49%	\$620,000	-0.8%	\$670,322	-2.55%	26	23.8%	100%
Sep-21	97	3.19%	\$654,809	4.81%	\$625,000	8.7%	\$687,860	15.8%	21	-34.4%	101%

## Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	374	514	782	436	596
\$500-599K	174	218	246	198	212
\$600-699K	146	194	258	170	194
\$700-799K	164	130	184	120	152
\$800-899K	92	126	152	92	108
\$900-999K	76	88	98	46	52
\$1-1.299M	110	164	102	38	54
\$1.3-1.699M	40	70	36	10	10
\$1.7-1.999M	14	8	14	8	4
\$2-2.999M	6	14	8	0	0
>3M	0	0	0	0	0
Total	1196	1526	1880	1118	1382

## Presented by:

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