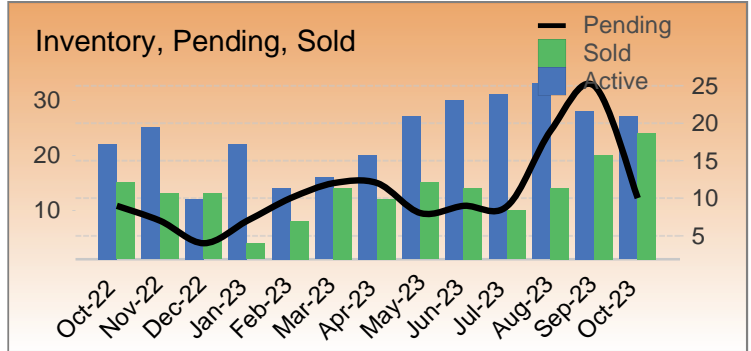
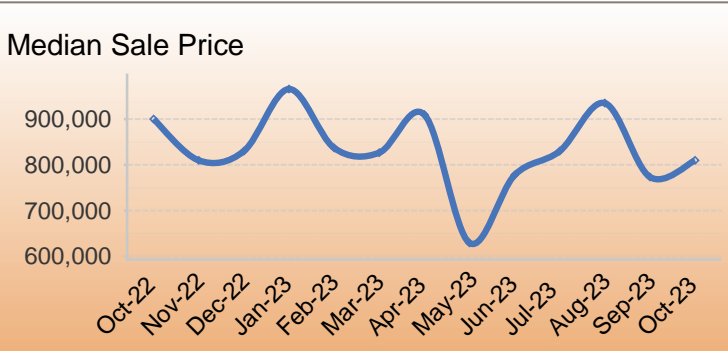


Market Activity Summary:

- Inventory: 28 units were listed for sale as of the last day of October - approximately 1.4 months of inventory.
- Sales Activity: 24 units were sold during October
- Median Sales Price: \$810,000 during October
- Average price per sq.ft. in October was \$620
- Average Days-on-Market (DOM) is approximately 16 days
- Sold over Asking: On average, buyers paid 107% of list price in October



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
Oct-23	27	10	24	1.4	\$958,027	\$810,000	\$796,375	16	\$657	\$620	107%
Sep-23	28	25	20	2.0	\$839,799	\$773,475	\$826,512	26	\$659	\$671	104%
Aug-23	33	19	14	2.6	\$819,334	\$935,000	\$964,852	45	\$648	\$658	106%
Jul-23	31	9	10	2.4	\$833,976	\$830,000	\$818,780	21	\$668	\$649	102%
Jun-23	30	9	14	2.2	\$783,140	\$778,000	\$797,839	37	\$652	\$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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Oct-23	24	60%	\$958,027	7.03%	\$810,000	-10%	\$796,375	-10.7%	16	-23.8%	107%
Oct-22	15	25%	\$895,062	12.5%	\$900,000	0.699%	\$891,733	3.21%	21	75%	105%
Oct-21	12	-42.9%	\$795,359	14%	\$893,750	26.8%	\$863,958	20.3%	12	-14.3%	108%

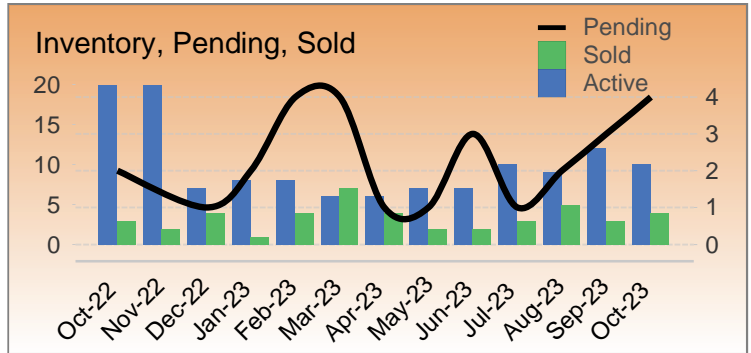
Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	14	11	22	23	23
\$500-599K	10	14	15	12	17
\$600-699K	16	23	24	13	22
\$700-799K	23	6	11	38	36
\$800-899K	18	14	29	32	28
\$900-999K	25	23	31	5	4
\$1-1.299M	24	45	37	20	8
\$1.3-1.699M	3	11	5	1	3
\$1.7-1.999M	0	0	1	0	0
\$2-2.999M	0	0	0	0	0
>3M	0	0	0	0	0
Total	133	147	175	144	141

Presented by:

Market Activity Summary:

- Inventory: 10 units were listed for sale as of the last day of October - approximately 2.5 months of inventory.
- Sales Activity: 4 units were sold during October
- Median Sales Price: \$729,750 during October
- Average price per sq.ft. in October was \$640
- Average Days-on-Market (DOM) is approximately 13 days
- Sold over Asking: On average, buyers paid 106% of list price in October



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
Oct-23	10	4	4	2.5	\$562,222	\$729,750	\$707,375	13	\$527	\$640	106%
Sep-23	12	3	3	3.3	\$563,934	\$675,000	\$622,400	26	\$544	\$591	101%
Aug-23	9	2	5	2.7	\$593,428	\$529,000	\$559,000	34	\$554	\$488	100%
Jul-23	10	1	3	4.3	\$574,714	\$640,000	\$608,666	22	\$548	\$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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Oct-23	4	33.3%	\$562,222	-10.3%	\$729,750	24.7%	\$707,375	37.4%	13	-68.3%	106%
Oct-22	3	-25%	\$626,981	-3.64%	\$585,000	5.41%	\$515,000	-6.79%	41	-21.2%	97%
Oct-21	4	33.3%	\$650,666	27.8%	\$555,000	26.1%	\$552,500	-7.92%	52	117%	109%

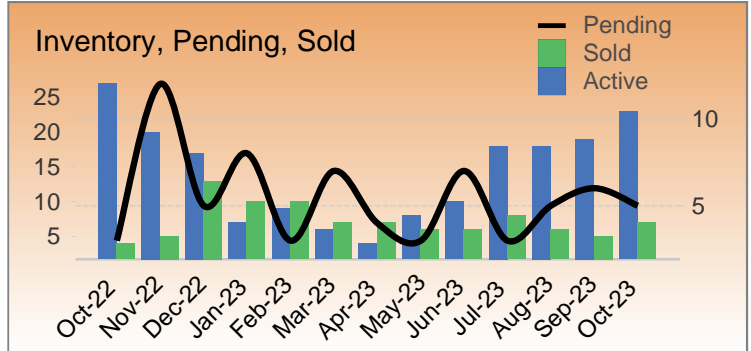
Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	3	12	19	6	11
\$500-599K	12	12	7	12	11
\$600-699K	9	9	14	7	10
\$700-799K	2	1	2	1	1
\$800-899K	4	0	2	1	3
\$900-999K	0	0	2	1	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	32	40	47	29	36

Presented by:

Market Activity Summary:

- Inventory: 23 units were listed for sale as of the last day of October - approximately 3.8 months of inventory.
- Sales Activity: 7 units were sold during October
- Median Sales Price: \$335,000 during October
- Average price per sq.ft. in October was \$358
- Average Days-on-Market (DOM) is approximately 19 days
- Sold over Asking: On average, buyers paid 101% of list price in October



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
Oct-23	23	5	7	3.8	\$304,608	\$335,000	\$360,000	19	\$294	\$358	101%
Sep-23	19	6	5	3.0	\$360,026	\$365,000	\$362,800	25	\$285	\$359	100%
Aug-23	18	5	6	2.7	\$281,235	\$335,000	\$332,500	37	\$281	\$375	97%
Jul-23	18	3	8	2.7	\$297,380	\$345,000	\$332,687	13	\$303	\$336	101%
Jun-23	10	7	6	1.6	\$329,755	\$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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Oct-23	7	75%	\$304,608	-11.4%	\$335,000	-2.76%	\$360,000	-8.22%	19	-42.4%	101%
Oct-22	4	-60%	\$343,903	5.45%	\$344,500	7.66%	\$392,250	24.9%	33	83.3%	101%
Oct-21	10	42.9%	\$326,140	13%	\$320,000	8.47%	\$313,950	13%	18	0%	101%

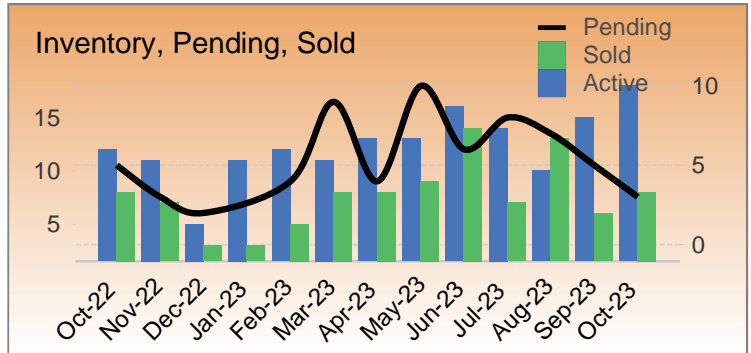
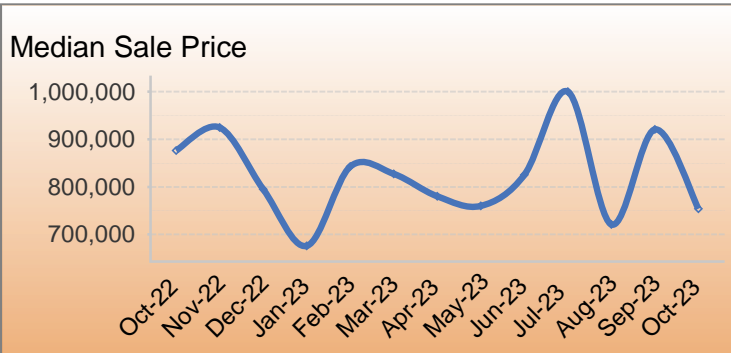
Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	68	64	79	80	108
\$500-599K	4	7	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	72	71	82	80	108

Presented by:

Market Activity Summary:

- Inventory: 19 units were listed for sale as of the last day of October - approximately 2.1 months of inventory.
- Sales Activity: 8 units were sold during October
- Median Sales Price: \$754,000 during October
- Average price per sq.ft. in October was \$913
- Average Days-on-Market (DOM) is approximately 46 days
- Sold over Asking: On average, buyers paid 105% of list price in October



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
Oct-23	18	3	8	2.1	\$879,500	\$754,000	\$762,625	46	\$781	\$913	105%
Sep-23	15	5	6	1.7	\$778,000	\$921,000	\$928,666	13	\$803	\$873	114%
Aug-23	10	7	13	0.9	\$800,687	\$721,000	\$805,307	25	\$858	\$907	102%
Jul-23	14	8	7	1.4	\$792,222	\$1,000,000	\$1,210,000	57	\$842	\$855	113%
Jun-23	16	6	14	1.5	\$785,300	\$825,000	\$863,398	21	\$851	\$831	106%
May-23	13	10	9	1.7	\$801,853	\$760,000	\$758,944	35	\$763	\$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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Oct-23	8	0%	\$879,500	5.52%	\$754,000	-14%	\$762,625	-16.2%	46	142%	105%
Oct-22	8	-38.5%	\$833,500	-5.43%	\$876,500	8.48%	\$909,546	13.5%	19	11.8%	102%
Oct-21	13	44.4%	\$881,323	13%	\$808,000	23.4%	\$801,024	13.9%	17	-32%	107%

Sales Activity and Price Trends

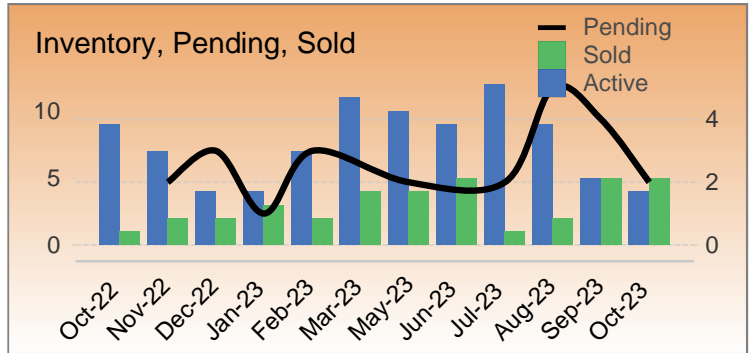
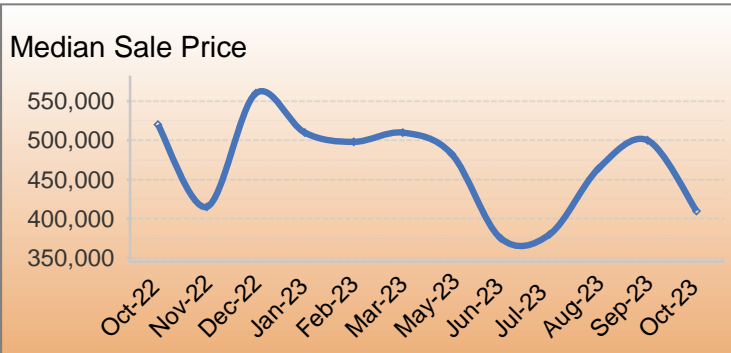
Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	27	27	15	27	9
\$500-599K	18	18	36	9	18
\$600-699K	24	24	57	51	33
\$700-799K	54	24	60	27	27
\$800-899K	21	51	66	27	24
\$900-999K	36	33	30	21	27
\$1-1.299M	24	42	63	18	27
\$1.3-1.699M	12	45	15	12	9
\$1.7-1.999M	3	3	0	0	3
\$2-2.999M	3	0	0	0	0
>3M	0	0	0	0	0
Total	222	267	342	192	177

Presented by:

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Market Activity Summary:

- Inventory: 4 units were listed for sale as of the last day of October - approximately 1.0 months of inventory.
- Sales Activity: 5 units were sold during October
- Median Sales Price: \$410,000 during October
- Average price per sq.ft. in October was \$352
- Average Days-on-Market (DOM) is approximately 16 days
- Sold over Asking: On average, buyers paid 100% of list price in October



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
Oct-23	4	2	5	1.0	\$433,419	\$410,000	\$435,437	16	\$414	\$352	100%
Sep-23	5	4	5	2.3	\$465,222	\$500,000	\$540,283	165	\$390	\$370	99%
Aug-23	9	5	2	3.4	\$501,674	\$464,000	\$464,000	6	\$372	\$481	102%
Jul-23	12	2	1	3.6	\$537,571	\$380,000	\$380,000	96	\$395	\$253	95%
Jun-23	9	0	5	3.0	\$452,666	\$375,000	\$422,000	38	\$389	\$319	100%
May-23	10	2	4	3.8	\$529,469	\$482,500	\$453,750	59	\$391	\$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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Oct-23	5	400%	\$433,419	-13.5%	\$410,000	-21.2%	\$435,437	-16.3%	16	129%	100%
Oct-22	1	-75%	\$501,250	-4.63%	\$520,000	20.2%	\$520,000	17.8%	7	-56.3%	104%
Oct-21	4	0%	\$525,600	53%	\$432,500	6.27%	\$441,250	7.82%	16	-11.1%	102%

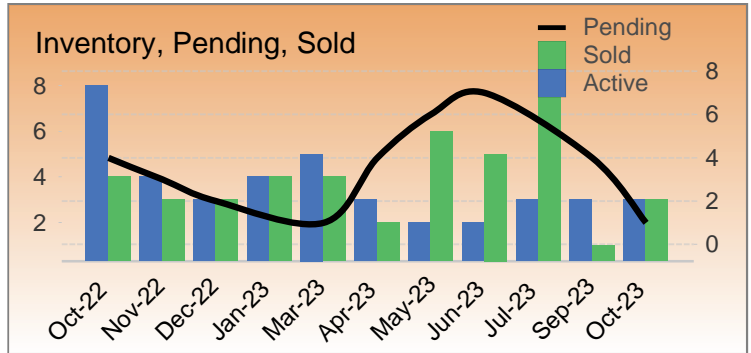
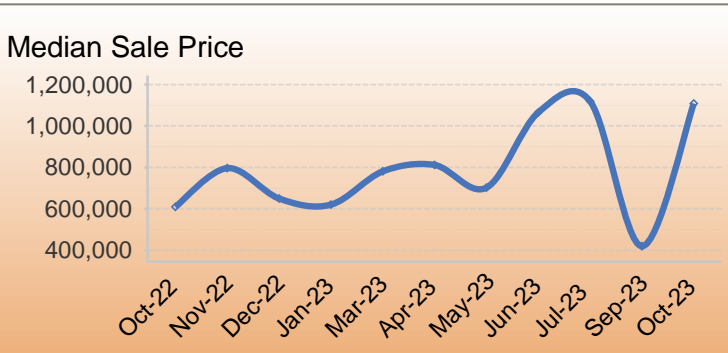
Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	30	18	48	55	63
\$500-599K	15	23	13	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	48	44	61	55	66

Presented by:

Market Activity Summary:

- Inventory: 3 units were listed for sale as of the last day of October - approximately 2.3 months of inventory.
- Sales Activity: 3 units were sold during October
- Median Sales Price: \$1,108,000 during October
- Average price per sq.ft. in October was \$663
- Average Days-on-Market (DOM) is approximately 25 days
- Sold over Asking: On average, buyers paid 101% of list price in October



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
Oct-23	3	1	3	2.3	\$651,666	\$1,108,000	\$1,128,500	25	\$608	\$663	101%
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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Oct-23	3	-25%	\$651,666	-23.8%	\$1,108,000	81.6%	\$1,128,500	73.6%	25	-21.9%	101%
Oct-22	4	-33.3%	\$855,112	53.4%	\$610,000	-18.7%	\$650,000	-14.3%	32	167%	98%
Oct-21	6	-25%	\$557,500	-15%	\$750,650	3.61%	\$758,716	9.76%	12	-50%	104%

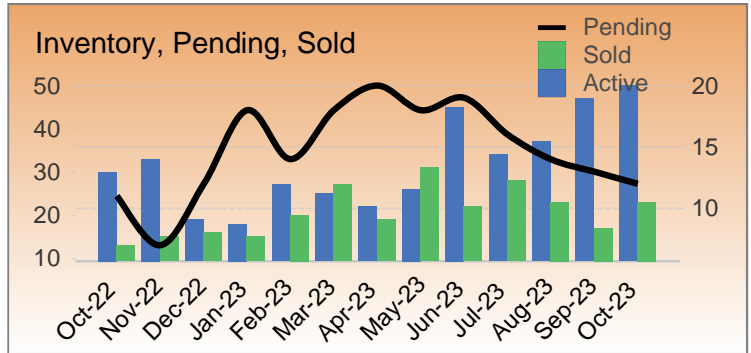
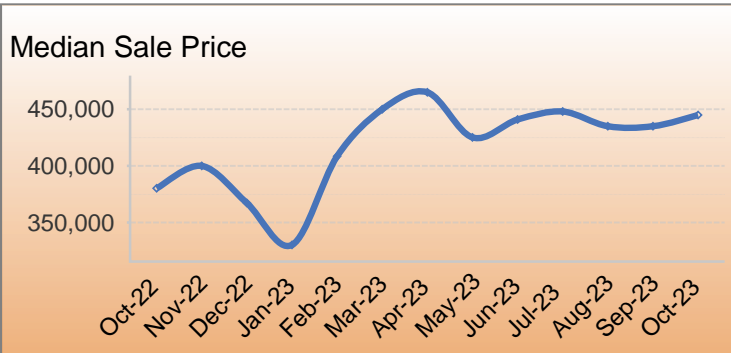
Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	1	1	4	9	8
\$500-599K	4	9	10	13	23
\$600-699K	6	10	12	19	10
\$700-799K	4	9	9	9	14
\$800-899K	4	10	14	12	6
\$900-999K	2	8	10	4	9
\$1-1.299M	7	12	8	2	0
\$1.3-1.699M	3	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
Total	31	66	67	68	70

Presented by:

Market Activity Summary:

- Inventory: 50 units were listed for sale as of the last day of October - approximately 2.4 months of inventory.
- Sales Activity: 23 units were sold during October
- Median Sales Price: \$445,000 during October
- Average price per sq.ft. in October was \$423
- Average Days-on-Market (DOM) is approximately 25 days
- Sold over Asking: On average, buyers paid 100% of list price in October



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
Oct-23	50	12	23	2.4	\$458,443	\$445,000	\$460,217	25	\$442	\$423	100%
Sep-23	47	13	17	2.1	\$431,865	\$435,000	\$423,852	24	\$440	\$430	102%
Aug-23	37	14	23	1.5	\$467,168	\$435,000	\$455,740	30	\$431	\$461	102%
Jul-23	34	16	28	1.3	\$426,449	\$448,000	\$492,303	13	\$435	\$447	103%
Jun-23	45	19	22	1.9	\$443,619	\$441,000	\$476,361	25	\$435	\$476	103%
May-23	26	18	31	1.1	\$466,359	\$425,000	\$458,996	15	\$415	\$458	103%
Apr-23	22	20	19	1.1	\$440,050	\$465,000	\$492,052	20	\$431	\$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%

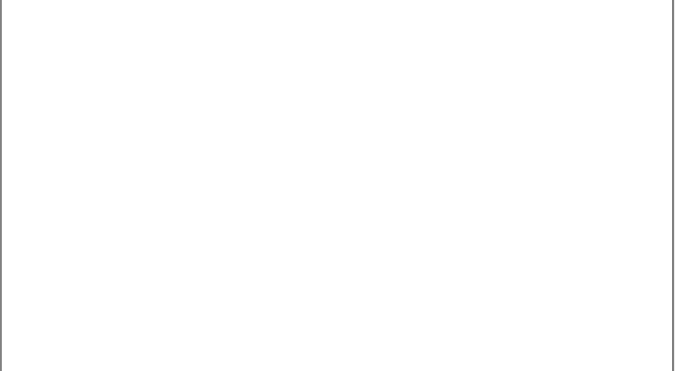
Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Oct-23	23	76.9%	\$458,443	7.08%	\$445,000	17.1%	\$460,217	11.4%	25	-19.4%	100%
Oct-22	13	-66.7%	\$428,114	6.2%	\$380,000	-13.2%	\$412,938	-15.5%	31	93.8%	100%
Oct-21	39	11.4%	\$403,104	10.9%	\$438,000	25.1%	\$488,589	35.3%	16	-23.8%	102%

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	322	500	618	473	574
\$500-599K	52	67	68	35	46
\$600-699K	29	32	60	16	12
\$700-799K	21	30	45	2	0
\$800-899K	7	13	7	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	431	643	798	526	632

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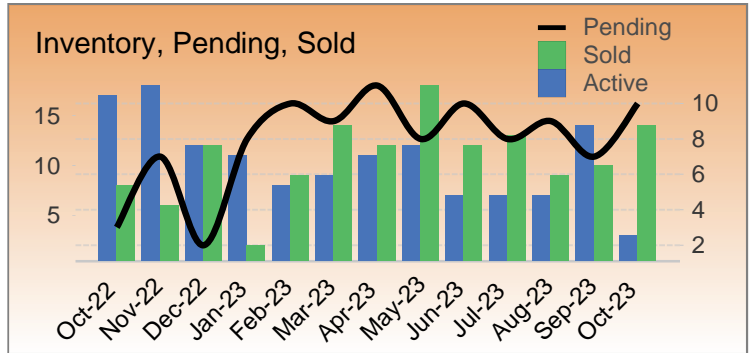
Includes Concord and Clayton

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Deemed reliable but not guaranteed

Market Activity Summary:

- Inventory: 3 units were listed for sale as of the last day of October - approximately 0.3 months of inventory.
- Sales Activity: 14 units were sold during October
- Median Sales Price: \$1,099,500 during October
- Average price per sq.ft. in October was \$720
- Average Days-on-Market (DOM) is approximately 41 days
- Sold over Asking: On average, buyers paid 100% of list price in October



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
Oct-23	3	10	14	0.3	\$1,148,580	\$1,099,500	\$1,039,928	41	\$786	\$720	100%
Sep-23	14	7	10	1.3	\$1,155,805	\$1,182,000	\$1,109,700	14	\$732	\$696	100%
Aug-23	7	9	9	0.6	\$1,051,272	\$999,000	\$1,035,666	15	\$757	\$683	102%
Jul-23	7	8	13	0.5	\$1,146,000	\$1,250,000	\$1,145,769	13	\$746	\$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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Oct-23	14	75%	\$1,148,580	-2.68%	\$1,099,500	10.8%	\$1,039,928	5.26%	41	105%	100%
Oct-22	8	-46.7%	\$1,180,263	19.9%	\$992,000	-9.41%	\$988,000	-5.72%	20	33.3%	104%
Oct-21	15	-16.7%	\$984,531	17.8%	\$1,095,000	36.4%	\$1,047,959	35.2%	15	-25%	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	3	0	0	3	0
\$500-599K	6	7	24	57	39
\$600-699K	12	20	55	73	78
\$700-799K	36	27	55	79	117
\$800-899K	20	36	91	111	75
\$900-999K	51	27	94	75	46
\$1-1.299M	143	145	194	25	14
\$1.3-1.699M	39	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	310	340	531	429	369

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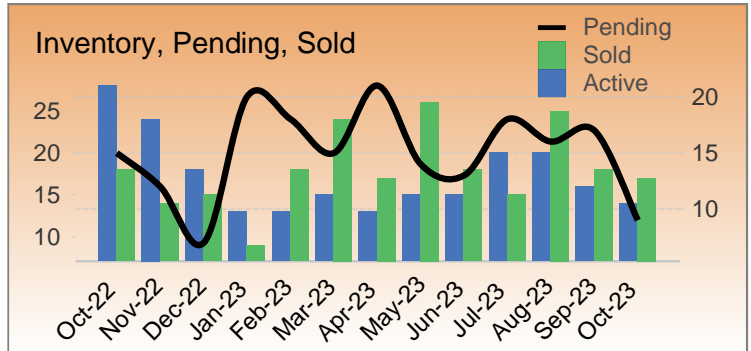
Includes Danville, Diablo, and Alamo

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Deemed reliable but not guaranteed

Market Activity Summary:

- Inventory: 14 units were listed for sale as of the last day of October - approximately 0.7 months of inventory.
- Sales Activity: 17 units were sold during October
- Median Sales Price: \$980,000 during October
- Average price per sq.ft. in October was \$603
- Average Days-on-Market (DOM) is approximately 12 days
- Sold over Asking: On average, buyers paid 102% of list price in October



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
Oct-23	14	9	17	0.7	\$970,266	\$980,000	\$1,036,732	12	\$576	\$603	102%
Sep-23	16	17	18	0.9	\$959,289	\$897,500	\$944,000	15	\$601	\$636	102%
Aug-23	20	16	25	1.0	\$939,334	\$1,025,714	\$954,784	9	\$590	\$641	103%
Jul-23	20	18	15	1.0	\$946,735	\$905,000	\$917,085	14	\$624	\$609	103%
Jun-23	15	13	18	0.7	\$1,021,375	\$970,000	\$955,255	10	\$605	\$654	105%
May-23	15	14	26	0.7	\$963,870	\$943,000	\$976,865	11	\$593	\$625	103%
Apr-23	13	21	17	0.7	\$940,405	\$830,000	\$915,705	16	\$586	\$620	101%
Mar-23	15	15	24	0.9	\$890,445	\$902,495	\$930,661	19	\$612	\$578	101%
Feb-23	13	18	18	1.0	\$981,692	\$929,500	\$933,074	44	\$602	\$554	99%
Jan-23	13	20	9	1.0	\$969,627	\$839,000	\$888,110	27	\$595	\$546	96%
Dec-22	18	7	15	1.1	\$917,706	\$939,000	\$902,866	29	\$596	\$593	98%
Nov-22	24	12	14	1.2	\$871,884	\$707,000	\$756,251	29	\$603	\$578	98%
Oct-22	28	15	18	1.1	\$891,270	\$842,500	\$868,333	27	\$598	\$580	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
Oct-23	17	-5.56%	\$970,266	8.86%	\$980,000	16.3%	\$1,036,732	19.4%	12	-55.6%	102%
Oct-22	18	-47.1%	\$891,270	-4.64%	\$842,500	-3.99%	\$868,333	-1.58%	27	108%	98%
Oct-21	34	-2.86%	\$934,683	25.1%	\$877,500	21%	\$882,286	20.4%	13	-23.5%	105%

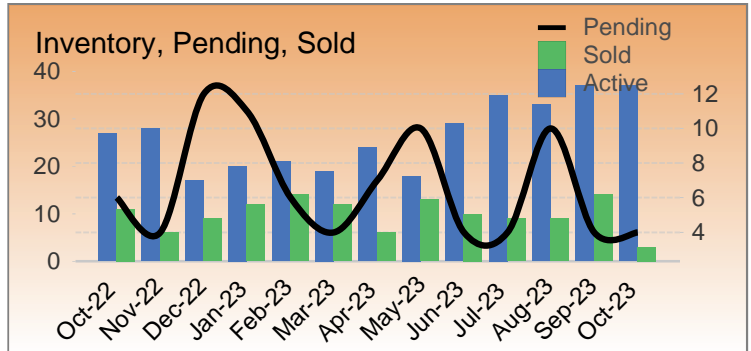
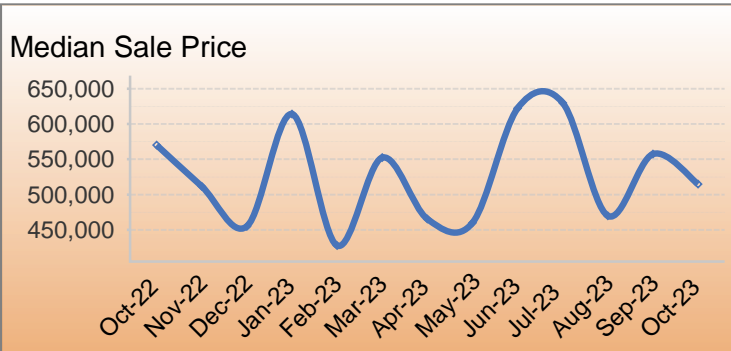
Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	2	2	18	19	19
\$500-599K	6	7	17	40	47
\$600-699K	9	18	47	73	52
\$700-799K	31	33	89	38	56
\$800-899K	31	45	60	60	60
\$900-999K	26	34	55	27	15
\$1-1.299M	66	85	81	3	0
\$1.3-1.699M	9	30	10	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	180	254	377	260	249

Presented by:

Market Activity Summary:

- Inventory: 37 units were listed for sale as of the last day of October - approximately 4.3 months of inventory.
- Sales Activity: 3 units were sold during October
- Median Sales Price: \$515,000 during October
- Average price per sq.ft. in October was \$620
- Average Days-on-Market (DOM) is approximately 27 days
- Sold over Asking: On average, buyers paid 101% of list price in October



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
Oct-23	37	4	3	4.3	\$694,838	\$515,000	\$559,666	27	\$618	\$620	101%
Sep-23	37	4	14	3.5	\$529,159	\$557,500	\$565,662	36	\$625	\$588	100%
Aug-23	33	10	9	3.6	\$629,751	\$470,000	\$611,111	44	\$632	\$662	101%
Jul-23	35	4	9	3.4	\$685,661	\$630,000	\$641,333	26	\$623	\$615	101%
Jun-23	29	4	10	3.1	\$545,604	\$622,500	\$619,300	20	\$612	\$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	\$507,687	\$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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Oct-23	3	-72.7%	\$694,838	31.7%	\$515,000	-9.65%	\$559,666	-10.3%	27	-50.9%	101%
Oct-22	11	-47.6%	\$527,450	-17.3%	\$570,000	-5%	\$623,636	2.91%	55	162%	100%
Oct-21	21	40%	\$637,573	11.4%	\$600,000	-3.23%	\$606,019	-2.11%	21	-36.4%	104%

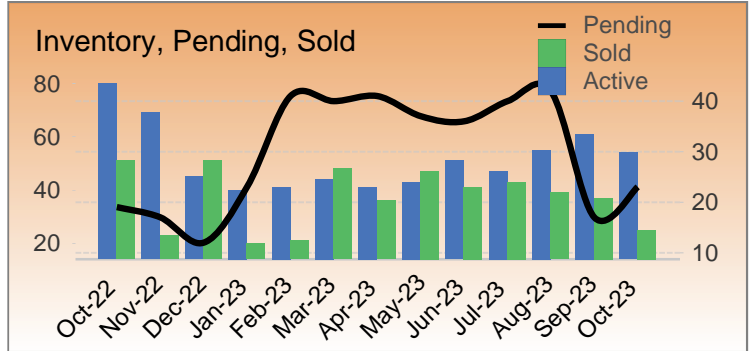
Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	46	56	59	41	49
\$500-599K	13	14	34	14	18
\$600-699K	16	17	30	13	21
\$700-799K	14	9	11	6	13
\$800-899K	2	13	19	13	8
\$900-999K	3	4	5	2	7
\$1-1.299M	4	7	3	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	98	120	161	89	119

Presented by:

Market Activity Summary:

- Inventory: 57 units were listed for sale as of the last day of October - approximately 1.7 months of inventory.
- Sales Activity: 25 units were sold during October
- Median Sales Price: \$710,000 during October
- Average price per sq.ft. in October was \$730
- Average Days-on-Market (DOM) is approximately 17 days
- Sold over Asking: On average, buyers paid 103% of list price in October



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
Oct-23	54	23	25	1.7	\$916,623	\$710,000	\$828,520	17	\$698	\$730	103%
Sep-23	61	17	37	1.6	\$803,689	\$874,800	\$976,951	22	\$686	\$742	102%
Aug-23	55	42	39	1.4	\$1,034,758	\$835,000	\$870,533	18	\$704	\$711	102%
Jul-23	47	40	43	1.1	\$877,541	\$790,000	\$841,661	14	\$713	\$683	103%
Jun-23	51	36	41	1.4	\$882,405	\$835,000	\$886,076	15	\$697	\$719	102%
May-23	43	37	47	1.0	\$923,137	\$850,444	\$909,500	26	\$672	\$705	102%
Apr-23	41	41	36	1.3	\$897,217	\$737,500	\$908,598	25	\$669	\$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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Oct-23	25	-51%	\$916,623	-14.1%	\$710,000	-14.5%	\$828,520	-9.84%	17	-22.7%	103%
Oct-22	51	-23.9%	\$1,067,277	28.9%	\$830,000	-11.7%	\$918,952	-5.15%	22	4.76%	99%
Oct-21	67	39.6%	\$827,832	2.93%	\$940,000	24.1%	\$968,882	22.2%	21	-4.55%	104%

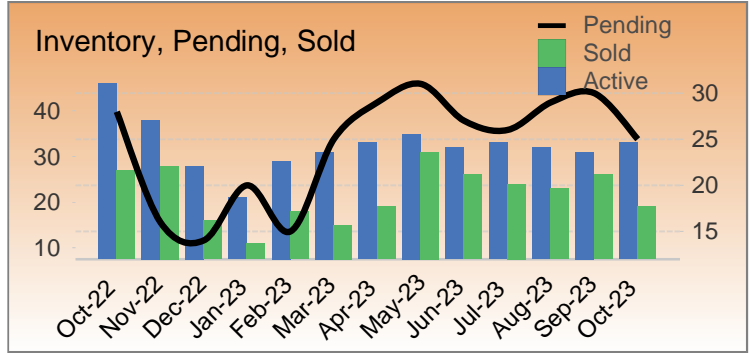
Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	34	46	89	39	84
\$500-599K	30	43	70	46	81
\$600-699K	56	62	105	47	70
\$700-799K	34	82	105	43	59
\$800-899K	43	41	64	61	61
\$900-999K	25	43	62	44	40
\$1-1.299M	70	119	139	58	52
\$1.3-1.699M	47	71	47	5	1
\$1.7-1.999M	3	3	0	0	0
\$2-2.999M	0	1	0	0	0
>3M	0	0	0	0	0
Total	342	511	681	343	448

Presented by:

Market Activity Summary:

- Inventory: 36 units were listed for sale as of the last day of October - approximately 1.6 months of inventory.
- Sales Activity: 19 units were sold during October
- Median Sales Price: \$695,000 during October
- Average price per sq.ft. in October was \$516
- Average Days-on-Market (DOM) is approximately 28 days
- Sold over Asking: On average, buyers paid 102% of list price in October



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
Oct-23	33	25	19	1.6	\$637,884	\$695,000	\$681,526	28	\$544	\$516	102%
Sep-23	31	30	26	1.4	\$653,921	\$727,500	\$722,153	36	\$537	\$521	103%
Aug-23	32	29	23	1.4	\$638,663	\$600,000	\$602,001	20	\$532	\$545	101%
Jul-23	33	26	24	1.3	\$680,926	\$682,500	\$662,479	16	\$527	\$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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Oct-23	19	-29.6%	\$637,884	-4.27%	\$695,000	20.9%	\$681,526	12.6%	28	-30%	102%
Oct-22	27	-46%	\$666,325	2.4%	\$575,000	-5.74%	\$605,162	-3.98%	40	150%	99%
Oct-21	50	6.38%	\$650,733	28.9%	\$610,000	6.64%	\$630,277	7.84%	16	-50%	104%

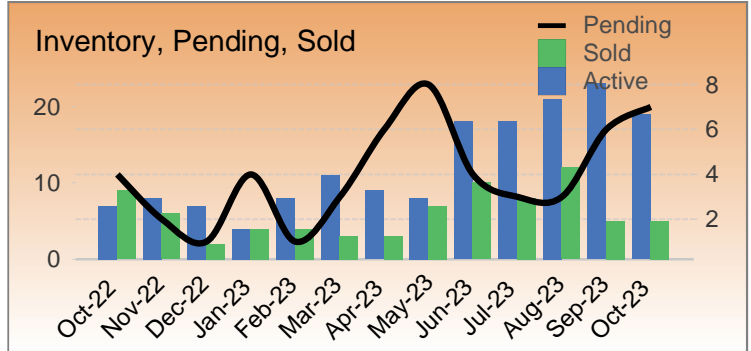
Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	30	50	85	83	122
\$500-599K	45	65	84	70	93
\$600-699K	44	61	64	58	54
\$700-799K	45	44	68	61	42
\$800-899K	24	52	35	5	1
\$900-999K	11	25	20	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	200	306	356	277	312

Presented by:

Market Activity Summary:

- Inventory: 21 units were listed for sale as of the last day of October - approximately 2.9 months of inventory.
- Sales Activity: 5 units were sold during October
- Median Sales Price: \$400,000 during October
- Average price per sq.ft. in October was \$441
- Average Days-on-Market (DOM) is approximately 22 days
- Sold over Asking: On average, buyers paid 101% of list price in October



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
Oct-23	19	7	5	2.9	\$461,144	\$400,000	\$389,600	22	\$451	\$441	101%
Sep-23	23	6	5	2.9	\$484,125	\$500,000	\$511,800	32	\$455	\$417	101%
Aug-23	21	3	12	2.1	\$437,858	\$457,500	\$480,449	31	\$432	\$456	102%
Jul-23	18	3	8	2.6	\$460,392	\$507,500	\$511,250	20	\$441	\$432	106%
Jun-23	18	4	10	2.7	\$511,025	\$515,000	\$500,350	20	\$440	\$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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Oct-23	5	-44.4%	\$461,144	-7.27%	\$400,000	-14.8%	\$389,600	-19%	22	-21.4%	101%
Oct-22	9	-50%	\$497,316	3.58%	\$469,400	4.31%	\$480,711	3.32%	28	86.7%	102%
Oct-21	18	-18.2%	\$480,144	10.3%	\$450,000	7.91%	\$465,269	9.78%	15	7.14%	103%

Sales Activity and Price Trends

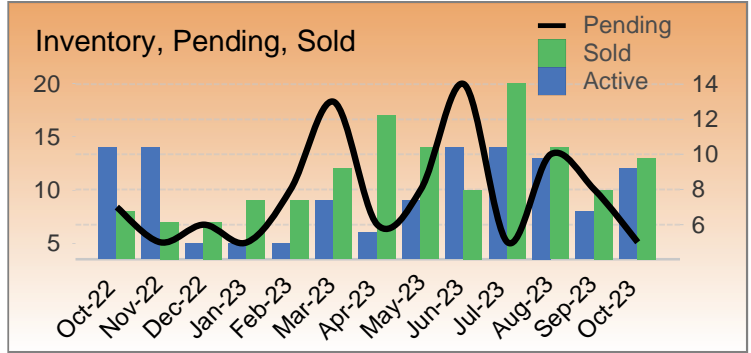
Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	65	124	234	341	313
\$500-599K	30	71	81	26	30
\$600-699K	22	59	54	3	0
\$700-799K	0	14	6	0	0
\$800-899K	0	0	0	0	0
\$900-999K	0	0	0	0	0
\$1-1.299M	0	0	0	0	0
\$1.3-1.699M	0	0	0	0	0
\$1.7-1.999M	0	0	0	0	0
\$2-2.999M	0	0	0	0	0
>3M	0	0	0	0	0
Total	117	268	375	370	343

Presented by:

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Market Activity Summary:

- Inventory: 12 units were listed for sale as of the last day of October - approximately 1.0 months of inventory.
- Sales Activity: 13 units were sold during October
- Median Sales Price: \$825,000 during October
- Average price per sq.ft. in October was \$607
- Average Days-on-Market (DOM) is approximately 12 days
- Sold over Asking: On average, buyers paid 104% of list price in October



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
Oct-23	12	5	13	1.0	\$867,294	\$825,000	\$820,923	12	\$576	\$607	104%
Sep-23	8	8	10	0.5	\$772,222	\$964,000	\$889,433	20	\$551	\$586	101%
Aug-23	13	10	14	0.9	\$795,644	\$875,000	\$832,500	21	\$557	\$572	101%
Jul-23	14	5	20	1.0	\$745,486	\$846,500	\$779,181	10	\$542	\$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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Oct-23	13	62.5%	\$867,294	8.54%	\$825,000	-0.0606%	\$820,923	8.91%	12	-67.6%	104%
Oct-22	8	-76.5%	\$799,081	5.79%	\$825,500	-1.14%	\$753,750	-6.37%	37	85%	99%
Oct-21	34	41.7%	\$755,342	10.1%	\$835,000	19.1%	\$805,044	17.4%	20	-4.76%	103%

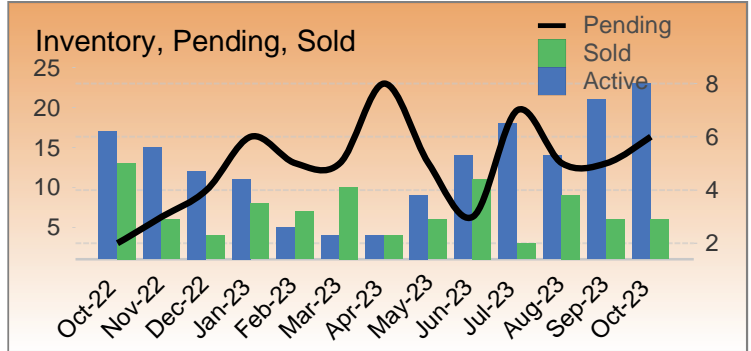
Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	13	20	33	35	42
\$500-599K	7	13	11	48	39
\$600-699K	19	22	37	65	64
\$700-799K	21	24	56	63	25
\$800-899K	28	32	60	11	3
\$900-999K	16	41	40	0	0
\$1-1.299M	17	31	7	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	121	183	244	222	173

Presented by:

Market Activity Summary:

- Inventory: 23 units were listed for sale as of the last day of October - approximately 3.3 months of inventory.
- Sales Activity: 6 units were sold during October
- Median Sales Price: \$500,000 during October
- Average price per sq.ft. in October was \$480
- Average Days-on-Market (DOM) is approximately 12 days
- Sold over Asking: On average, buyers paid 100% of list price in October



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
Oct-23	23	6	6	3.3	\$540,667	\$500,000	\$456,250	12	\$496	\$480	100%
Sep-23	21	5	6	3.5	\$529,787	\$607,500	\$607,500	23	\$503	\$487	99%
Aug-23	14	5	9	1.8	\$538,198	\$515,000	\$551,044	17	\$536	\$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%

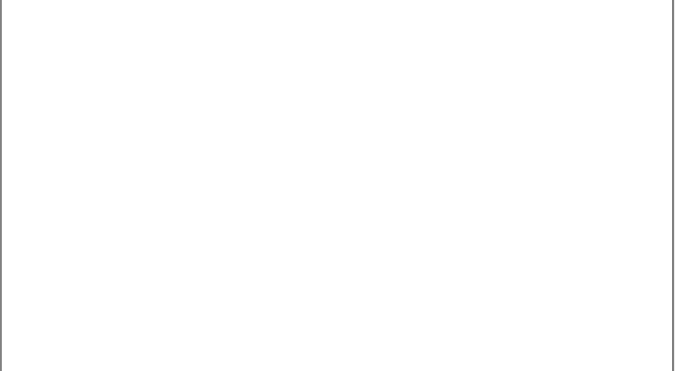
Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Oct-23	6	-53.8%	\$540,667	-11.3%	\$500,000	-1.96%	\$456,250	-11%	12	-58.6%	100%
Oct-22	13	85.7%	\$609,416	12.6%	\$510,000	-25.5%	\$512,646	-17.9%	29	142%	98%
Oct-21	7	-30%	\$541,054	8.74%	\$685,000	22.2%	\$624,428	15.2%	12	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	57	69	171	252	213
\$500-599K	60	85	69	93	51
\$600-699K	36	57	93	12	15
\$700-799K	24	51	57	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	189	289	393	360	279

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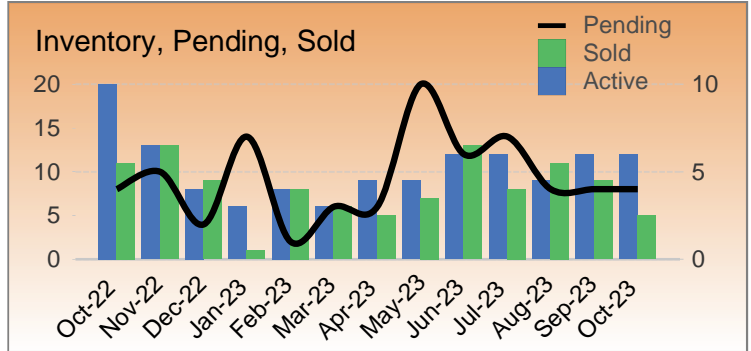
Includes Martinez, Crockett, Port Costa

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Deemed reliable but not guaranteed

Market Activity Summary:

- Inventory: 12 units were listed for sale as of the last day of October - approximately 1.4 months of inventory.
- Sales Activity: 5 units were sold during October
- Median Sales Price: \$1,035,000 during October
- Average price per sq.ft. in October was \$758
- Average Days-on-Market (DOM) is approximately 25 days
- Sold over Asking: On average, buyers paid 100% of list price in October



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
Oct-23	12	4	5	1.4	\$929,611	\$1,035,000	\$1,116,200	25	\$690	\$758	100%
Sep-23	12	4	9	1.3	\$1,162,607	\$1,100,000	\$1,179,185	29	\$741	\$726	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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Oct-23	5	-54.5%	\$929,611	-3.84%	\$1,035,000	25.5%	\$1,116,200	15.9%	25	31.6%	100%
Oct-22	11	-26.7%	\$966,769	34%	\$825,000	10%	\$963,181	14.9%	19	-29.6%	102%
Oct-21	15	25%	\$721,333	-32.8%	\$750,000	-6.25%	\$838,066	1.3%	27	12.5%	102%

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	41	30	16
\$500-599K	10	26	58	27	27
\$600-699K	21	25	26	23	18
\$700-799K	19	13	46	22	29
\$800-899K	23	35	33	23	41
\$900-999K	13	21	18	23	33
\$1-1.299M	26	63	77	26	17
\$1.3-1.699M	20	25	37	15	1
\$1.7-1.999M	5	7	3	2	0
\$2-2.999M	4	10	0	3	0
>3M	0	0	0	0	0
Total	150	244	339	194	182

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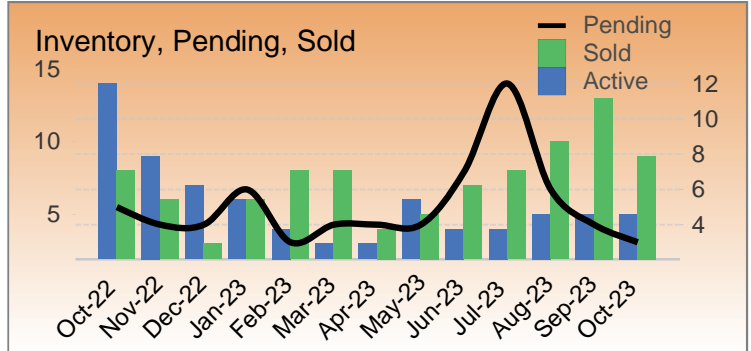
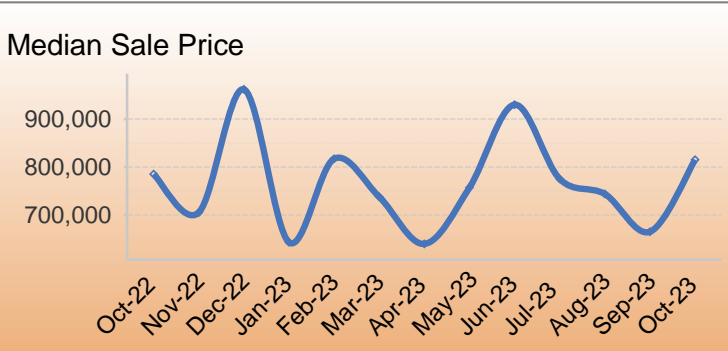
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Deemed reliable but not guaranteed

Market Activity Summary:

- Inventory: 6 units were listed for sale as of the last day of October - approximately 0.6 months of inventory.
- Sales Activity: 9 units were sold during October
- Median Sales Price: \$815,000 during October
- Average price per sq.ft. in October was \$639
- Average Days-on-Market (DOM) is approximately 11 days
- Sold over Asking: On average, buyers paid 104% of list price in October



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
Oct-23	5	3	9	0.6	\$842,781	\$815,000	\$886,388	11	\$598	\$639	104%
Sep-23	5	4	13	0.6	\$903,244	\$665,000	\$755,948	8	\$698	\$647	105%
Aug-23	5	6	10	0.6	\$802,870	\$744,000	\$802,900	11	\$663	\$628	105%
Jul-23	4	12	8	0.6	\$758,760	\$775,500	\$818,111	8	\$687	\$607	104%
Jun-23	4	7	7	0.8	\$754,088	\$930,000	\$874,000	12	\$631	\$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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Oct-23	9	12.5%	\$842,781	12.9%	\$815,000	3.82%	\$886,388	7.73%	11	-68.6%	104%
Oct-22	8	-52.9%	\$746,568	-3.14%	\$785,000	1.95%	\$822,750	2.61%	35	218%	97%
Oct-21	17	0%	\$770,753	12.3%	\$770,000	28.3%	\$801,852	17.8%	11	-47.6%	104%

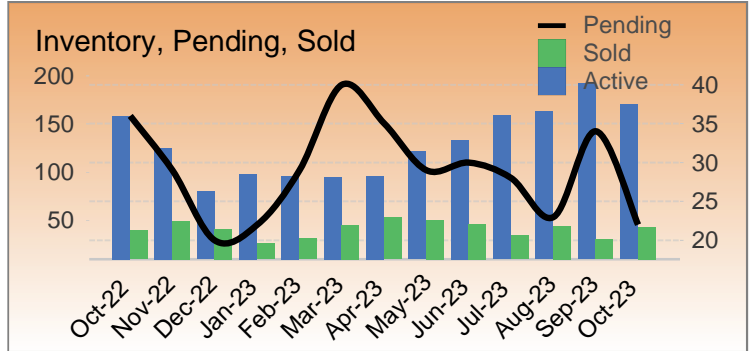
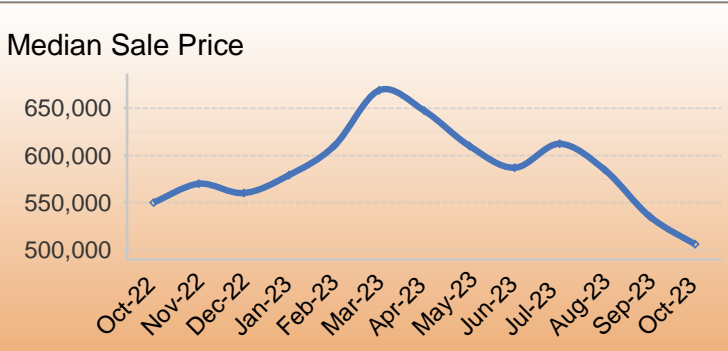
Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	3	6	9	5	10
\$500-599K	10	16	29	25	34
\$600-699K	20	28	31	18	16
\$700-799K	6	13	19	7	5
\$800-899K	7	12	16	21	13
\$900-999K	5	7	29	17	8
\$1-1.299M	17	42	23	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	69	135	156	94	88

Presented by:

Market Activity Summary:

- Inventory: 170 units were listed for sale as of the last day of October - approximately 4.4 months of inventory.
- Sales Activity: 43 units were sold during October
- Median Sales Price: \$506,000 during October
- Average price per sq.ft. in October was \$572
- Average Days-on-Market (DOM) is approximately 35 days
- Sold over Asking: On average, buyers paid 102% of list price in October



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
Oct-23	170	22	43	4.4	\$631,771	\$506,000	\$587,906	35	\$583	\$572	102%
Sep-23	192	34	30	5.4	\$644,915	\$535,000	\$582,666	41	\$584	\$518	100%
Aug-23	163	23	44	4.0	\$597,874	\$584,500	\$668,359	34	\$577	\$573	99%
Jul-23	159	28	34	3.7	\$643,685	\$612,500	\$630,611	31	\$576	\$605	102%
Jun-23	133	30	46	2.7	\$681,166	\$587,000	\$606,543	31	\$580	\$595	102%
May-23	121	29	50	2.5	\$653,235	\$610,000	\$681,138	41	\$571	\$640	101%
Apr-23	96	35	53	2.3	\$669,968	\$647,500	\$659,660	28	\$586	\$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	\$601	\$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	\$649,688	\$570,000	\$634,520	36	\$604	\$582	100%
Oct-22	158	36	39	3.0	\$660,340	\$550,000	\$622,805	47	\$602	\$579	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
Oct-23	43	10.3%	\$631,771	-4.33%	\$506,000	-8%	\$587,906	-5.6%	35	-25.5%	102%
Oct-22	39	-56.7%	\$660,340	0.193%	\$550,000	-21.3%	\$622,805	-14.9%	47	88%	99%
Oct-21	90	20%	\$659,067	-2.5%	\$698,898	-0.725%	\$731,481	2.77%	25	4.17%	107%

Sales Activity and Price Trends

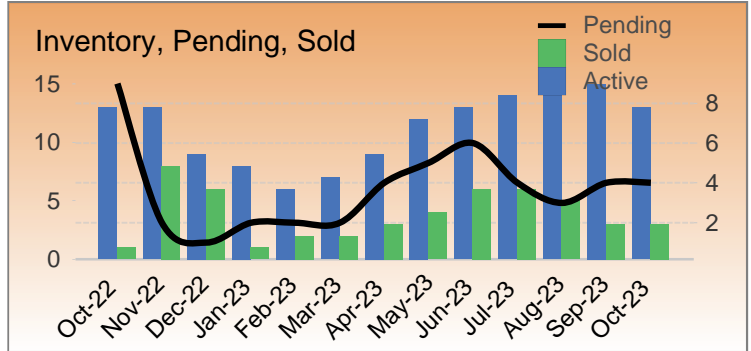
Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	415	494	608	365	364
\$500-599K	229	374	466	290	384
\$600-699K	226	350	576	304	423
\$700-799K	155	342	473	345	292
\$800-899K	92	187	265	190	167
\$900-999K	48	133	164	110	118
\$1-1.299M	49	136	183	132	123
\$1.3-1.699M	24	57	72	48	24
\$1.7-1.999M	0	21	3	0	0
\$2-2.999M	3	0	0	0	0
>3M	0	0	0	0	0
Total	1241	2094	2810	1784	1895

Presented by:

Custom geography for Oakland CND/TWN includes Oakland & Piedmont
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Market Activity Summary:

- Inventory: 13 units were listed for sale as of the last day of October - approximately 3.5 months of inventory.
- Sales Activity: 3 units were sold during October
- Median Sales Price: \$475,000 during October
- Average price per sq.ft. in October was \$408
- Average Days-on-Market (DOM) is approximately 86 days
- Sold over Asking: On average, buyers paid 98% of list price in October



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
Oct-23	13	4	3	3.5	\$421,166	\$475,000	\$448,333	86	\$340	\$408	98%
Sep-23	15	4	3	3.2	\$446,982	\$505,000	\$487,000	32	\$343	\$420	100%
Aug-23	14	3	5	2.5	\$540,800	\$491,000	\$474,200	16	\$361	\$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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Oct-23	3	200%	\$421,166	7.39%	\$475,000	-16.7%	\$448,333	-21.3%	86	21.1%	98%
Oct-22	1	-91.7%	\$392,187	-18.8%	\$570,000	30.1%	\$570,000	30.2%	71	407%	98%
Oct-21	12	50%	\$482,913	7.99%	\$438,000	11.6%	\$437,875	12.6%	14	-54.8%	103%

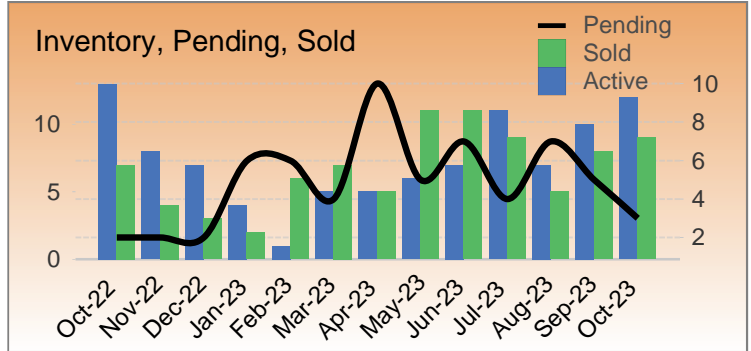
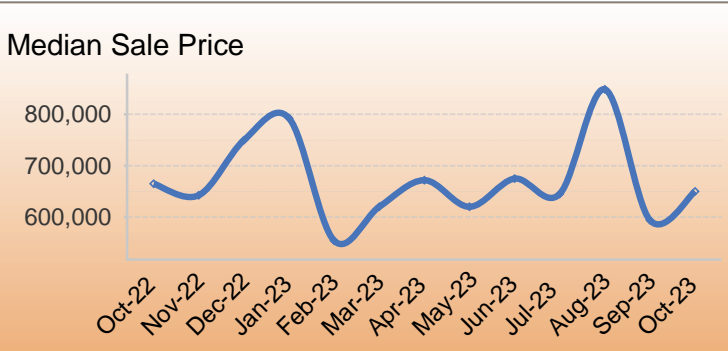
Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	56	87	114	136	137
\$500-599K	23	35	47	15	0
\$600-699K	9	24	12	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	88	146	173	151	140

Presented by:

Market Activity Summary:

- Inventory: 12 units were listed for sale as of the last day of October - approximately 1.6 months of inventory.
- Sales Activity: 9 units were sold during October
- Median Sales Price: \$650,000 during October
- Average price per sq.ft. in October was \$498
- Average Days-on-Market (DOM) is approximately 25 days
- Sold over Asking: On average, buyers paid 103% of list price in October



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
Oct-23	12	3	9	1.6	\$558,555	\$650,000	\$625,222	25	\$517	\$498	103%
Sep-23	10	5	8	1.4	\$643,916	\$593,950	\$581,862	30	\$502	\$516	100%
Aug-23	7	7	5	0.8	\$591,555	\$849,000	\$767,100	17	\$474	\$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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Oct-23	9	28.6%	\$558,555	-16.6%	\$650,000	-2.26%	\$625,222	2.14%	25	31.6%	103%
Oct-22	7	-56.3%	\$670,000	-3.6%	\$665,000	-4.32%	\$612,142	-13.1%	19	0%	102%
Oct-21	16	33.3%	\$694,987	23.1%	\$695,000	11.6%	\$704,228	15.8%	19	46.2%	102%

Sales Activity and Price Trends

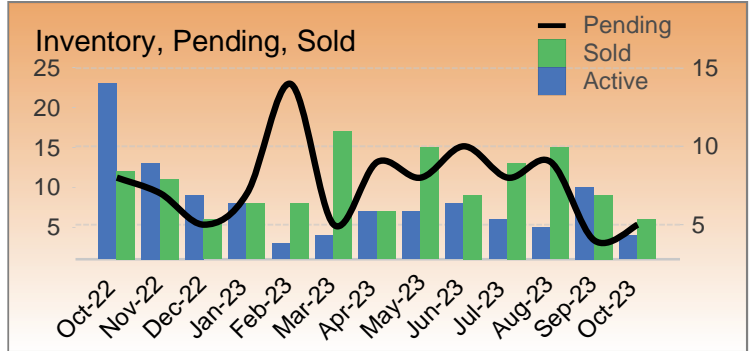
Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	56	58	78	91	103
\$500-599K	21	70	76	78	96
\$600-699K	60	75	87	51	48
\$700-799K	30	39	48	33	36
\$800-899K	39	51	60	0	0
\$900-999K	3	12	12	0	0
\$1-1.299M	0	12	0	0	0
\$1.3-1.699M	0	0	0	0	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	209	317	361	253	283

Presented by:

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Market Activity Summary:

- Inventory: 4 units were listed for sale as of the last day of October - approximately 0.4 months of inventory.
- Sales Activity: 6 units were sold during October
- Median Sales Price: \$759,000 during October
- Average price per sq.ft. in October was \$692
- Average Days-on-Market (DOM) is approximately 17 days
- Sold over Asking: On average, buyers paid 98% of list price in October



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
Oct-23	4	5	6	0.4	\$914,325	\$759,000	\$708,000	17	\$755	\$692	98%
Sep-23	10	4	9	0.8	\$755,815	\$755,051	\$750,116	7	\$681	\$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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Oct-23	6	-50%	\$914,325	9.26%	\$759,000	-10.4%	\$708,000	-15.8%	17	-37%	98%
Oct-22	12	-36.8%	\$836,830	5.55%	\$847,500	7.28%	\$840,583	6.19%	27	42.1%	100%
Oct-21	19	-9.52%	\$792,812	31.3%	\$790,000	20.6%	\$791,578	20.9%	19	-13.6%	102%

Sales Activity and Price Trends

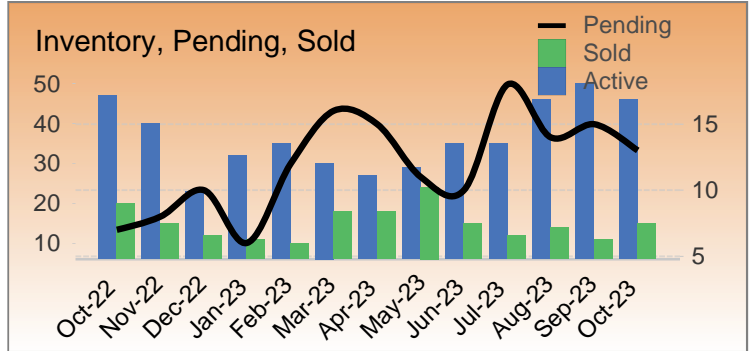
Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	18	6	42	75	48
\$500-599K	39	33	105	60	78
\$600-699K	30	45	72	63	84
\$700-799K	60	72	75	60	96
\$800-899K	51	63	51	93	57
\$900-999K	51	39	60	27	3
\$1-1.299M	57	48	117	0	0
\$1.3-1.699M	0	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	306	336	525	378	369

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Market Activity Summary:

- Inventory: 48 units were listed for sale as of the last day of October - approximately 3.6 months of inventory.
- Sales Activity: 15 units were sold during October
- Median Sales Price: \$430,600 during October
- Average price per sq.ft. in October was \$458
- Average Days-on-Market (DOM) is approximately 72 days
- Sold over Asking: On average, buyers paid 101% of list price in October



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
Oct-23	46	13	15	3.6	\$513,454	\$430,600	\$545,640	72	\$469	\$458	101%
Sep-23	50	15	11	4.2	\$592,416	\$505,000	\$501,522	43	\$492	\$504	103%
Aug-23	46	14	14	3.4	\$516,016	\$560,000	\$621,277	37	\$481	\$532	102%
Jul-23	35	18	12	2.1	\$520,593	\$544,500	\$571,211	30	\$518	\$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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Oct-23	15	-25%	\$513,454	-18.8%	\$430,600	-12.1%	\$545,640	2.45%	72	118%	101%
Oct-22	20	-33.3%	\$631,959	14%	\$489,950	-13.7%	\$532,595	-7.21%	33	57.1%	100%
Oct-21	30	15.4%	\$554,475	-15.9%	\$567,500	30.6%	\$573,980	17.8%	21	-27.6%	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	141	182	293	264	343
\$500-599K	99	149	175	70	111
\$600-699K	59	117	122	68	67
\$700-799K	58	44	96	34	37
\$800-899K	5	50	20	8	12
\$900-999K	0	11	19	1	12
\$1-1.299M	6	5	7	1	2
\$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	371	559	734	446	584

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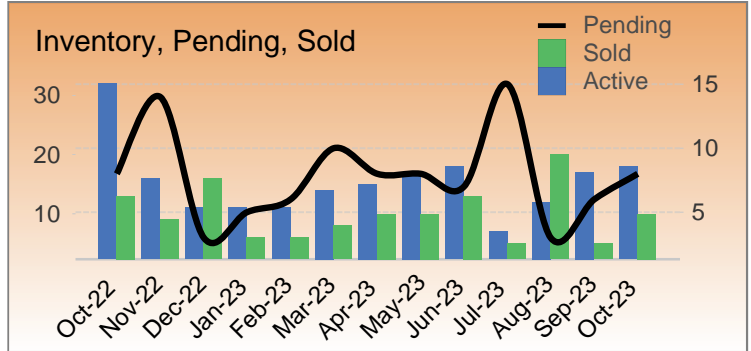
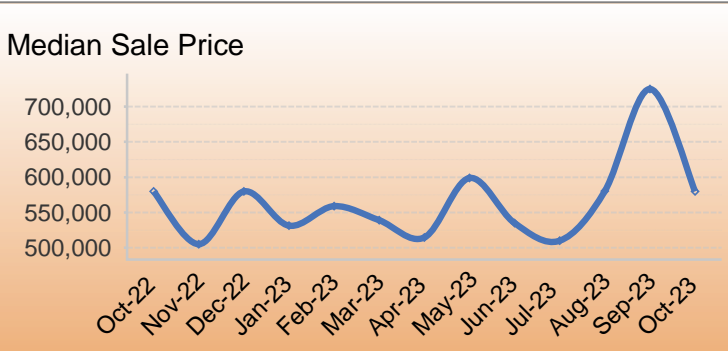
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Market Activity Summary:

- Inventory: 19 units were listed for sale as of the last day of October - approximately 1.6 months of inventory.
- Sales Activity: 10 units were sold during October
- Median Sales Price: \$580,000 during October
- Average price per sq.ft. in October was \$501
- Average Days-on-Market (DOM) is approximately 23 days
- Sold over Asking: On average, buyers paid 102% of list price in October



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
Oct-23	18	8	10	1.6	\$569,552	\$580,000	\$583,588	23	\$480	\$501	102%
Sep-23	17	6	5	1.8	\$540,618	\$725,000	\$657,400	14	\$481	\$466	103%
Aug-23	12	3	20	0.9	\$579,316	\$580,250	\$574,525	24	\$475	\$482	103%
Jul-23	7	15	5	0.9	\$650,802	\$510,000	\$577,800	23	\$485	\$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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Oct-23	10	-23.1%	\$569,552	6.69%	\$580,000	0%	\$583,588	1.39%	23	-8%	102%
Oct-22	13	-7.14%	\$533,816	-9.13%	\$580,000	6.42%	\$575,615	-2.09%	25	31.6%	102%
Oct-21	14	-36.4%	\$587,425	21.2%	\$545,000	-21.6%	\$587,892	-5.78%	19	-36.7%	106%

Sales Activity and Price Trends

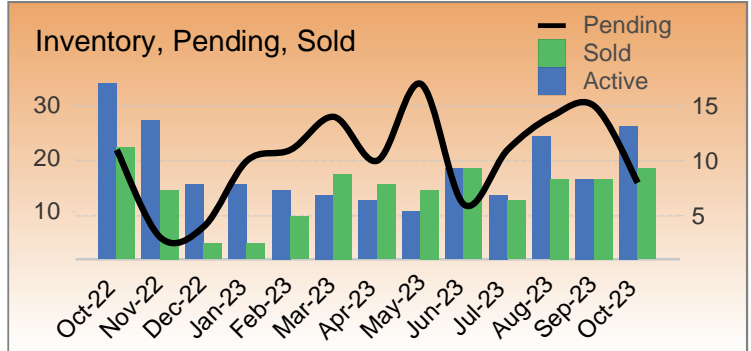
Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	45	57	110	96	167
\$500-599K	53	70	74	38	73
\$600-699K	30	49	36	20	23
\$700-799K	23	22	26	44	16
\$800-899K	3	14	10	2	0
\$900-999K	5	6	5	0	0
\$1-1.299M	0	1	0	0	0
\$1.3-1.699M	0	0	0	0	0
\$1.7-1.999M	0	0	0	0	0
\$2-2.999M	0	0	0	0	0
>3M	0	0	0	0	0
Total	159	219	261	200	279

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Market Activity Summary:

- Inventory: 27 units were listed for sale as of the last day of October - approximately 1.6 months of inventory.
- Sales Activity: 18 units were sold during October
- Median Sales Price: \$960,000 during October
- Average price per sq.ft. in October was \$697
- Average Days-on-Market (DOM) is approximately 14 days
- Sold over Asking: On average, buyers paid 103% of list price in October



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
Oct-23	26	8	18	1.6	\$1,061,651	\$960,000	\$953,972	14	\$646	\$697	103%
Sep-23	16	15	16	1.2	\$918,381	\$717,500	\$799,687	20	\$658	\$675	102%
Aug-23	24	14	16	1.6	\$962,141	\$817,500	\$910,312	13	\$649	\$660	101%
Jul-23	13	11	12	1.0	\$984,712	\$675,000	\$714,258	11	\$650	\$673	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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Oct-23	18	-18.2%	\$1,061,651	5.61%	\$960,000	3.34%	\$953,972	8.13%	14	-54.8%	103%
Oct-22	22	-33.3%	\$1,005,215	35.2%	\$928,950	6.17%	\$882,245	5.74%	31	107%	98%
Oct-21	33	-10.8%	\$743,733	11.9%	\$875,000	10.1%	\$834,333	13.5%	15	-31.8%	105%

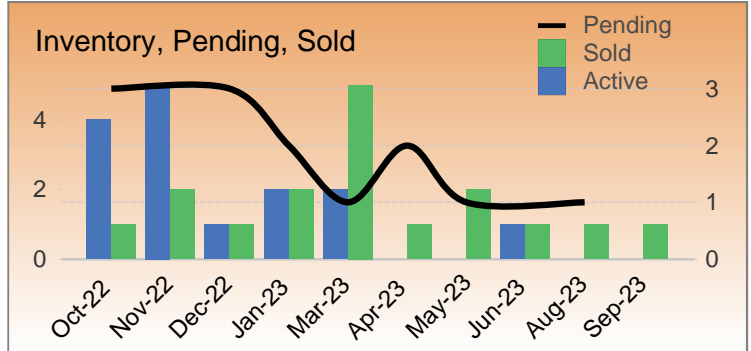
Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	7	20	52	45	45
\$500-599K	23	25	49	39	43
\$600-699K	16	27	57	42	44
\$700-799K	18	20	27	16	25
\$800-899K	10	19	22	76	38
\$900-999K	10	13	25	27	19
\$1-1.299M	36	49	93	4	0
\$1.3-1.699M	10	37	8	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	130	211	333	249	214

Presented by:

Market Activity Summary:

- Inventory: 2 units were listed for sale as of the last day of October - approximately months of inventory.
- Sales Activity: 0 units were sold during October
- Median Sales Price: during October
- Average price per sq.ft. in October was
- Average Days-on-Market (DOM) is approximately days
- Sold over Asking: On average, buyers paid % of list price in October



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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Oct-22	1	-66.7%	\$449,000	7.93%	\$435,000	11.5%	\$435,000	9.66%	5	-16.7%	94%
Oct-21	3	-50%	\$416,000	-11.5%	\$390,000	2.63%	\$396,666	6.49%	6	-80%	91%

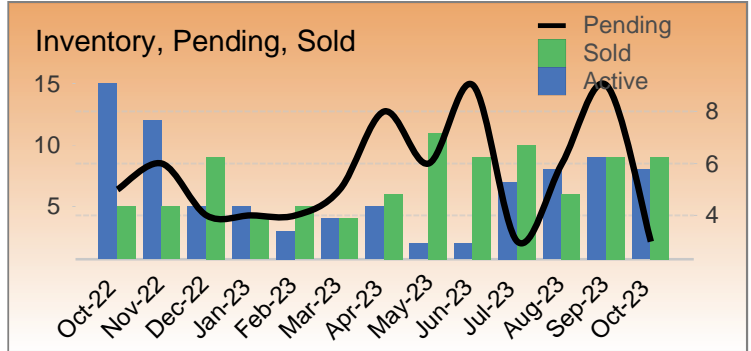
Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	12	11	22	22	30
\$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	13	22	23	30

Presented by:

Market Activity Summary:

- Inventory: 9 units were listed for sale as of the last day of October - approximately 1.1 months of inventory.
- Sales Activity: 9 units were sold during October
- Median Sales Price: \$815,000 during October
- Average price per sq.ft. in October was \$605
- Average Days-on-Market (DOM) is approximately 21 days
- Sold over Asking: On average, buyers paid 103% of list price in October



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
Oct-23	8	3	9	1.1	\$662,316	\$815,000	\$787,444	21	\$645	\$605	103%
Sep-23	9	9	9	1.1	\$777,683	\$690,000	\$679,731	13	\$626	\$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	1.0	\$633,564	\$702,500	\$731,666	19	\$577	\$625	105%
Mar-23	4	5	4	1.2	\$808,142	\$749,000	\$857,000	57	\$607	\$596	102%
Feb-23	3	4	5	0.5	\$763,544	\$550,000	\$569,600	51	\$595	\$543	96%
Jan-23	5	4	4	1.0	\$780,400	\$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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Oct-23	9	80%	\$662,316	2.09%	\$815,000	56.7%	\$787,444	26.2%	21	5%	103%
Oct-22	5	-54.5%	\$648,778	-3.23%	\$520,000	-32.9%	\$624,000	-15.6%	20	0%	100%
Oct-21	11	-26.7%	\$670,407	5.19%	\$775,000	20.8%	\$739,353	12.9%	20	-16.7%	104%

Sales Activity and Price Trends

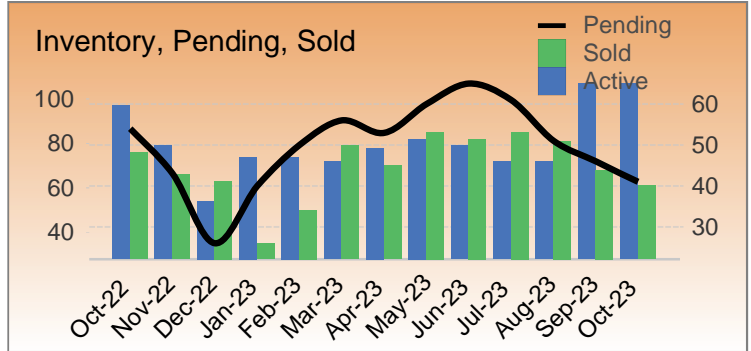
Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	8	12	25	18	40
\$500-599K	14	22	28	27	22
\$600-699K	16	25	19	17	15
\$700-799K	13	9	18	5	16
\$800-899K	11	12	34	8	7
\$900-999K	4	11	9	5	0
\$1-1.299M	3	8	3	0	0
\$1.3-1.699M	1	4	0	0	0
\$1.7-1.999M	0	0	0	0	0
\$2-2.999M	0	0	0	0	0
>3M	0	0	0	0	0
Total	70	103	136	80	100

Presented by:



Market Activity Summary:

- Inventory: 108 units were listed for sale as of the last day of October - approximately 1.5 months of inventory.
- Sales Activity: 61 units were sold during October
- Median Sales Price: \$617,500 during October
- Average price per sq.ft. in October was \$583
- Average Days-on-Market (DOM) is approximately 16 days
- Sold over Asking: On average, buyers paid 104% of list price in October



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
Oct-23	107	41	61	1.5	\$725,877	\$617,500	\$767,424	16	\$538	\$583	104%
Sep-23	107	46	68	1.4	\$646,345	\$650,000	\$687,164	23	\$529	\$555	101%
Aug-23	72	51	81	0.9	\$675,805	\$650,000	\$762,848	22	\$530	\$568	103%
Jul-23	72	61	85	0.9	\$754,164	\$615,000	\$679,580	26	\$556	\$553	101%
Jun-23	79	65	82	1.0	\$697,984	\$648,500	\$700,867	23	\$558	\$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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Oct-23	61	-19.7%	\$725,877	4.81%	\$617,500	-11.8%	\$767,424	0.57%	16	-33.3%	104%
Oct-22	76	-26.9%	\$692,588	10.7%	\$700,500	7.77%	\$763,078	12.7%	24	-17.2%	102%
Oct-21	104	8.33%	\$625,582	0.526%	\$650,000	12.7%	\$677,116	14.4%	29	-9.38%	102%

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	416	550	842	516	652
\$500-599K	184	240	272	216	240
\$600-699K	166	210	296	206	216
\$700-799K	170	144	204	136	184
\$800-899K	98	142	170	118	114
\$900-999K	90	96	108	52	56
\$1-1.299M	118	188	130	42	62
\$1.3-1.699M	54	74	38	10	12
\$1.7-1.999M	14	12	14	8	6
\$2-2.999M	8	14	8	2	0
>3M	0	0	0	0	0
Total	1318	1670	2082	1306	1542

Presented by:



Includes Walnut Creek and Rossmoor

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