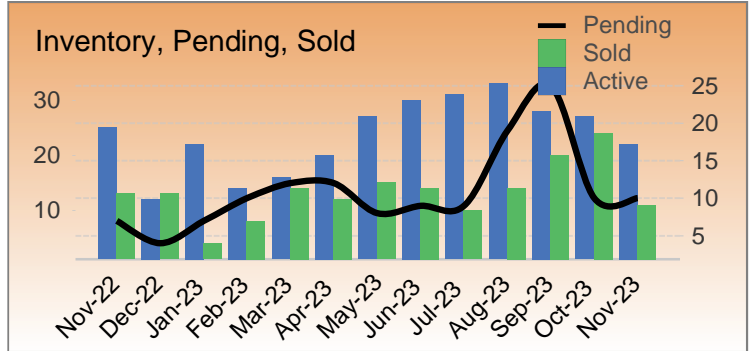


Market Activity Summary:

- Inventory: 24 units were listed for sale as of the last day of November - approximately 1.3 months of inventory.
- Sales Activity: 11 units were sold during November
- Median Sales Price: \$850,000 during November
- Average price per sq.ft. in November was \$620
- Average Days-on-Market (DOM) is approximately 34 days
- Sold over Asking: On average, buyers paid 103% of list price in November



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
Nov-23	22	10	11	1.3	\$984,960	\$850,000	\$773,181	34	\$703	\$620	103%
Oct-23	27	10	24	1.4	\$946,360	\$810,000	\$796,375	16	\$652	\$620	107%
Sep-23	28	25	20	2.0	\$839,174	\$773,475	\$826,512	26	\$655	\$671	104%
Aug-23	33	19	14	2.6	\$815,192	\$935,000	\$964,852	45	\$645	\$658	106%
Jul-23	31	9	10	2.4	\$833,976	\$830,000	\$818,780	21	\$667	\$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	\$671	\$633	103%
Apr-23	20	12	12	1.8	\$759,940	\$910,000	\$978,622	28	\$640	\$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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Nov-23	11	-15.4%	\$984,960	13.2%	\$850,000	4.92%	\$773,181	-6.31%	34	6.25%	103%
Nov-22	13	-45.8%	\$870,257	4.37%	\$810,119	-6.3%	\$825,212	-4.86%	32	60%	102%
Nov-21	24	-20%	\$833,801	-2.31%	\$864,562	16.8%	\$867,380	13.8%	20	-20%	107%

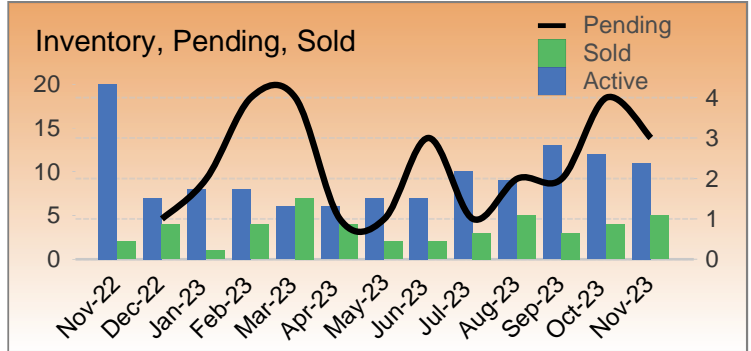
Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	15	12	24	27	27
\$500-599K	12	16	16	15	21
\$600-699K	16	26	32	20	26
\$700-799K	24	9	13	40	43
\$800-899K	22	19	37	41	31
\$900-999K	29	28	33	6	7
\$1-1.299M	25	49	45	25	10
\$1.3-1.699M	3	14	7	2	4
\$1.7-1.999M	0	0	1	2	0
\$2-2.999M	0	1	0	0	0
>3M	0	0	0	0	0
Total	146	174	208	178	169

Presented by:

Market Activity Summary:

- Inventory: 11 units were listed for sale as of the last day of November - approximately 2.8 months of inventory.
- Sales Activity: 5 units were sold during November
- Median Sales Price: \$520,000 during November
- Average price per sq.ft. in November was \$505
- Average Days-on-Market (DOM) is approximately 22 days
- Sold over Asking: On average, buyers paid 99% of list price in November



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
Nov-23	11	3	5	2.8	\$592,000	\$520,000	\$551,800	22	\$525	\$505	99%
Oct-23	12	4	4	3.0	\$677,382	\$729,750	\$707,375	13	\$553	\$640	106%
Sep-23	13	2	3	3.5	\$561,206	\$675,000	\$622,400	26	\$540	\$591	101%
Aug-23	9	2	5	2.7	\$589,214	\$529,000	\$559,000	34	\$552	\$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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Nov-23	5	150%	\$592,000	-11.4%	\$520,000	-4.59%	\$551,800	1.25%	22	-75.8%	99%
Nov-22	2	-50%	\$668,000	-1.79%	\$545,000	-14%	\$545,000	-11.7%	91	469%	98%
Nov-21	4	0%	\$680,200	-10.8%	\$634,000	11.2%	\$617,250	4.09%	16	-67.3%	105%

Sales Activity and Price Trends

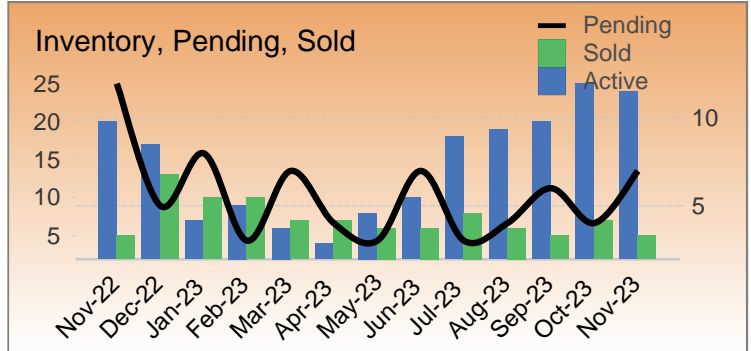
Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	4	12	19	6	11
\$500-599K	16	14	9	15	14
\$600-699K	10	10	19	9	12
\$700-799K	3	1	2	2	1
\$800-899K	4	0	3	1	3
\$900-999K	0	0	3	1	0
\$1-1.299M	2	1	1	1	0
\$1.3-1.699M	1	5	0	0	0
\$1.7-1.999M	0	0	0	0	0
\$2-2.999M	0	0	0	0	0
>3M	0	0	0	0	0
Total	40	43	56	35	41

Presented by:



Market Activity Summary:

- Inventory: 24 units were listed for sale as of the last day of November - approximately 4.2 months of inventory.
- Sales Activity: 5 units were sold during November
- Median Sales Price: \$365,000 during November
- Average price per sq.ft. in November was \$304
- Average Days-on-Market (DOM) is approximately 21 days
- Sold over Asking: On average, buyers paid 100% of list price in November



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
Nov-23	24	7	5	4.2	\$330,700	\$365,000	\$335,600	21	\$309	\$304	100%
Oct-23	25	4	7	4.2	\$303,941	\$335,000	\$360,000	19	\$289	\$358	101%
Sep-23	20	6	5	3.2	\$357,943	\$365,000	\$362,800	25	\$283	\$359	100%
Aug-23	19	4	6	2.9	\$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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Nov-23	5	0%	\$330,700	12.1%	\$365,000	23.7%	\$335,600	8.18%	21	-40%	100%
Nov-22	5	25%	\$294,877	-8.74%	\$295,000	-16.3%	\$310,225	-14.4%	35	169%	97%
Nov-21	4	-60%	\$323,128	7.08%	\$352,500	25%	\$362,500	35.9%	13	-23.5%	107%

Sales Activity and Price Trends

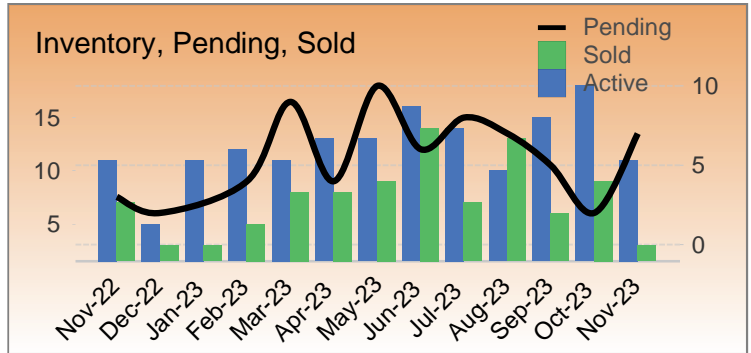
Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	72	69	82	90	114
\$500-599K	5	7	4	0	0
\$600-699K	0	0	0	0	0
\$700-799K	0	0	0	0	0
\$800-899K	0	0	0	0	0
\$900-999K	0	0	0	0	0
\$1-1.299M	0	0	0	0	0
\$1.3-1.699M	0	0	0	0	0
\$1.7-1.999M	0	0	0	0	0
\$2-2.999M	0	0	0	0	0
>3M	0	0	0	0	0
Total	77	76	86	90	114

Presented by:



Market Activity Summary:

- Inventory: 11 units were listed for sale as of the last day of November - approximately 1.8 months of inventory.
- Sales Activity: 3 units were sold during November
- Median Sales Price: \$1,281,700 during November
- Average price per sq.ft. in November was \$721
- Average Days-on-Market (DOM) is approximately 16 days
- Sold over Asking: On average, buyers paid 121% of list price in November



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
Nov-23	11	7	3	1.8	\$939,000	\$1,281,700	\$1,090,566	16	\$738	\$721	121%
Oct-23	18	2	9	2.0	\$876,666	\$748,000	\$757,000	43	\$775	\$899	105%
Sep-23	15	5	6	1.7	\$778,000	\$921,000	\$928,666	13	\$800	\$873	114%
Aug-23	10	7	13	0.9	\$800,687	\$721,000	\$805,307	25	\$854	\$907	102%
Jul-23	14	8	7	1.4	\$786,666	\$1,000,000	\$1,210,000	57	\$839	\$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%

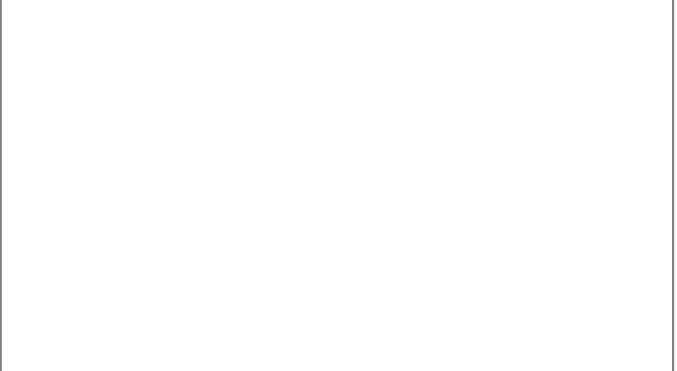
Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Nov-23	3	-57.1%	\$939,000	6.29%	\$1,281,700	38.6%	\$1,090,566	23.2%	16	-51.5%	121%
Nov-22	7	-58.8%	\$883,400	37.4%	\$925,000	16.4%	\$885,469	9.69%	33	-2.94%	102%
Nov-21	17	113%	\$643,062	-10.8%	\$795,000	-8.57%	\$807,234	-2.7%	34	13.3%	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	9	9	6	10	3
\$500-599K	6	8	13	4	5
\$600-699K	10	8	23	17	15
\$700-799K	19	9	27	10	8
\$800-899K	7	18	28	11	12
\$900-999K	15	15	11	10	11
\$1-1.299M	12	17	24	7	9
\$1.3-1.699M	5	16	5	4	4
\$1.7-1.999M	1	1	0	0	1
\$2-2.999M	1	0	0	0	0
>3M	0	0	0	0	0
Total	85	101	137	73	68

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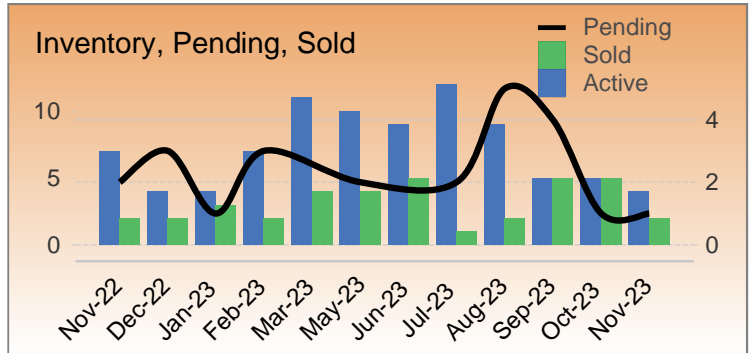
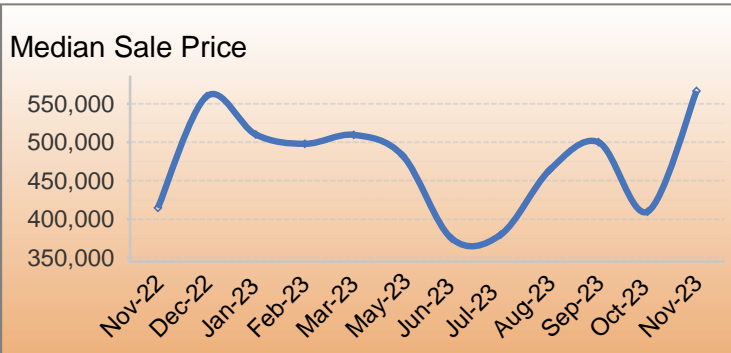
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Market Activity Summary:

- Inventory: 4 units were listed for sale as of the last day of November - approximately 1.0 months of inventory.
- Sales Activity: 2 units were sold during November
- Median Sales Price: \$566,350 during November
- Average price per sq.ft. in November was \$360
- Average Days-on-Market (DOM) is approximately 32 days
- Sold over Asking: On average, buyers paid 100% of list price in November



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
Nov-23	4	1	2	1.0	-	\$566,350	\$566,349	32	\$384	\$360	100%
Oct-23	5	1	5	1.3	\$433,419	\$410,000	\$435,437	16	\$397	\$352	100%
Sep-23	5	4	5	2.3	\$462,722	\$500,000	\$540,283	165	\$379	\$370	99%
Aug-23	9	5	2	3.4	\$501,674	\$464,000	\$464,000	6	\$367	\$481	102%
Jul-23	12	2	1	3.6	\$528,413	\$380,000	\$380,000	96	\$391	\$253	95%
Jun-23	9	0	5	3.0	\$452,666	\$375,000	\$422,000	38	\$387	\$319	100%
May-23	10	2	4	3.8	\$529,469	\$482,500	\$453,750	59	\$390	\$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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Nov-23	2	0%	-	-	\$566,350	36.5%	\$566,349	36.5%	32	28%	100%
Nov-22	2	-60%	\$549,000	14.9%	\$415,000	-26.5%	\$415,000	-23.9%	25	31.6%	97%
Nov-21	5	66.7%	\$477,983	25.9%	\$565,000	41.3%	\$545,500	36.4%	19	-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	19	11	32	39	42
\$500-599K	11	15	13	0	1
\$600-699K	0	1	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	33	27	45	39	43

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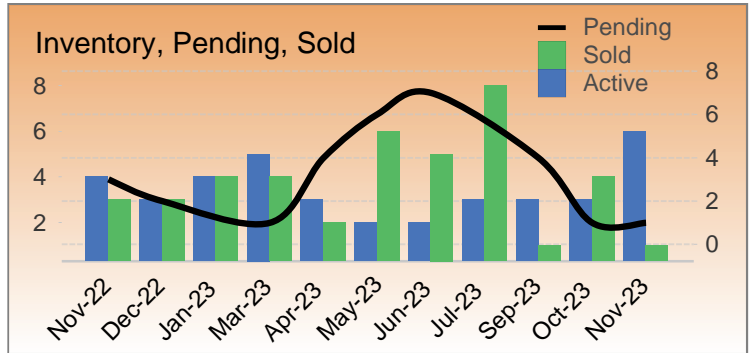
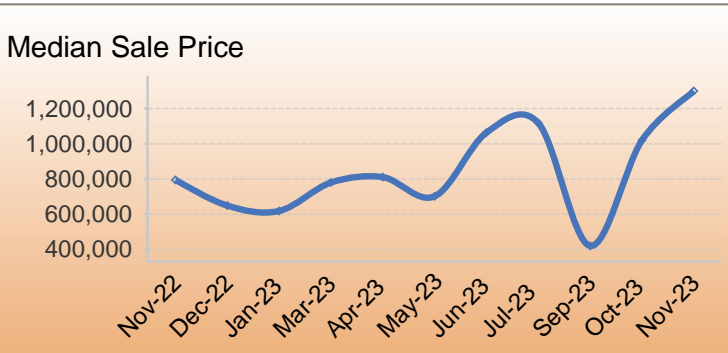
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Deemed reliable but not guaranteed

Market Activity Summary:

- Inventory: 6 units were listed for sale as of the last day of November - approximately 3.0 months of inventory.
- Sales Activity: 1 units were sold during November
- Median Sales Price: \$1,300,000 during November
- Average price per sq.ft. in November was \$558
- Average Days-on-Market (DOM) is approximately 8 days
- Sold over Asking: On average, buyers paid 101% of list price in November



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
Nov-23	6	1	1	3.0	\$776,898	\$1,300,000	\$1,300,000	8	\$583	\$558	101%
Oct-23	3	1	4	1.8	\$623,333	\$1,020,250	\$1,058,875	24	\$583	\$615	100%
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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Nov-23	1	-66.7%	\$776,898	46.9%	\$1,300,000	63.3%	\$1,300,000	74.8%	8	-57.9%	101%
Nov-22	3	-50%	\$529,000	-36.4%	\$796,000	-6.79%	\$743,666	-8.99%	19	-44.1%	93%
Nov-21	6	20%	\$832,400	41%	\$854,000	34.5%	\$817,166	24.5%	34	240%	103%

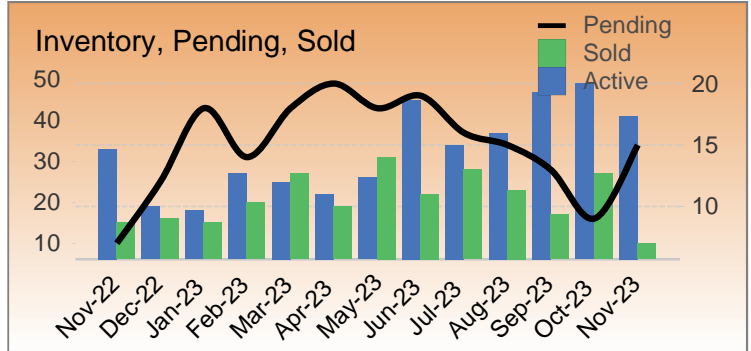
Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	1	2	5	9	9
\$500-599K	5	9	11	15	22
\$600-699K	6	11	13	21	13
\$700-799K	4	10	13	12	20
\$800-899K	5	11	15	13	13
\$900-999K	2	9	12	4	9
\$1-1.299M	7	12	9	3	0
\$1.3-1.699M	5	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	35	71	78	77	86

Presented by:

Market Activity Summary:

- Inventory: 42 units were listed for sale as of the last day of November - approximately 2.3 months of inventory.
- Sales Activity: 10 units were sold during November
- Median Sales Price: \$421,000 during November
- Average price per sq.ft. in November was \$452
- Average Days-on-Market (DOM) is approximately 22 days
- Sold over Asking: On average, buyers paid 102% of list price in November



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
Nov-23	41	15	10	2.3	\$457,353	\$421,000	\$500,253	22	\$430	\$452	102%
Oct-23	49	9	27	2.2	\$455,395	\$445,000	\$460,444	24	\$438	\$428	100%
Sep-23	47	13	17	2.1	\$431,411	\$435,000	\$423,852	24	\$439	\$430	102%
Aug-23	37	15	23	1.5	\$464,659	\$435,000	\$455,740	30	\$430	\$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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Nov-23	10	-33.3%	\$457,353	-2.32%	\$421,000	5.25%	\$500,253	29.3%	22	-31.3%	102%
Nov-22	15	-59.5%	\$468,200	18.5%	\$400,000	-1.96%	\$386,820	-12.1%	32	191%	98%
Nov-21	37	-14%	\$395,005	7.82%	\$408,000	11.8%	\$440,043	17.7%	11	-26.7%	103%

Sales Activity and Price Trends

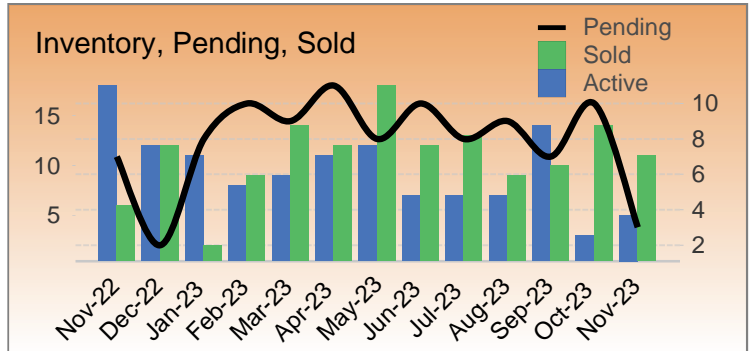
Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	170	264	336	271	310
\$500-599K	29	39	43	20	32
\$600-699K	20	20	42	12	9
\$700-799K	12	21	27	2	0
\$800-899K	7	10	5	0	0
\$900-999K	1	1	1	0	0
\$1-1.299M	0	0	0	0	0
\$1.3-1.699M	0	0	0	0	0
\$1.7-1.999M	0	0	0	0	0
\$2-2.999M	0	0	0	0	0
>3M	0	0	0	0	0
Total	239	355	454	305	351

Presented by:

Includes Concord and Clayton
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Market Activity Summary:

- Inventory: 5 units were listed for sale as of the last day of November - approximately 0.4 months of inventory.
- Sales Activity: 11 units were sold during November
- Median Sales Price: \$1,240,000 during November
- Average price per sq.ft. in November was \$709
- Average Days-on-Market (DOM) is approximately 14 days
- Sold over Asking: On average, buyers paid 100% of list price in November



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
Nov-23	5	3	11	0.4	\$1,170,971	\$1,240,000	\$1,274,800	14	\$756	\$709	100%
Oct-23	3	10	14	0.3	\$1,148,580	\$1,099,500	\$1,039,928	41	\$773	\$720	100%
Sep-23	14	7	10	1.3	\$1,152,680	\$1,182,000	\$1,109,700	14	\$729	\$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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Nov-23	11	83.3%	\$1,170,971	15.5%	\$1,240,000	12.1%	\$1,274,800	15.4%	14	-72%	100%
Nov-22	6	-71.4%	\$1,013,879	10.7%	\$1,106,500	32.9%	\$1,104,316	20%	50	456%	99%
Nov-21	21	16.7%	\$915,985	12.4%	\$832,500	-4.64%	\$920,380	13.6%	9	-43.8%	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	0	0	1	0
\$500-599K	2	3	9	24	13
\$600-699K	4	9	24	26	28
\$700-799K	12	9	20	32	43
\$800-899K	8	15	40	49	29
\$900-999K	21	11	32	33	19
\$1-1.299M	56	54	72	9	6
\$1.3-1.699M	18	29	8	2	1
\$1.7-1.999M	2	0	0	0	0
\$2-2.999M	0	0	0	0	0
>3M	0	0	0	0	0
Total	124	130	205	176	139

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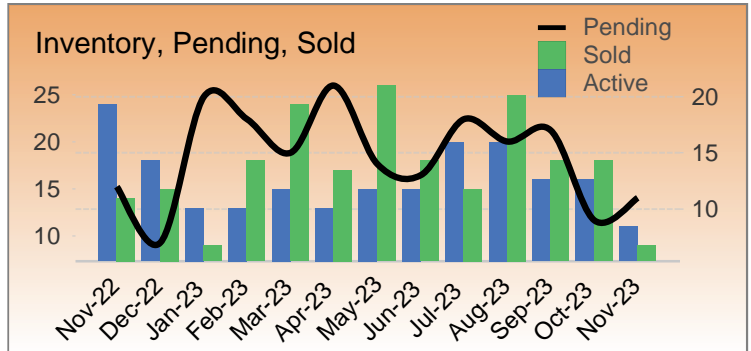
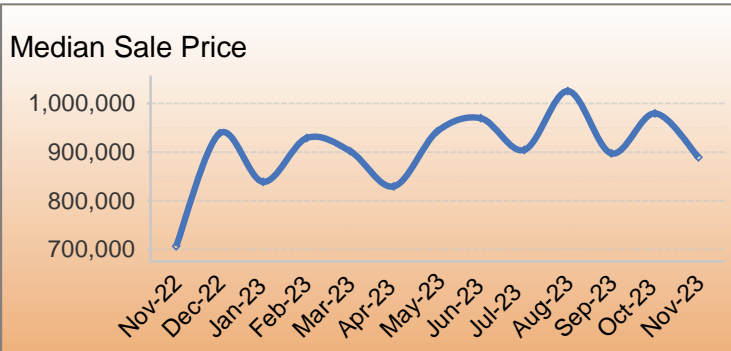
Includes Danville, Diablo, and Alamo

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Market Activity Summary:

- Inventory: 11 units were listed for sale as of the last day of November - approximately 0.7 months of inventory.
- Sales Activity: 9 units were sold during November
- Median Sales Price: \$890,000 during November
- Average price per sq.ft. in November was \$636
- Average Days-on-Market (DOM) is approximately 9 days
- Sold over Asking: On average, buyers paid 101% of list price in November



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
Nov-23	11	11	9	0.7	\$1,001,371	\$890,000	\$912,876	9	\$583	\$636	101%
Oct-23	16	9	18	0.8	\$974,686	\$980,000	\$1,019,413	12	\$575	\$612	102%
Sep-23	16	17	18	0.9	\$959,289	\$897,500	\$944,000	15	\$599	\$636	102%
Aug-23	20	16	25	1.0	\$939,334	\$1,025,714	\$954,784	9	\$588	\$641	103%
Jul-23	20	18	15	1.0	\$946,735	\$905,000	\$917,085	14	\$623	\$609	103%
Jun-23	15	13	18	0.7	\$1,017,738	\$970,000	\$955,255	10	\$603	\$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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Nov-23	9	-35.7%	\$1,001,371	14.9%	\$890,000	25.9%	\$912,876	20.7%	9	-69%	101%
Nov-22	14	-58.8%	\$871,884	5.36%	\$707,000	-22.3%	\$756,251	-20.9%	29	142%	98%
Nov-21	34	3.03%	\$827,493	0.0111%	\$910,000	27.3%	\$956,455	28.9%	12	-36.8%	104%

Sales Activity and Price Trends

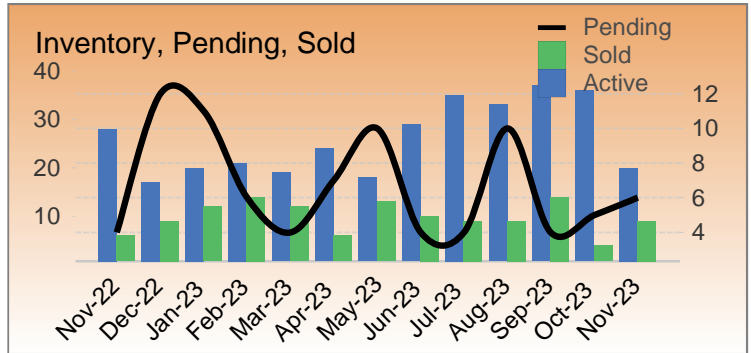
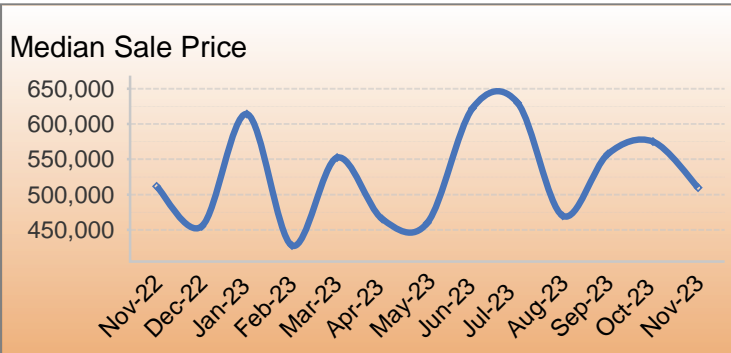
Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	2	4	18	18	20
\$500-599K	7	9	20	41	52
\$600-699K	9	22	50	88	59
\$700-799K	34	35	99	40	68
\$800-899K	37	49	73	68	59
\$900-999K	32	41	65	27	17
\$1-1.299M	66	92	100	4	0
\$1.3-1.699M	10	38	16	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	197	290	441	286	275

Presented by:



Market Activity Summary:

- Inventory: 20 units were listed for sale as of the last day of November - approximately 2.2 months of inventory.
- Sales Activity: 9 units were sold during November
- Median Sales Price: \$510,000 during November
- Average price per sq.ft. in November was \$608
- Average Days-on-Market (DOM) is approximately 45 days
- Sold over Asking: On average, buyers paid 98% of list price in November



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
Nov-23	20	6	9	2.2	\$782,999	\$510,000	\$511,100	45	\$617	\$608	98%
Oct-23	36	5	4	4.0	\$691,923	\$575,000	\$578,500	33	\$617	\$646	100%
Sep-23	37	4	14	3.5	\$525,601	\$557,500	\$565,662	36	\$623	\$588	100%
Aug-23	33	10	9	3.6	\$629,751	\$470,000	\$611,111	44	\$631	\$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	\$611	\$610	101%
May-23	18	10	13	1.8	\$592,705	\$460,000	\$587,384	24	\$682	\$663	100%
Apr-23	24	7	6	2.3	\$506,750	\$465,500	\$480,166	80	\$681	\$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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Nov-23	9	50%	\$782,999	10.2%	\$510,000	-0.293%	\$511,100	-4.26%	45	95.7%	98%
Nov-22	6	-64.7%	\$710,483	23.5%	\$511,500	-8.5%	\$533,833	-15.5%	23	-32.4%	100%
Nov-21	17	30.8%	\$575,136	-0.154%	\$559,000	17.7%	\$631,625	8.66%	34	-15%	102%

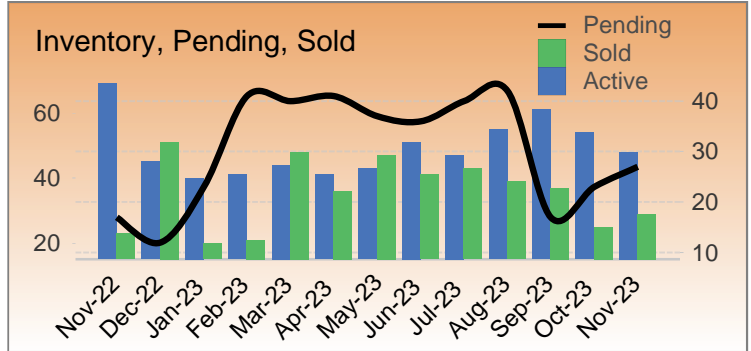
Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	50	59	66	44	51
\$500-599K	16	17	40	14	17
\$600-699K	19	18	36	15	26
\$700-799K	15	12	17	9	16
\$800-899K	4	13	22	14	9
\$900-999K	4	5	7	2	9
\$1-1.299M	4	7	5	2	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	112	131	193	100	131

Presented by:

Market Activity Summary:

- Inventory: 50 units were listed for sale as of the last day of November - approximately 1.6 months of inventory.
- Sales Activity: 29 units were sold during November
- Median Sales Price: \$835,000 during November
- Average price per sq.ft. in November was \$710
- Average Days-on-Market (DOM) is approximately 19 days
- Sold over Asking: On average, buyers paid 101% of list price in November



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
Nov-23	48	27	29	1.6	\$919,825	\$835,000	\$874,068	19	\$683	\$710	101%
Oct-23	54	23	25	1.7	\$913,634	\$710,000	\$828,520	17	\$692	\$730	103%
Sep-23	61	17	37	1.6	\$802,493	\$885,000	\$977,410	22	\$683	\$742	102%
Aug-23	55	42	39	1.4	\$1,034,049	\$835,000	\$870,533	18	\$702	\$711	102%
Jul-23	47	40	43	1.1	\$877,541	\$790,000	\$841,661	14	\$712	\$683	103%
Jun-23	51	36	41	1.4	\$880,251	\$835,000	\$886,076	15	\$696	\$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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Nov-23	29	26.1%	\$919,825	-10.7%	\$835,000	19.5%	\$874,068	9.38%	19	-50%	101%
Nov-22	23	-64.1%	\$1,029,816	6.15%	\$699,000	-13.4%	\$799,129	-5.95%	38	65.2%	99%
Nov-21	64	64.1%	\$970,125	26.5%	\$807,500	-3.87%	\$849,649	5.69%	23	21.1%	105%

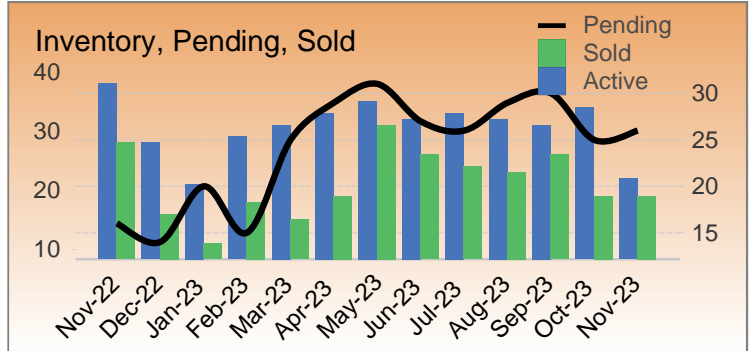
Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	36	49	93	44	88
\$500-599K	36	51	78	52	95
\$600-699K	60	68	128	53	77
\$700-799K	41	90	119	44	60
\$800-899K	52	48	75	75	70
\$900-999K	26	51	77	51	48
\$1-1.299M	78	127	157	66	56
\$1.3-1.699M	54	78	51	6	1
\$1.7-1.999M	3	5	0	0	0
\$2-2.999M	0	1	0	0	0
>3M	0	0	0	0	0
Total	386	568	778	391	495

Presented by:

Market Activity Summary:

- Inventory: 26 units were listed for sale as of the last day of November - approximately 1.2 months of inventory.
- Sales Activity: 19 units were sold during November
- Median Sales Price: \$600,000 during November
- Average price per sq.ft. in November was \$508
- Average Days-on-Market (DOM) is approximately 26 days
- Sold over Asking: On average, buyers paid 102% of list price in November



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
Nov-23	22	26	19	1.2	\$658,975	\$600,000	\$618,828	26	\$559	\$508	102%
Oct-23	34	25	19	1.6	\$634,288	\$695,000	\$681,526	28	\$543	\$516	102%
Sep-23	31	30	26	1.4	\$652,671	\$727,500	\$722,153	36	\$536	\$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%

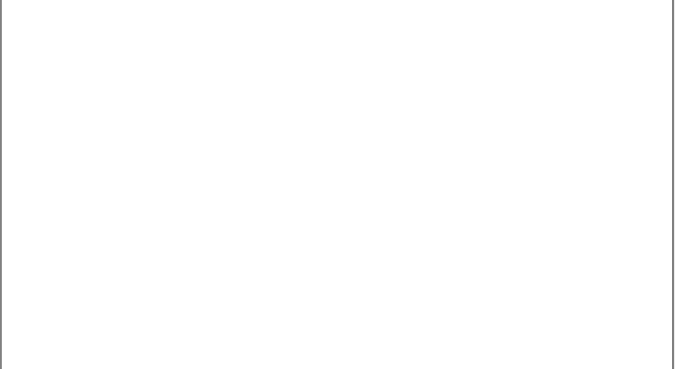
Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Nov-23	19	-32.1%	\$658,975	0.18%	\$600,000	-12.4%	\$618,828	-5.91%	26	-25.7%	102%
Nov-22	28	-22.2%	\$657,793	3.79%	\$685,000	19.3%	\$657,710	7.86%	35	66.7%	99%
Nov-21	36	-14.3%	\$633,747	12.5%	\$574,000	11.6%	\$609,793	14.1%	21	-8.7%	105%

Sales Activity and Price Trends

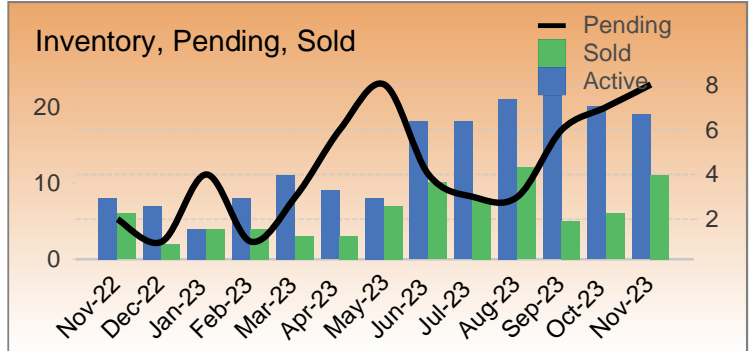
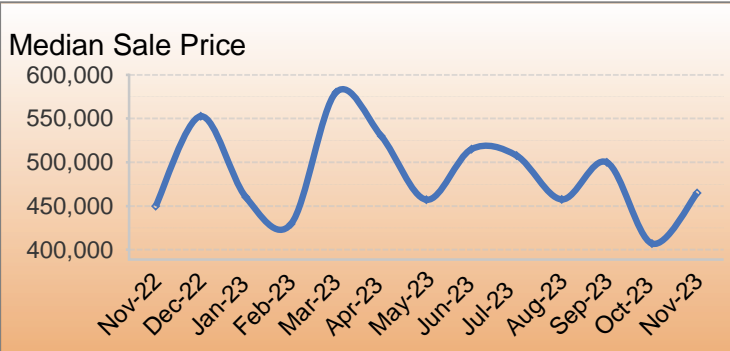
Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	34	56	92	98	132
\$500-599K	50	73	102	89	102
\$600-699K	52	71	74	68	61
\$700-799K	50	56	74	65	48
\$800-899K	31	61	42	8	1
\$900-999K	12	29	22	0	0
\$1-1.299M	2	11	1	0	0
\$1.3-1.699M	0	0	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	231	357	407	328	344

Presented by:



Market Activity Summary:

- Inventory: 19 units were listed for sale as of the last day of November - approximately 2.6 months of inventory.
- Sales Activity: 11 units were sold during November
- Median Sales Price: \$465,000 during November
- Average price per sq.ft. in November was \$451
- Average Days-on-Market (DOM) is approximately 45 days
- Sold over Asking: On average, buyers paid 101% of list price in November



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
Nov-23	19	8	11	2.6	\$489,183	\$465,000	\$461,818	45	\$443	\$451	101%
Oct-23	20	7	6	2.9	\$458,144	\$407,000	\$416,333	20	\$447	\$439	101%
Sep-23	23	6	5	2.9	\$481,725	\$500,000	\$511,800	32	\$453	\$417	101%
Aug-23	21	3	12	2.1	\$437,302	\$457,500	\$480,449	31	\$431	\$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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Nov-23	11	83.3%	\$489,183	5.43%	\$465,000	3.33%	\$461,818	-3.79%	45	-22.4%	101%
Nov-22	6	-57.1%	\$463,971	-1.73%	\$450,000	-13%	\$480,000	-4.27%	58	164%	100%
Nov-21	14	-22.2%	\$472,124	23.4%	\$517,500	31.2%	\$501,428	17.6%	22	29.4%	105%

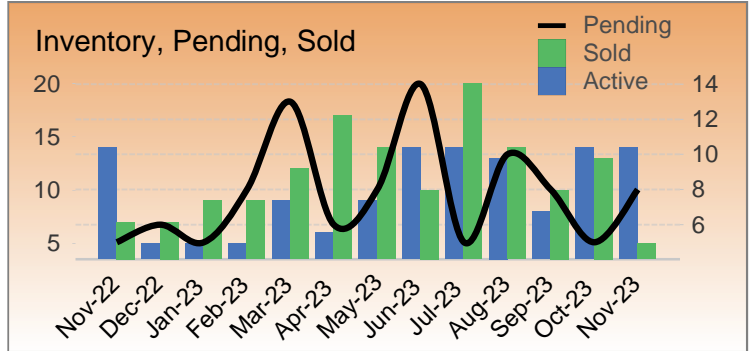
Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	42	60	113	148	138
\$500-599K	15	28	41	16	14
\$600-699K	16	22	26	3	1
\$700-799K	0	6	4	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	73	116	184	167	153

Presented by:

Market Activity Summary:

- Inventory: 14 units were listed for sale as of the last day of November - approximately 1.5 months of inventory.
- Sales Activity: 5 units were sold during November
- Median Sales Price: \$851,000 during November
- Average price per sq.ft. in November was \$593
- Average Days-on-Market (DOM) is approximately 11 days
- Sold over Asking: On average, buyers paid 100% of list price in November



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
Nov-23	14	8	5	1.5	\$756,809	\$851,000	\$964,700	11	\$572	\$593	100%
Oct-23	14	5	13	1.1	\$866,608	\$825,000	\$820,923	12	\$574	\$607	104%
Sep-23	8	8	10	0.5	\$771,111	\$964,000	\$889,433	20	\$550	\$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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Nov-23	5	-28.6%	\$756,809	-4.36%	\$851,000	21.6%	\$964,700	30.1%	11	-75.6%	100%
Nov-22	7	-69.6%	\$791,333	1.8%	\$700,000	-15.7%	\$741,285	-3.16%	45	137%	99%
Nov-21	23	0%	\$777,305	21.3%	\$830,000	25.4%	\$765,435	16.6%	19	-20.8%	102%

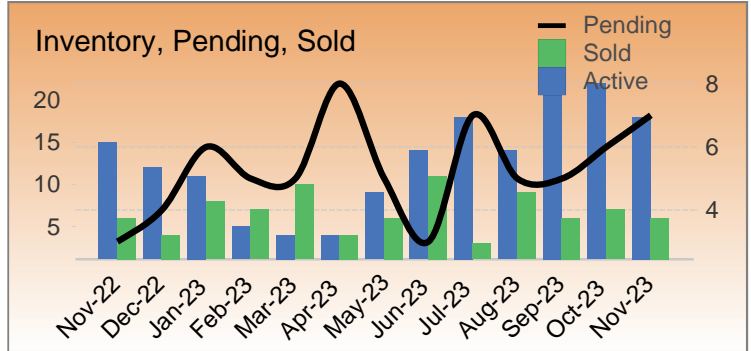
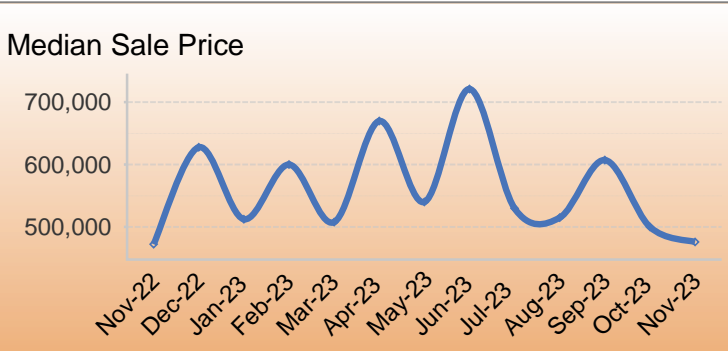
Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	13	20	37	37	40
\$500-599K	7	14	11	55	44
\$600-699K	19	24	43	73	67
\$700-799K	24	26	67	70	30
\$800-899K	32	37	71	18	4
\$900-999K	16	45	48	0	0
\$1-1.299M	22	32	8	0	0
\$1.3-1.699M	0	1	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	133	199	285	253	185

Presented by:

Market Activity Summary:

- Inventory: 18 units were listed for sale as of the last day of November - approximately 2.8 months of inventory.
- Sales Activity: 6 units were sold during November
- Median Sales Price: \$476,000 during November
- Average price per sq.ft. in November was \$455
- Average Days-on-Market (DOM) is approximately 21 days
- Sold over Asking: On average, buyers paid 100% of list price in November



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
Nov-23	18	7	6	2.8	\$651,549	\$476,000	\$459,666	21	\$500	\$455	100%
Oct-23	22	6	7	3.0	\$524,950	\$500,000	\$468,214	12	\$491	\$491	101%
Sep-23	21	5	6	3.5	\$529,100	\$607,500	\$607,500	23	\$494	\$487	99%
Aug-23	14	5	9	1.8	\$538,198	\$515,000	\$551,044	17	\$523	\$481	99%
Jul-23	18	7	3	2.7	\$588,287	\$530,000	\$516,666	18	\$526	\$463	103%
Jun-23	14	3	11	2.0	\$572,565	\$721,000	\$640,880	18	\$515	\$501	104%
May-23	9	5	6	1.4	\$640,238	\$540,000	\$558,333	16	\$530	\$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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Nov-23	6	0%	\$651,549	36.9%	\$476,000	0.741%	\$459,666	-3.02%	21	0%	100%
Nov-22	6	-70%	\$475,779	-13.8%	\$472,500	-11.3%	\$474,000	-11.3%	21	75%	96%
Nov-21	20	122%	\$552,168	26.3%	\$532,500	7.14%	\$534,260	9.65%	12	-14.3%	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	23	26	64	89	81
\$500-599K	25	34	34	34	18
\$600-699K	15	24	35	7	5
\$700-799K	10	17	20	1	0
\$800-899K	4	8	3	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	77	110	156	131	104

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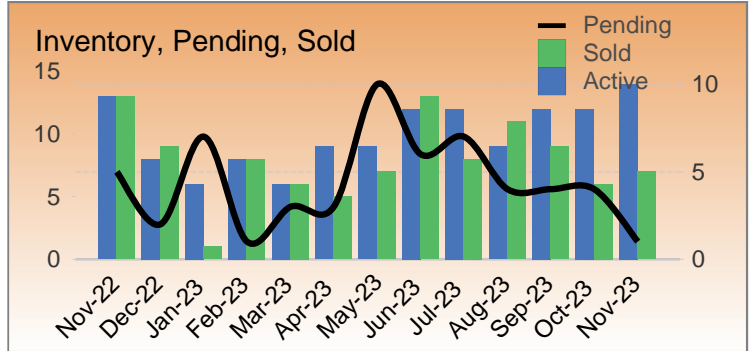
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Market Activity Summary:

- Inventory: 14 units were listed for sale as of the last day of November - approximately 1.9 months of inventory.
- Sales Activity: 7 units were sold during November
- Median Sales Price: \$944,000 during November
- Average price per sq.ft. in November was \$628
- Average Days-on-Market (DOM) is approximately 35 days
- Sold over Asking: On average, buyers paid 97% of list price in November



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
Nov-23	14	1	7	1.9	\$895,946	\$944,000	\$1,014,000	35	\$691	\$628	97%
Oct-23	12	4	6	1.4	\$908,486	\$1,016,500	\$1,080,083	43	\$683	\$767	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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Nov-23	7	-46.2%	\$895,946	-14.3%	\$944,000	-47.5%	\$1,014,000	-36.7%	35	84.2%	97%
Nov-22	13	8.33%	\$1,045,600	-18.7%	\$1,798,043	169%	\$1,602,216	94.7%	19	11.8%	99%
Nov-21	12	20%	\$1,286,126	90.9%	\$667,500	-14.6%	\$822,750	9.62%	17	0%	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	3	8	17	11	6
\$500-599K	6	10	24	11	11
\$600-699K	8	11	14	10	8
\$700-799K	7	5	17	10	15
\$800-899K	11	16	14	14	17
\$900-999K	10	11	12	10	14
\$1-1.299M	16	28	34	12	11
\$1.3-1.699M	13	15	23	11	1
\$1.7-1.999M	3	7	3	2	0
\$2-2.999M	4	11	0	3	0
>3M	0	0	0	0	0
Total	81	122	158	94	83

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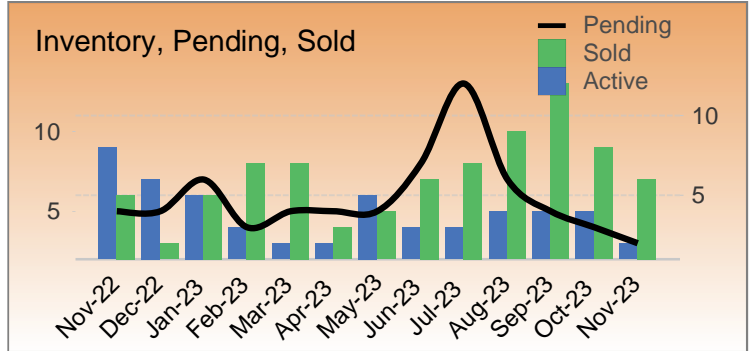
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Deemed reliable but not guaranteed

Market Activity Summary:

- Inventory: 3 units were listed for sale as of the last day of November - approximately 0.3 months of inventory.
- Sales Activity: 7 units were sold during November
- Median Sales Price: \$972,000 during November
- Average price per sq.ft. in November was \$650
- Average Days-on-Market (DOM) is approximately 15 days
- Sold over Asking: On average, buyers paid 101% of list price in November



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
Nov-23	3	2	7	0.3	\$1,104,800	\$972,000	\$959,285	15	\$662	\$650	101%
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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	% Change	Average DOM	% Change	Sale Price / List Price
Nov-23	7	16.7%	\$1,104,800	-9.81%	\$972,000	37.9%	\$959,285	36.4%	15	-37.5%	101%
Nov-22	6	-62.5%	\$1,225,000	94.4%	\$705,000	-19.7%	\$703,333	-19.6%	24	118%	100%
Nov-21	16	14.3%	\$630,224	-13.7%	\$877,500	29%	\$874,562	22.1%	11	-35.3%	104%

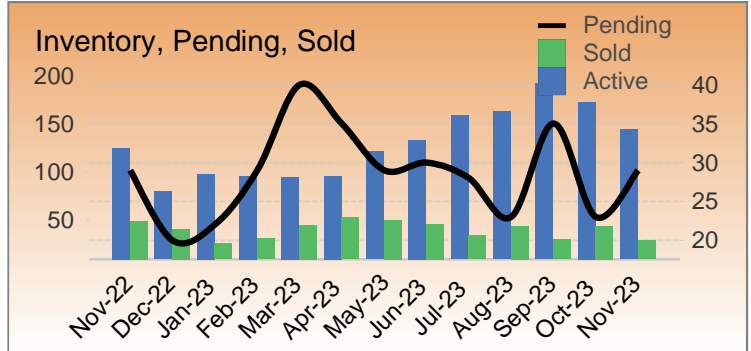
Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	3	7	9	6	13
\$500-599K	11	17	33	30	40
\$600-699K	23	31	37	22	19
\$700-799K	8	17	22	8	8
\$800-899K	9	12	19	23	15
\$900-999K	8	8	33	20	9
\$1-1.299M	22	45	32	3	2
\$1.3-1.699M	1	12	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	85	149	185	112	106

Presented by:

Market Activity Summary:

- Inventory: 145 units were listed for sale as of the last day of November - approximately 4.2 months of inventory.
- Sales Activity: 29 units were sold during November
- Median Sales Price: \$520,000 during November
- Average price per sq.ft. in November was \$596
- Average Days-on-Market (DOM) is approximately 50 days
- Sold over Asking: On average, buyers paid 100% of list price in November



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
Nov-23	144	29	29	4.2	\$701,273	\$520,000	\$603,862	50	\$589	\$596	100%
Oct-23	173	23	44	4.4	\$629,666	\$503,000	\$585,909	34	\$577	\$569	102%
Sep-23	192	35	30	5.4	\$645,689	\$535,000	\$582,666	41	\$580	\$518	100%
Aug-23	163	23	44	4.0	\$593,572	\$584,500	\$668,359	34	\$574	\$573	99%
Jul-23	159	28	34	3.7	\$641,932	\$612,500	\$630,611	31	\$574	\$605	102%
Jun-23	133	30	46	2.7	\$679,803	\$587,000	\$606,543	31	\$579	\$595	102%
May-23	121	29	50	2.5	\$650,223	\$610,000	\$681,138	41	\$570	\$640	101%
Apr-23	96	35	53	2.3	\$667,602	\$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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Nov-23	29	-40.8%	\$701,273	7.94%	\$520,000	-8.77%	\$603,862	-4.83%	50	38.9%	100%
Nov-22	49	-55.9%	\$649,688	-3.34%	\$570,000	-12.3%	\$634,520	-10.4%	36	0%	100%
Nov-21	111	26.1%	\$672,149	2.97%	\$650,000	-1.52%	\$708,002	1.52%	36	44%	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	136	163	204	123	115
\$500-599K	86	135	182	111	140
\$600-699K	78	131	211	119	145
\$700-799K	48	126	184	129	111
\$800-899K	34	69	101	71	64
\$900-999K	19	46	67	44	43
\$1-1.299M	16	48	73	50	47
\$1.3-1.699M	11	24	28	17	13
\$1.7-1.999M	3	9	2	0	1
\$2-2.999M	1	0	1	0	0
>3M	0	0	0	0	0
Total	432	751	1053	664	679

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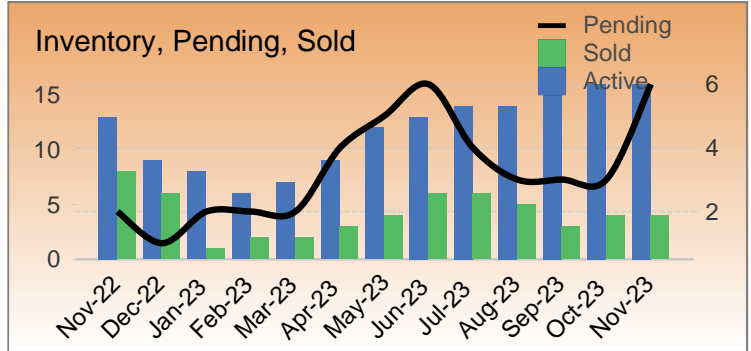
Custom geography for Oakland CND/TWN includes Oakland & Piedmont

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Deemed reliable but not guaranteed

Market Activity Summary:

- Inventory: 18 units were listed for sale as of the last day of November - approximately 4.9 months of inventory.
- Sales Activity: 4 units were sold during November
- Median Sales Price: \$357,500 during November
- Average price per sq.ft. in November was \$350
- Average Days-on-Market (DOM) is approximately 23 days
- Sold over Asking: On average, buyers paid 100% of list price in November



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
Nov-23	16	6	4	4.9	\$439,299	\$357,500	\$380,000	23	\$347	\$350	100%
Oct-23	16	3	4	4.0	\$426,992	\$410,000	\$422,500	66	\$331	\$398	100%
Sep-23	16	3	3	3.4	\$446,982	\$505,000	\$487,000	32	\$342	\$420	100%
Aug-23	14	3	5	2.5	\$540,800	\$491,000	\$474,200	16	\$359	\$376	100%
Jul-23	14	4	6	2.8	\$460,988	\$402,500	\$415,825	17	\$371	\$384	103%
Jun-23	13	6	6	3.2	\$457,195	\$407,500	\$415,833	38	\$389	\$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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Nov-23	4	-50%	\$439,299	-1.97%	\$357,500	-17.8%	\$380,000	-17%	23	-20.7%	100%
Nov-22	8	14.3%	\$448,148	7.27%	\$435,000	-7.45%	\$457,845	6.19%	29	123%	99%
Nov-21	7	-22.2%	\$417,766	-	\$470,000	5.62%	\$431,169	8.15%	13	-40.9%	102%

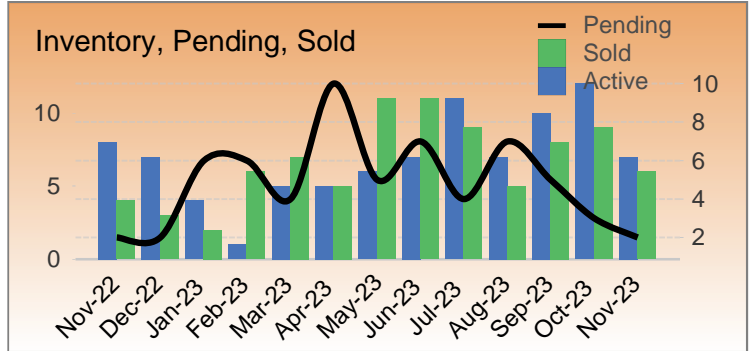
Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	27	39	48	60	56
\$500-599K	9	16	21	5	2
\$600-699K	4	9	4	0	1
\$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	40	64	73	65	59

Presented by:

Market Activity Summary:

- Inventory: 7 units were listed for sale as of the last day of November - approximately 0.9 months of inventory.
- Sales Activity: 6 units were sold during November
- Median Sales Price: \$616,000 during November
- Average price per sq.ft. in November was \$490
- Average Days-on-Market (DOM) is approximately 19 days
- Sold over Asking: On average, buyers paid 98% of list price in November



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
Nov-23	7	2	6	0.9	\$715,000	\$616,000	\$605,166	19	\$498	\$490	98%
Oct-23	12	3	9	1.6	\$556,333	\$650,000	\$625,222	25	\$514	\$498	103%
Sep-23	10	5	8	1.4	\$641,416	\$593,950	\$581,862	30	\$500	\$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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Nov-23	6	50%	\$715,000	20.1%	\$616,000	-4.12%	\$605,166	0.442%	19	138%	98%
Nov-22	4	-50%	\$595,200	-1.73%	\$642,500	14.7%	\$602,500	4.74%	8	-61.9%	100%
Nov-21	8	-61.9%	\$605,666	39.4%	\$560,000	3.9%	\$575,250	6.49%	21	-19.2%	100%

Sales Activity and Price Trends

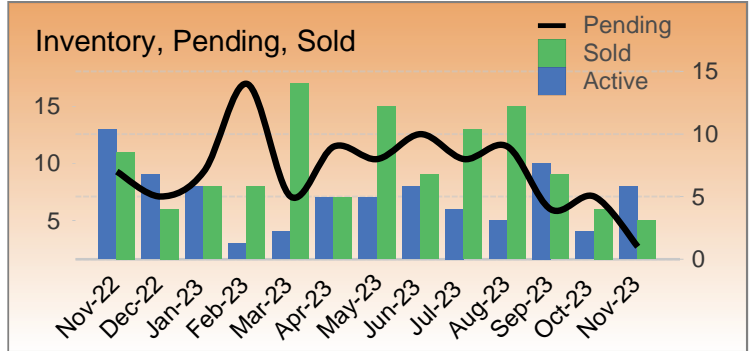
Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	21	21	31	41	41
\$500-599K	9	24	29	27	35
\$600-699K	21	27	33	22	18
\$700-799K	11	17	17	14	13
\$800-899K	16	18	21	1	0
\$900-999K	1	4	4	0	0
\$1-1.299M	0	5	0	0	0
\$1.3-1.699M	0	0	0	0	0
\$1.7-1.999M	0	0	0	0	0
\$2-2.999M	0	0	0	0	0
>3M	0	0	0	0	0
Total	79	116	135	105	107

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Market Activity Summary:

- Inventory: 8 units were listed for sale as of the last day of November - approximately 1.2 months of inventory.
- Sales Activity: 5 units were sold during November
- Median Sales Price: \$805,000 during November
- Average price per sq.ft. in November was \$678
- Average Days-on-Market (DOM) is approximately 16 days
- Sold over Asking: On average, buyers paid 100% of list price in November



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
Nov-23	8	1	5	1.2	\$840,950	\$805,000	\$861,000	16	\$696	\$678	100%
Oct-23	4	5	6	0.4	\$905,991	\$759,000	\$708,000	17	\$747	\$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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Nov-23	5	-54.5%	\$840,950	7.74%	\$805,000	-1.23%	\$861,000	11.2%	16	-56.8%	100%
Nov-22	11	-15.4%	\$780,533	-9.76%	\$815,000	-7.39%	\$774,545	-11.6%	37	236%	97%
Nov-21	13	-43.5%	\$864,983	26.2%	\$880,000	25.7%	\$876,538	23.5%	11	-26.7%	103%

Sales Activity and Price Trends

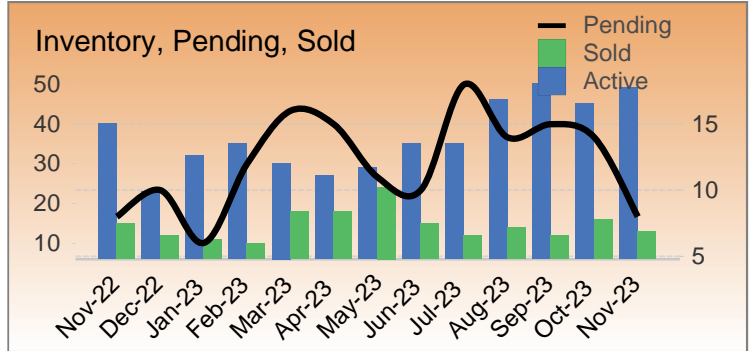
Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	6	2	15	25	18
\$500-599K	16	13	37	26	27
\$600-699K	10	18	27	25	27
\$700-799K	24	26	28	25	34
\$800-899K	18	27	23	32	20
\$900-999K	18	16	25	14	3
\$1-1.299M	20	18	43	0	0
\$1.3-1.699M	0	11	2	0	0
\$1.7-1.999M	0	0	0	0	0
\$2-2.999M	0	0	0	0	1
>3M	0	0	0	0	0
Total	112	131	200	147	130

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Market Activity Summary:

- Inventory: 50 units were listed for sale as of the last day of November - approximately 3.7 months of inventory.
- Sales Activity: 13 units were sold during November
- Median Sales Price: \$500,000 during November
- Average price per sq.ft. in November was \$478
- Average Days-on-Market (DOM) is approximately 30 days
- Sold over Asking: On average, buyers paid 99% of list price in November



Monthly Market Activity

Month	Active	Pending	Sold	Months Supply	Avg List Price	Med Sale Price	Avg Sale Price	Average DOM	Avg \$ SqSf Active	Avg \$ SqFt Sold	Sale Price / List Price
Nov-23	49	8	13	3.7	\$611,564	\$500,000	\$470,730	30	\$469	\$478	99%
Oct-23	45	14	16	3.3	\$523,391	\$482,800	\$545,912	69	\$471	\$469	101%
Sep-23	50	15	12	4.1	\$588,768	\$497,500	\$494,312	41	\$490	\$494	103%
Aug-23	46	14	14	3.4	\$517,141	\$560,000	\$621,277	37	\$481	\$532	102%
Jul-23	35	18	12	2.1	\$520,393	\$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	\$646,001	\$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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Nov-23	13	-13.3%	\$611,564	-1.83%	\$500,000	-3.85%	\$470,730	-10.5%	30	25%	99%
Nov-22	15	-34.8%	\$622,937	11.9%	\$520,000	0.971%	\$525,666	3.87%	24	4.35%	100%
Nov-21	23	-28.1%	\$556,879	-4.75%	\$515,000	4.57%	\$506,065	-10%	23	-59.6%	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	62	82	127	131	153
\$500-599K	44	66	75	32	46
\$600-699K	25	47	50	26	32
\$700-799K	23	23	39	15	15
\$800-899K	3	24	15	9	5
\$900-999K	0	5	13	2	5
\$1-1.299M	4	3	4	2	1
\$1.3-1.699M	2	1	1	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	163	251	324	217	257

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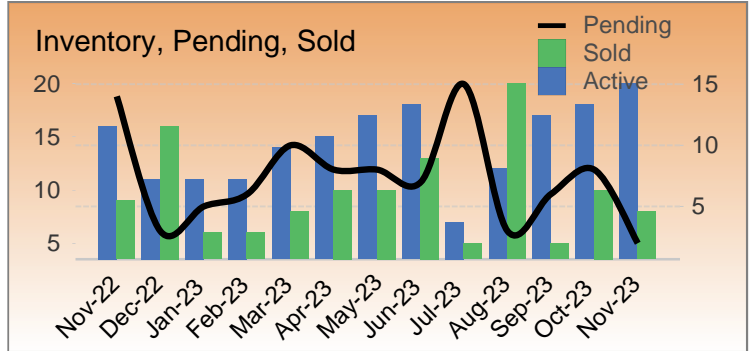
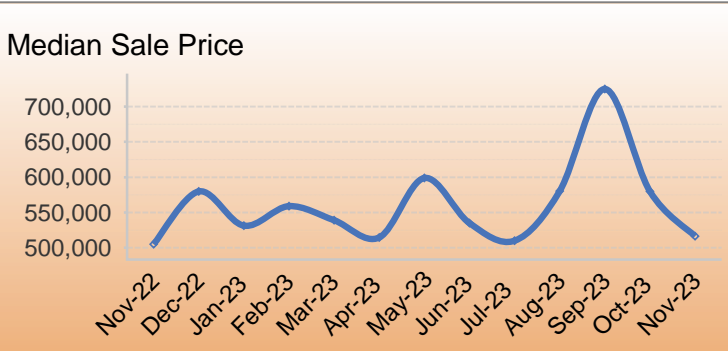
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Market Activity Summary:

- Inventory: 22 units were listed for sale as of the last day of November - approximately 2.9 months of inventory.
- Sales Activity: 8 units were sold during November
- Median Sales Price: \$516,000 during November
- Average price per sq.ft. in November was \$509
- Average Days-on-Market (DOM) is approximately 16 days
- Sold over Asking: On average, buyers paid 103% of list price in November



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
Nov-23	20	2	8	2.9	\$519,788	\$516,000	\$522,250	16	\$491	\$509	103%
Oct-23	18	8	10	1.6	\$567,719	\$580,000	\$583,588	23	\$476	\$501	102%
Sep-23	17	6	5	1.8	\$537,930	\$725,000	\$657,400	14	\$479	\$466	103%
Aug-23	12	3	20	0.9	\$578,066	\$580,250	\$574,525	24	\$474	\$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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Nov-23	8	-11.1%	\$519,788	-18.6%	\$516,000	2.18%	\$522,250	7.29%	16	-60%	103%
Nov-22	9	-35.7%	\$638,877	11.9%	\$505,000	-6.48%	\$486,777	-13.8%	40	344%	100%
Nov-21	14	27.3%	\$571,078	14%	\$539,990	9.61%	\$564,462	11.1%	9	-59.1%	106%

Sales Activity and Price Trends

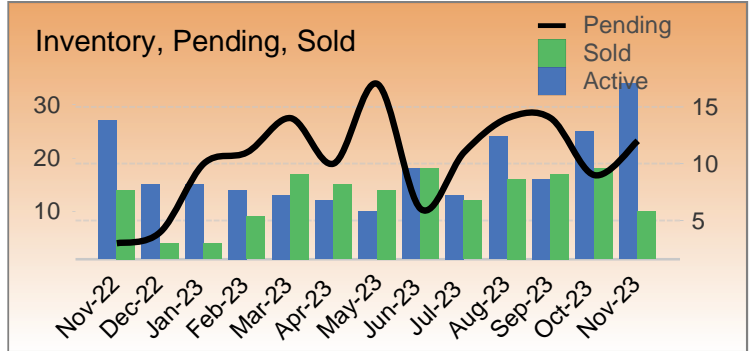
Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	26	33	60	57	92
\$500-599K	34	52	52	25	43
\$600-699K	21	25	23	13	22
\$700-799K	13	14	17	28	9
\$800-899K	3	9	7	1	1
\$900-999K	4	5	3	0	0
\$1-1.299M	0	1	0	0	0
\$1.3-1.699M	0	0	0	0	0
\$1.7-1.999M	0	0	0	0	0
\$2-2.999M	0	0	0	0	0
>3M	0	0	0	0	0
Total	101	139	162	124	167

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Market Activity Summary:

- Inventory: 35 units were listed for sale as of the last day of November - approximately 2.3 months of inventory.
- Sales Activity: 10 units were sold during November
- Median Sales Price: \$755,000 during November
- Average price per sq.ft. in November was \$679
- Average Days-on-Market (DOM) is approximately 13 days
- Sold over Asking: On average, buyers paid 100% of list price in November



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
Nov-23	34	12	10	2.3	\$1,026,821	\$755,000	\$833,300	13	\$634	\$679	100%
Oct-23	25	9	18	1.5	\$1,055,794	\$960,000	\$953,972	14	\$639	\$697	103%
Sep-23	16	14	17	1.1	\$918,381	\$710,000	\$794,411	19	\$653	\$674	102%
Aug-23	24	14	16	1.6	\$954,816	\$817,500	\$910,312	13	\$645	\$660	101%
Jul-23	13	11	12	1.0	\$984,712	\$675,000	\$714,258	11	\$649	\$673	103%
Jun-23	18	6	18	1.2	\$784,672	\$797,000	\$904,771	12	\$667	\$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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Nov-23	10	-28.6%	\$1,026,821	-19.3%	\$755,000	-5.63%	\$833,300	-6.86%	13	-53.6%	100%
Nov-22	14	-57.6%	\$1,272,901	71.1%	\$800,000	10.3%	\$894,664	17%	28	55.6%	99%
Nov-21	33	13.8%	\$744,084	17.3%	\$725,000	4.32%	\$764,393	8.63%	18	-21.7%	103%

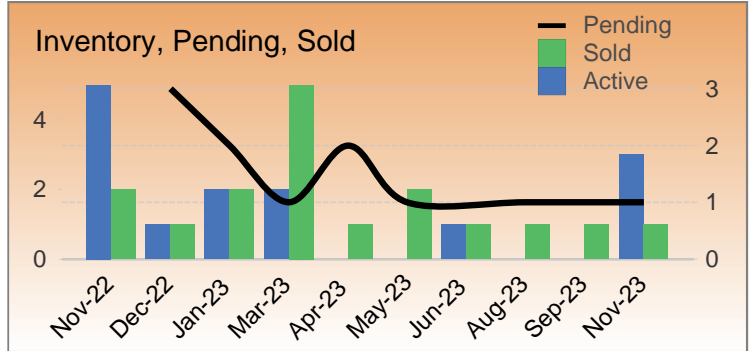
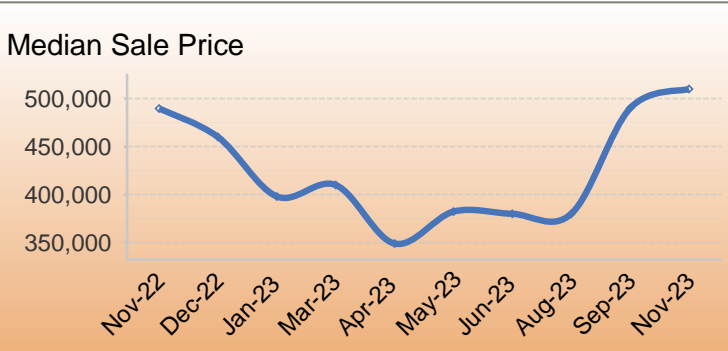
Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	7	20	57	49	51
\$500-599K	26	28	53	41	50
\$600-699K	20	31	66	49	52
\$700-799K	24	24	39	19	26
\$800-899K	11	23	25	80	48
\$900-999K	10	16	31	32	19
\$1-1.299M	40	54	106	5	1
\$1.3-1.699M	12	42	12	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	150	239	389	275	247

Presented by:

Market Activity Summary:

- Inventory: 3 units were listed for sale as of the last day of November - approximately 4.5 months of inventory.
- Sales Activity: 1 units were sold during November
- Median Sales Price: \$510,000 during November
- Average price per sq.ft. in November was \$332
- Average Days-on-Market (DOM) is approximately 8 days
- Sold over Asking: On average, buyers paid 102% of list price in November



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
Nov-23	3	1	1	4.5	\$404,666	\$510,000	\$510,000	8	\$429	\$332	102%
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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Nov-23	1	-50%	\$404,666	4.75%	\$510,000	4.09%	\$510,000	4.09%	8	-84.3%	102%
Nov-22	2	100%	\$386,333	4.06%	\$489,950	-28.5%	\$489,950	-28.5%	51	27.5%	100%
Nov-21	1	-	\$371,250	-	\$685,000	-	\$685,000	-	40	-	101%

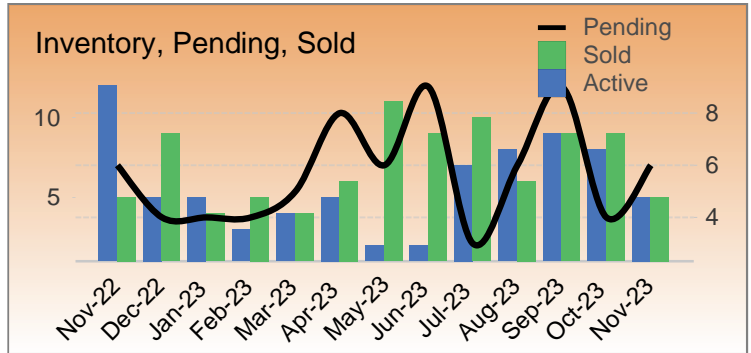
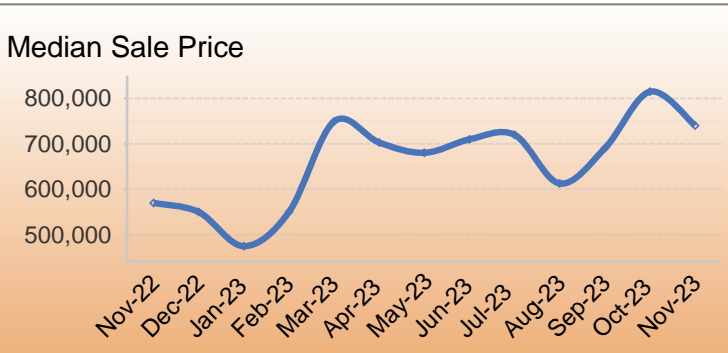
Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	12	12	22	22	30
\$500-599K	2	3	0	1	0
\$600-699K	0	0	1	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	14	15	23	23	30

Presented by:

Market Activity Summary:

- Inventory: 5 units were listed for sale as of the last day of November - approximately 0.7 months of inventory.
- Sales Activity: 5 units were sold during November
- Median Sales Price: \$740,000 during November
- Average price per sq.ft. in November was \$606
- Average Days-on-Market (DOM) is approximately 32 days
- Sold over Asking: On average, buyers paid 104% of list price in November



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
Nov-23	5	6	5	0.7	\$587,472	\$740,000	\$735,960	32	\$672	\$606	104%
Oct-23	8	4	9	1.0	\$651,316	\$815,000	\$787,444	21	\$638	\$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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Nov-23	5	0%	\$587,472	-3.79%	\$740,000	29.8%	\$735,960	24.5%	32	23.1%	104%
Nov-22	5	-68.8%	\$610,590	-7.55%	\$570,000	-19.7%	\$591,100	-18.9%	26	18.2%	101%
Nov-21	16	14.3%	\$660,430	12.3%	\$710,250	32.6%	\$729,156	25%	22	-37.1%	103%

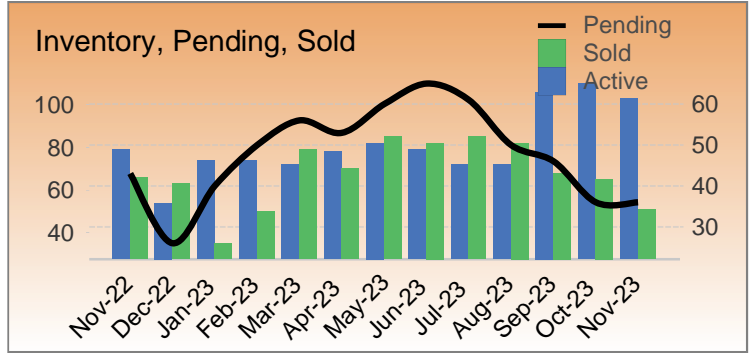
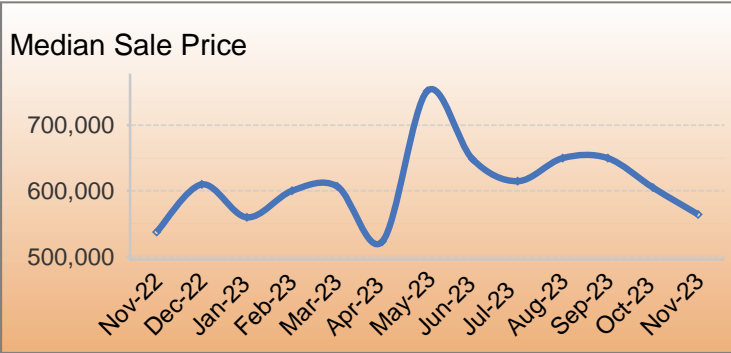
Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	8	12	26	22	42
\$500-599K	16	24	33	32	26
\$600-699K	16	30	26	21	21
\$700-799K	16	12	22	7	15
\$800-899K	11	12	37	8	12
\$900-999K	6	11	13	6	0
\$1-1.299M	4	8	5	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	78	113	162	96	116

Presented by:

Market Activity Summary:

- Inventory: 107 units were listed for sale as of the last day of November - approximately 1.7 months of inventory.
- Sales Activity: 51 units were sold during November
- Median Sales Price: \$564,000 during November
- Average price per sq.ft. in November was \$562
- Average Days-on-Market (DOM) is approximately 21 days
- Sold over Asking: On average, buyers paid 100% of list price in November



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
Nov-23	103	36	51	1.7	\$696,007	\$564,000	\$678,086	21	\$533	\$562	100%
Oct-23	110	36	65	1.5	\$717,042	\$605,000	\$748,506	18	\$532	\$576	103%
Sep-23	106	46	68	1.4	\$643,056	\$650,000	\$687,164	23	\$525	\$555	101%
Aug-23	72	50	82	0.9	\$675,055	\$650,000	\$759,643	22	\$528	\$567	103%
Jul-23	72	61	85	0.9	\$753,831	\$615,000	\$679,580	26	\$555	\$553	101%
Jun-23	79	65	82	1.0	\$697,242	\$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%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Nov-23	51	-22.7%	\$696,007	-0.814%	\$564,000	4.93%	\$678,086	10.7%	21	-34.4%	100%
Nov-22	66	-35.3%	\$701,720	5.76%	\$537,500	-3.93%	\$612,378	-1.51%	32	3.23%	99%
Nov-21	102	20%	\$663,503	21.3%	\$559,500	-11.2%	\$621,790	-6.07%	31	-31.1%	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	229	304	463	277	354
\$500-599K	113	134	158	123	133
\$600-699K	96	117	165	115	120
\$700-799K	98	87	118	80	106
\$800-899K	57	83	94	75	65
\$900-999K	52	55	71	33	32
\$1-1.299M	66	104	75	28	38
\$1.3-1.699M	29	46	23	7	7
\$1.7-1.999M	7	8	8	5	3
\$2-2.999M	5	7	4	2	0
>3M	0	0	0	0	0
Total	752	945	1179	745	858

Presented by:

Includes Walnut Creek and Rossmoor
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