

Alameda: Detached Single-Family Homes

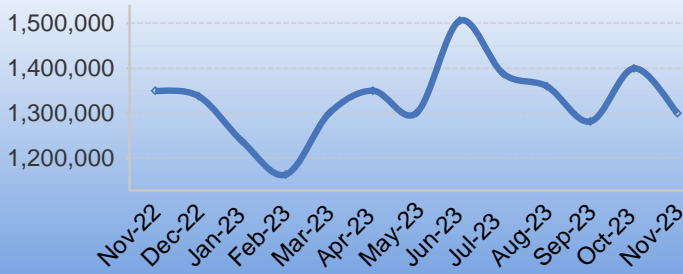
November 2023

Market Activity Summary:

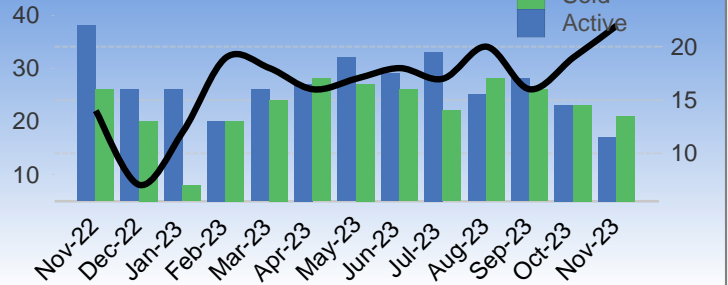
- Inventory: 17 units were listed for sale as of the last day of November - approximately 0.7 months of inventory.
- Sales Activity: 21 units were sold during November
- Median Sales Price: \$1,300,000 during November
- Average price per sq.ft. in November was \$857
- Average Days-on-Market (DOM) is approximately 15 days
- Sold over Asking: On average, buyers paid 114% of list price in November



Median Sale Price



Inventory, Pending, Sold



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	17	22	21	0.7	\$1,399,085	\$1,300,000	\$1,377,434	15	\$666	\$857	114%
Oct-23	23	19	23	0.9	\$1,265,666	\$1,400,000	\$1,397,130	20	\$628	\$815	115%
Sep-23	28	16	26	1.1	\$1,212,247	\$1,281,750	\$1,331,758	21	\$693	\$822	112%
Aug-23	25	20	28	1.0	\$1,258,656	\$1,360,000	\$1,363,841	17	\$680	\$839	115%
Jul-23	33	17	22	1.4	\$1,251,666	\$1,387,500	\$1,460,763	12	\$711	\$821	117%
Jun-23	29	18	26	1.1	\$1,353,100	\$1,505,500	\$1,500,211	16	\$700	\$833	116%
May-23	32	17	27	1.2	\$1,519,104	\$1,300,000	\$1,388,037	22	\$777	\$826	113%
Apr-23	27	16	28	1.1	\$1,343,432	\$1,350,000	\$1,312,535	18	\$754	\$804	110%
Mar-23	26	18	24	1.5	\$1,259,305	\$1,300,000	\$1,332,112	14	\$709	\$850	116%
Feb-23	20	19	20	1.3	\$1,175,520	\$1,163,500	\$1,177,650	25	\$682	\$845	112%
Jan-23	26	12	8	1.4	\$999,344	\$1,237,500	\$1,242,384	34	\$754	\$679	104%
Dec-22	26	7	20	0.9	\$1,109,716	\$1,337,500	\$1,434,699	29	\$718	\$764	104%
Nov-22	38	14	26	1.1	\$1,171,373	\$1,350,000	\$1,360,277	22	\$742	\$759	107%

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	21	-19.2%	\$1,399,085	19.4%	\$1,300,000	-3.7%	\$1,377,434	1.26%	15	-31.8%	114%
Nov-22	26	-46.9%	\$1,171,373	10.4%	\$1,350,000	0%	\$1,360,277	-5.67%	22	46.7%	107%
Nov-21	49	4.26%	\$1,061,282	-11%	\$1,350,000	11.6%	\$1,441,970	13.7%	15	36.4%	121%

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	1	0	3
\$500-599K	0	1	1	1	3
\$600-699K	1	6	4	9	7
\$700-799K	6	7	8	6	20
\$800-899K	8	10	13	18	31
\$900-999K	25	11	17	25	38
\$1-1.299M	69	77	115	120	128
\$1.3-1.699M	82	134	182	71	75
\$1.7-1.999M	26	40	52	21	13
\$2-2.999M	14	45	33	11	6
>3M	0	3	3	2	0
Total	232	335	429	284	324

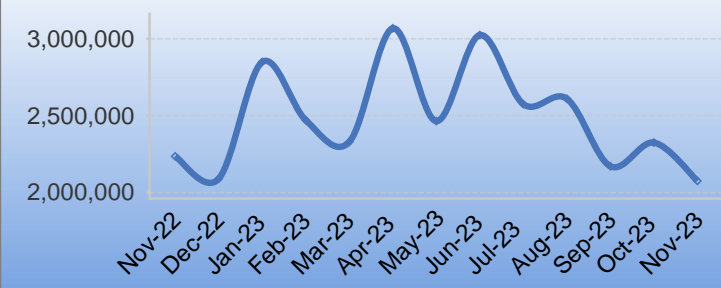
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Market Activity Summary:

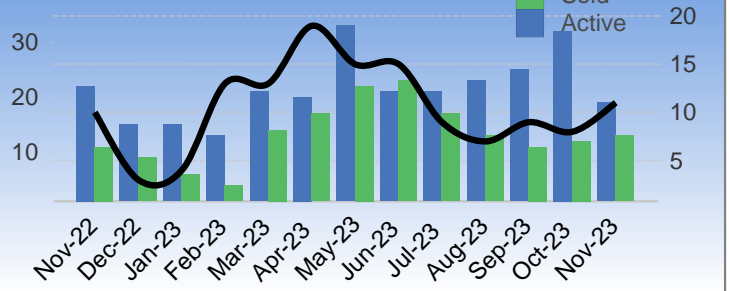
- Inventory: 19 units were listed for sale as of the last day of November - approximately 1.6 months of inventory.
- Sales Activity: 13 units were sold during November
- Median Sales Price: \$2,075,000 during November
- Average price per sq.ft. in November was \$782
- Average Days-on-Market (DOM) is approximately 30 days
- Sold over Asking: On average, buyers paid 99% of list price in November



Median Sale Price



Inventory, Pending, Sold



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	11	13	1.6	\$5,491,100	\$2,075,000	\$2,779,230	30	\$909	\$782	99%
Oct-23	32	8	12	2.7	\$2,570,591	\$2,325,000	\$2,456,611	13	\$879	\$810	107%
Sep-23	25	9	11	1.8	\$2,515,147	\$2,170,000	\$2,225,727	13	\$899	\$839	101%
Aug-23	23	7	13	1.3	\$2,603,814	\$2,610,000	\$2,484,615	20	\$853	\$849	101%
Jul-23	21	9	17	1.0	\$2,667,074	\$2,575,000	\$2,739,000	21	\$919	\$856	103%
Jun-23	21	15	23	1.0	\$2,940,678	\$3,025,000	\$3,100,347	15	\$926	\$860	101%
May-23	33	15	22	1.9	\$3,417,197	\$2,464,000	\$2,895,775	28	\$917	\$823	104%
Apr-23	20	19	17	1.8	\$2,921,460	\$3,069,000	\$3,052,699	29	\$989	\$789	99%
Mar-23	21	13	14	2.6	\$3,243,339	\$2,329,400	\$2,612,878	11	\$886	\$803	99%
Feb-23	13	13	4	2.1	\$3,207,453	\$2,470,500	\$2,597,750	18	\$831	\$867	102%
Jan-23	15	4	6	1.7	\$3,738,879	\$2,850,000	\$2,786,166	27	\$845	\$679	97%
Dec-22	15	3	9	1.5	\$3,799,500	\$2,090,000	\$2,711,666	29	\$880	\$722	96%
Nov-22	22	10	11	2.0	\$3,689,892	\$2,235,000	\$2,546,818	31	\$889	\$807	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	13	18.2%	\$5,491,100	48.8%	\$2,075,000	-7.16%	\$2,779,230	9.13%	30	-3.23%	99%
Nov-22	11	-38.9%	\$3,689,892	35.4%	\$2,235,000	-11.9%	\$2,546,818	-0.00495%	31	6.9%	97%
Nov-21	18	-28%	\$2,724,428	13.9%	\$2,537,500	37.2%	\$2,546,944	28.8%	29	70.6%	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	0	0	0	0	0
\$500-599K	0	0	0	0	0
\$600-699K	0	0	0	0	0
\$700-799K	0	0	0	0	0
\$800-899K	0	1	0	0	0
\$900-999K	0	0	0	1	1
\$1-1.299M	2	0	2	8	14
\$1.3-1.699M	16	6	16	53	57
\$1.7-1.999M	19	12	32	48	42
\$2-2.999M	55	65	146	62	58
>3M	52	65	77	18	12
Total	144	149	273	190	184

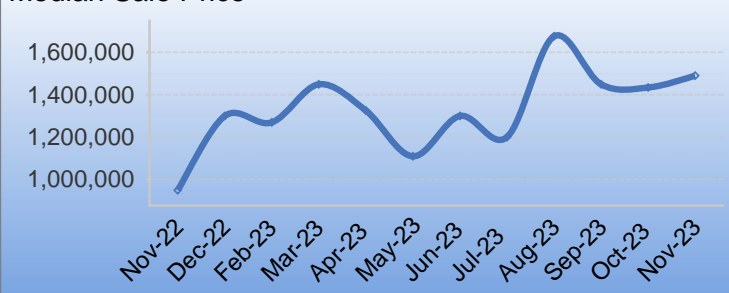
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Market Activity Summary:

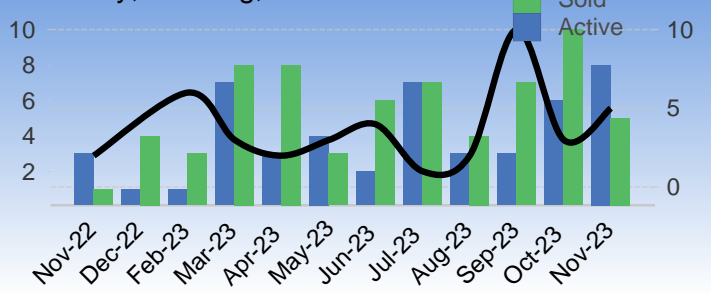
- Inventory: 8 units were listed for sale as of the last day of November - approximately 1.1 months of inventory.
- Sales Activity: 5 units were sold during November
- Median Sales Price: \$1,490,000 during November
- Average price per sq.ft. in November was \$1,091
- Average Days-on-Market (DOM) is approximately 12 days
- Sold over Asking: On average, buyers paid 121% of list price in November



Median Sale Price



Inventory, Pending, Sold



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	5	5	1.1	\$1,029,209	\$1,490,000	\$1,525,800	12	\$854	\$1,091	121%
Oct-23	6	3	10	0.9	\$1,287,285	\$1,435,000	\$1,665,500	11	\$811	\$1,075	129%
Sep-23	3	10	7	0.5	\$1,245,285	\$1,450,000	\$1,476,142	10	\$756	\$1,076	121%
Aug-23	3	2	4	0.7	\$1,331,500	\$1,676,500	\$1,700,750	12	\$739	\$1,126	129%
Jul-23	7	1	7	1.3	\$1,138,777	\$1,200,000	\$1,285,714	10	\$844	\$1,082	126%
Jun-23	2	4	6	0.4	\$1,034,400	\$1,300,500	\$1,483,500	10	\$870	\$1,179	130%
May-23	4	3	3	0.6	\$1,132,666	\$1,110,000	\$1,080,000	13	\$904	\$1,061	138%
Apr-23	3	2	8	0.5	\$792,666	\$1,325,000	\$1,478,875	21	\$857	\$1,047	123%
Mar-23	7	3	8	1.9	\$1,089,177	\$1,450,000	\$1,451,250	9	\$733	\$1,040	138%
Feb-23	1	6	3	0.4	\$1,015,500	\$1,270,000	\$1,460,000	7	\$881	\$842	102%
Dec-22	1	0	4	0.3	\$1,399,000	\$1,300,000	\$1,292,900	18	\$1,387	\$1,024	126%
Nov-22	3	2	1	0.7	\$1,034,500	\$950,000	\$950,000	12	\$870	\$791	106%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Nov-23	5	400%	\$1,029,209	-0.511%	\$1,490,000	56.8%	\$1,525,800	60.6%	12	0%	121%
Nov-22	1	-92.3%	\$1,034,500	-16.8%	\$950,000	-44.6%	\$950,000	-43.6%	12	-14.3%	106%
Nov-21	13	117%	\$1,243,314	22.2%	\$1,715,000	63.3%	\$1,683,538	50.8%	14	16.7%	129%

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	0	0	0	0	0
\$500-599K	0	0	0	0	0
\$600-699K	0	0	1	1	2
\$700-799K	0	1	0	2	3
\$800-899K	3	2	3	8	6
\$900-999K	3	5	7	5	12
\$1-1.299M	17	19	24	18	30
\$1.3-1.699M	17	28	34	17	20
\$1.7-1.999M	4	9	18	8	1
\$2-2.999M	11	7	12	1	2
>3M	1	0	0	0	0
Total	56	71	99	60	76

Presented by:

Market Activity Summary:

- Inventory: 94 units were listed for sale as of the last day of November - approximately 1.3 months of inventory.
- Sales Activity: 62 units were sold during November
- Median Sales Price: \$630,000 during November
- Average price per sq.ft. in November was \$336
- Average Days-on-Market (DOM) is approximately 24 days
- Sold over Asking: On average, buyers paid 103% of list price in November



Median Sale Price



Inventory, Pending, Sold



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	92	58	62	1.3	\$621,421	\$630,000	\$638,334	24	\$333	\$336	103%
Oct-23	101	57	84	1.4	\$635,690	\$635,000	\$630,111	27	\$332	\$351	102%
Sep-23	107	81	65	1.5	\$632,284	\$578,000	\$582,023	20	\$330	\$359	103%
Aug-23	115	74	79	1.5	\$607,829	\$650,000	\$645,316	27	\$333	\$330	102%
Jul-23	129	59	69	1.6	\$634,037	\$637,000	\$647,547	16	\$330	\$338	103%
Jun-23	107	57	84	1.4	\$645,195	\$650,000	\$639,961	21	\$320	\$336	103%
May-23	87	60	97	1.1	\$647,935	\$645,000	\$632,737	27	\$322	\$348	102%
Apr-23	83	63	61	1.3	\$652,469	\$660,000	\$624,851	33	\$315	\$323	102%
Mar-23	79	53	87	1.2	\$612,796	\$605,000	\$603,717	41	\$322	\$340	101%
Feb-23	95	66	57	1.3	\$622,689	\$610,000	\$622,804	51	\$321	\$311	99%
Jan-23	107	48	59	1.4	\$680,973	\$605,000	\$599,693	43	\$321	\$321	100%
Dec-22	118	49	108	1.4	\$618,730	\$597,000	\$619,614	44	\$324	\$320	99%
Nov-22	167	81	71	2.3	\$620,857	\$600,000	\$613,619	32	\$327	\$343	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	62	-12.7%	\$621,421	0.0908%	\$630,000	5%	\$638,334	4.03%	24	-25%	103%
Nov-22	71	-45%	\$620,857	-6.69%	\$600,000	-4%	\$613,619	-3.6%	32	68.4%	100%
Nov-21	129	20.6%	\$665,347	19.5%	\$625,000	17.9%	\$636,511	16.8%	19	72.7%	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	125	98	214	511	673
\$500-599K	175	202	345	343	329
\$600-699K	261	297	294	110	69
\$700-799K	133	211	174	29	13
\$800-899K	42	141	76	8	2
\$900-999K	12	41	20	0	0
\$1-1.299M	4	18	5	1	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	752	1009	1128	1002	1086

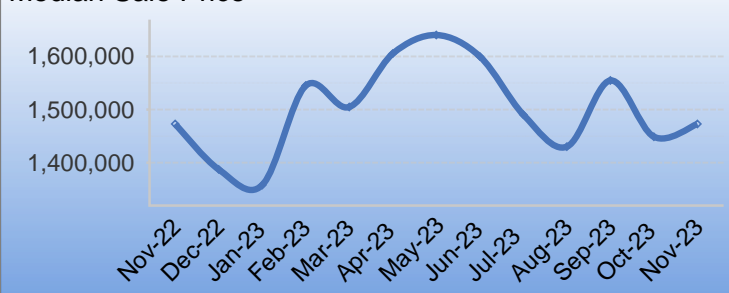
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Market Activity Summary:

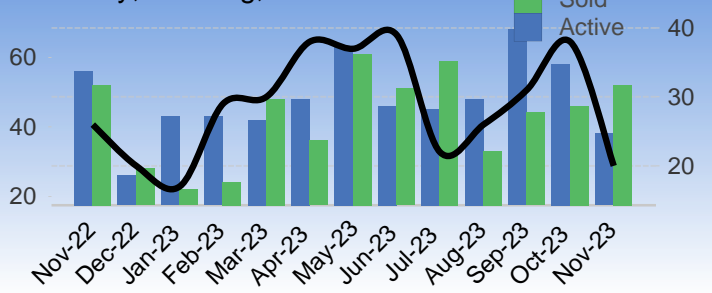
- Inventory: 38 units were listed for sale as of the last day of November - approximately 0.8 months of inventory.
- Sales Activity: 52 units were sold during November
- Median Sales Price: \$1,472,500 during November
- Average price per sq.ft. in November was \$906
- Average Days-on-Market (DOM) is approximately 19 days
- Sold over Asking: On average, buyers paid 118% of list price in November



Median Sale Price



Inventory, Pending, Sold



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	38	20	52	0.8	\$1,340,551	\$1,472,500	\$1,620,055	19	\$789	\$906	118%
Oct-23	58	38	46	1.4	\$1,424,855	\$1,448,500	\$1,517,391	20	\$793	\$917	120%
Sep-23	68	31	44	1.5	\$1,435,603	\$1,555,000	\$1,682,148	19	\$826	\$954	122%
Aug-23	48	26	33	1.0	\$1,386,240	\$1,430,000	\$1,584,963	21	\$792	\$960	117%
Jul-23	45	22	59	0.8	\$1,570,855	\$1,490,000	\$1,496,126	29	\$826	\$884	115%
Jun-23	46	39	51	0.9	\$1,510,326	\$1,600,000	\$1,698,301	17	\$823	\$963	123%
May-23	63	37	61	1.3	\$1,480,564	\$1,640,000	\$1,688,973	17	\$817	\$951	120%
Apr-23	48	38	36	1.4	\$1,540,048	\$1,605,500	\$1,739,194	17	\$824	\$948	118%
Mar-23	42	30	48	1.3	\$1,530,480	\$1,505,000	\$1,610,697	25	\$822	\$933	116%
Feb-23	43	29	24	1.8	\$1,479,509	\$1,545,000	\$1,729,625	29	\$841	\$895	115%
Jan-23	43	17	22	1.3	\$1,575,264	\$1,357,500	\$1,562,886	38	\$867	\$784	107%
Dec-22	26	20	28	0.6	\$1,602,357	\$1,387,000	\$1,524,910	33	\$865	\$892	109%
Nov-22	56	26	52	1.1	\$1,310,451	\$1,472,500	\$1,589,730	19	\$809	\$887	113%

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	52	0%	\$1,340,551	2.3%	\$1,472,500	0%	\$1,620,055	1.91%	19	0%	118%
Nov-22	52	-42.9%	\$1,310,451	-7.84%	\$1,472,500	-8.54%	\$1,589,730	-9.53%	19	11.8%	113%
Nov-21	91	26.4%	\$1,421,890	-6.54%	\$1,610,000	19.3%	\$1,757,250	21.2%	17	6.25%	125%

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	0	0	3	0	0
\$500-599K	5	0	3	6	11
\$600-699K	12	0	0	0	18
\$700-799K	30	12	12	20	46
\$800-899K	53	32	52	59	98
\$900-999K	61	42	81	94	159
\$1-1.299M	269	231	363	360	402
\$1.3-1.699M	367	554	684	463	549
\$1.7-1.999M	197	287	386	120	128
\$2-2.999M	236	400	392	172	155
>3M	50	135	128	33	26
Total	1280	1693	2104	1327	1592

Presented by:

Includes Berkeley and Kensington

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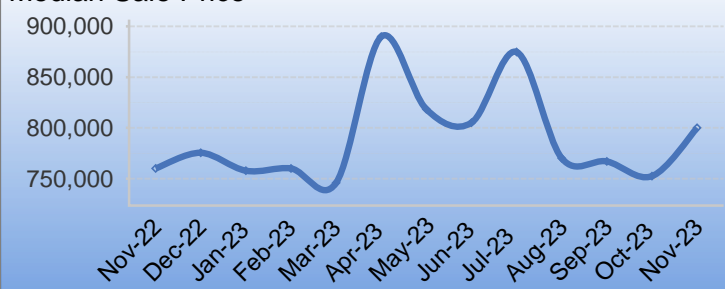
Deemed reliable but not guaranteed

Market Activity Summary:

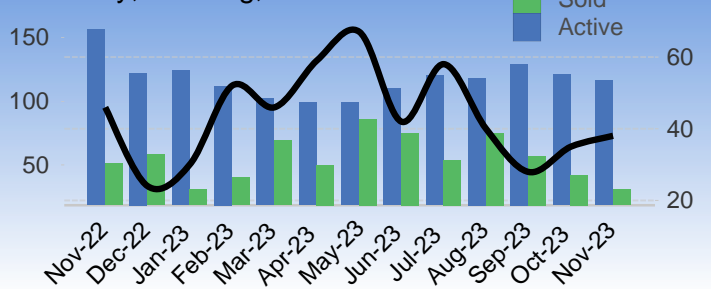
- Inventory: 118 units were listed for sale as of the last day of November - approximately 2.7 months of inventory.
- Sales Activity: 31 units were sold during November
- Median Sales Price: \$800,000 during November
- Average price per sq.ft. in November was \$401
- Average Days-on-Market (DOM) is approximately 36 days
- Sold over Asking: On average, buyers paid 101% of list price in November



Median Sale Price



Inventory, Pending, Sold



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	116	38	31	2.7	\$863,058	\$800,000	\$836,462	36	\$462	\$401	101%
Oct-23	121	35	42	2.1	\$1,046,070	\$752,500	\$832,342	32	\$454	\$400	100%
Sep-23	129	28	57	2.1	\$914,122	\$767,000	\$834,317	23	\$438	\$375	101%
Aug-23	118	40	75	1.8	\$830,652	\$770,000	\$804,066	25	\$440	\$395	100%
Jul-23	120	58	54	1.7	\$869,781	\$874,950	\$896,607	28	\$450	\$367	100%
Jun-23	110	42	75	1.6	\$915,354	\$805,000	\$841,514	34	\$445	\$378	101%
May-23	99	67	86	1.5	\$888,645	\$818,500	\$872,799	33	\$445	\$383	99%
Apr-23	99	59	50	1.9	\$885,611	\$890,000	\$951,771	48	\$449	\$369	98%
Mar-23	102	46	69	2.2	\$909,523	\$746,000	\$804,598	34	\$475	\$362	99%
Feb-23	112	52	40	2.7	\$826,712	\$760,000	\$817,825	43	\$489	\$356	100%
Jan-23	124	30	31	2.7	\$979,342	\$758,000	\$788,572	58	\$472	\$354	96%
Dec-22	122	24	58	2.2	\$1,130,643	\$775,500	\$835,735	51	\$450	\$352	98%
Nov-22	156	46	51	2.8	\$847,973	\$760,000	\$781,969	45	\$418	\$372	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	31	-39.2%	\$863,058	1.78%	\$800,000	5.26%	\$836,462	6.97%	36	-20%	101%
Nov-22	51	-49.5%	\$847,973	0.558%	\$760,000	-8.43%	\$781,969	-8.72%	45	165%	98%
Nov-21	101	-13.7%	\$843,265	3.54%	\$830,000	21.2%	\$856,639	21.3%	17	-19%	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	63	57	153	561	799
\$500-599K	190	247	517	1056	1098
\$600-699K	477	421	803	922	883
\$700-799K	485	651	855	600	467
\$800-899K	353	552	740	343	210
\$900-999K	210	399	513	125	66
\$1-1.299M	273	541	512	125	61
\$1.3-1.699M	96	189	127	30	12
\$1.7-1.999M	17	23	15	1	1
\$2-2.999M	7	16	20	5	4
>3M	2	0	4	1	0
Total	2173	3096	4259	3769	3601

Presented by:

Includes Brentwood, Bethel Island, Byron, and Knightsen

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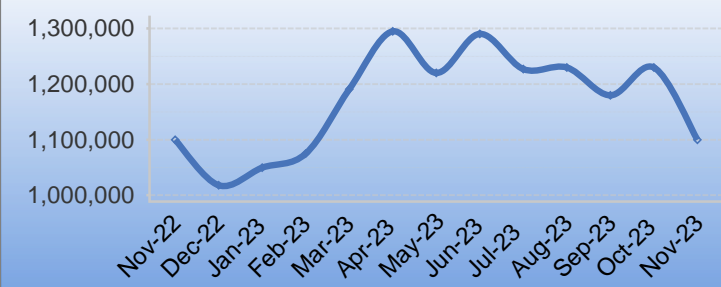
Deemed reliable but not guaranteed

Market Activity Summary:

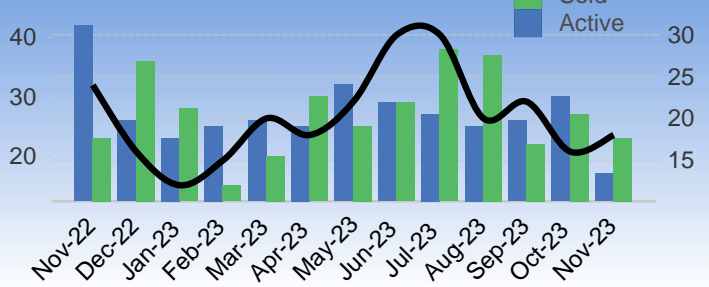
- Inventory: 17 units were listed for sale as of the last day of November - approximately 0.7 months of inventory.
- Sales Activity: 23 units were sold during November
- Median Sales Price: \$1,100,000 during November
- Average price per sq.ft. in November was \$713
- Average Days-on-Market (DOM) is approximately 12 days
- Sold over Asking: On average, buyers paid 102% of list price in November



Median Sale Price



Inventory, Pending, Sold



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	17	18	23	0.7	\$1,178,198	\$1,100,000	\$1,121,077	12	\$676	\$713	102%
Oct-23	30	16	27	1.1	\$1,225,644	\$1,230,000	\$1,304,844	21	\$775	\$682	106%
Sep-23	26	22	22	0.8	\$1,140,672	\$1,180,000	\$1,191,409	16	\$738	\$719	106%
Aug-23	25	20	37	0.7	\$1,292,246	\$1,230,000	\$1,254,339	32	\$758	\$691	105%
Jul-23	27	30	38	0.9	\$1,277,646	\$1,227,000	\$1,266,623	11	\$739	\$679	107%
Jun-23	29	30	29	1.0	\$1,232,275	\$1,290,000	\$1,331,741	28	\$742	\$691	105%
May-23	32	22	25	1.3	\$1,353,771	\$1,220,000	\$1,303,720	24	\$696	\$632	104%
Apr-23	25	18	30	1.2	\$1,414,357	\$1,295,000	\$1,294,653	24	\$743	\$655	105%
Mar-23	26	20	20	1.3	\$1,315,526	\$1,191,000	\$1,276,900	20	\$687	\$623	105%
Feb-23	25	15	15	1.0	\$1,208,343	\$1,075,000	\$1,121,366	36	\$746	\$690	101%
Jan-23	23	12	28	0.8	\$1,429,541	\$1,050,000	\$1,165,696	32	\$698	\$650	98%
Dec-22	26	16	36	0.9	\$1,126,050	\$1,018,000	\$1,110,749	32	\$769	\$679	102%
Nov-22	42	24	23	1.3	\$1,070,497	\$1,100,000	\$1,150,864	28	\$747	\$643	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	23	0%	\$1,178,198	10.1%	\$1,100,000	0%	\$1,121,077	-2.59%	12	-57.1%	102%
Nov-22	23	-51.1%	\$1,070,497	-5.94%	\$1,100,000	-15.8%	\$1,150,864	-11%	28	115%	99%
Nov-21	47	-11.3%	\$1,138,083	4.25%	\$1,306,000	26.8%	\$1,293,781	21%	13	8.33%	112%

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	0	1
\$500-599K	0	0	0	4	9
\$600-699K	4	5	4	30	60
\$700-799K	8	15	24	64	67
\$800-899K	27	32	49	80	87
\$900-999K	43	41	52	67	52
\$1-1.299M	81	107	150	142	100
\$1.3-1.699M	83	136	152	36	22
\$1.7-1.999M	17	31	27	5	2
\$2-2.999M	6	19	16	1	2
>3M	2	0	2	0	0
Total	272	386	476	429	402

Presented by:

Market Activity Summary:

- Inventory: 6 units were listed for sale as of the last day of November - approximately 0.5 months of inventory.
- Sales Activity: 5 units were sold during November
- Median Sales Price: \$934,000 during November
- Average price per sq.ft. in November was \$511
- Average Days-on-Market (DOM) is approximately 13 days
- Sold over Asking: On average, buyers paid 103% of list price in November



Median Sale Price



Inventory, Pending, Sold



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	4	5	0.5	\$1,246,833	\$934,000	\$1,071,800	13	\$517	\$511	103%
Oct-23	11	4	11	0.8	\$1,311,041	\$1,050,000	\$1,118,090	30	\$494	\$462	98%
Sep-23	8	8	19	0.6	\$1,066,575	\$1,040,000	\$1,094,704	17	\$528	\$502	101%
Aug-23	11	13	11	0.8	\$1,040,627	\$1,120,000	\$1,139,363	17	\$451	\$533	104%
Jul-23	20	11	16	1.4	\$1,134,077	\$1,337,793	\$1,332,955	37	\$505	\$513	99%
Jun-23	14	12	12	1.2	\$1,195,678	\$1,270,000	\$1,300,241	20	\$515	\$548	102%
May-23	14	10	14	1.7	\$1,308,928	\$1,062,500	\$1,101,135	20	\$518	\$580	106%
Apr-23	17	13	9	2.3	\$1,234,847	\$1,215,000	\$1,177,021	16	\$540	\$569	111%
Mar-23	15	8	9	2.4	\$1,146,857	\$1,221,000	\$1,175,444	19	\$513	\$528	103%
Feb-23	9	7	4	1.8	\$1,203,414	\$1,200,050	\$1,147,525	79	\$528	\$573	106%
Jan-23	12	3	6	1.9	\$1,319,557	\$1,055,000	\$1,121,666	32	\$546	\$496	99%
Dec-22	11	5	5	1.4	\$1,087,933	\$1,090,000	\$1,140,200	38	\$562	\$491	102%
Nov-22	18	3	8	1.7	\$1,212,362	\$1,015,000	\$1,010,875	34	\$544	\$493	99%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Nov-23	5	-37.5%	\$1,246,833	2.84%	\$934,000	-7.98%	\$1,071,800	6.03%	13	-61.8%	103%
Nov-22	8	-42.9%	\$1,212,362	21.2%	\$1,015,000	-13.1%	\$1,010,875	-21.3%	34	162%	99%
Nov-21	14	-22.2%	\$1,000,000	-14.4%	\$1,167,500	29%	\$1,285,214	41.6%	13	30%	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	0	0	0	0	0
\$500-599K	0	0	0	1	9
\$600-699K	0	0	3	7	15
\$700-799K	5	6	8	26	23
\$800-899K	9	14	14	29	36
\$900-999K	16	16	28	36	22
\$1-1.299M	44	45	66	21	26
\$1.3-1.699M	33	47	33	5	3
\$1.7-1.999M	1	6	0	0	0
\$2-2.999M	0	1	1	0	0
>3M	0	0	0	0	0
Total	108	135	153	125	134

Presented by:

Concord: Detached Single-Family Homes

November 2023

Market Activity Summary:

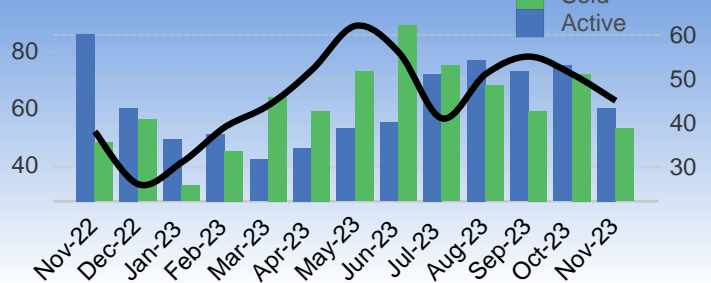
- Inventory: 60 units were listed for sale as of the last day of November - approximately 1.0 months of inventory.
- Sales Activity: 53 units were sold during November
- Median Sales Price: \$780,000 during November
- Average price per sq.ft. in November was \$529
- Average Days-on-Market (DOM) is approximately 16 days
- Sold over Asking: On average, buyers paid 103% of list price in November



Median Sale Price



Inventory, Pending, Sold



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	60	45	53	1.0	\$811,563	\$780,000	\$816,279	16	\$512	\$529	103%
Oct-23	75	51	72	1.1	\$842,082	\$802,000	\$870,814	23	\$511	\$517	103%
Sep-23	73	55	59	1.1	\$830,308	\$815,000	\$891,059	14	\$519	\$562	102%
Aug-23	77	51	68	1.0	\$853,273	\$814,500	\$839,660	15	\$531	\$534	103%
Jul-23	72	41	75	0.9	\$840,472	\$835,000	\$845,147	15	\$518	\$532	102%
Jun-23	55	56	89	0.8	\$829,109	\$840,000	\$865,809	14	\$500	\$541	104%
May-23	53	62	73	0.8	\$870,855	\$840,000	\$873,339	13	\$517	\$527	104%
Apr-23	46	52	59	0.9	\$857,556	\$775,000	\$840,317	14	\$504	\$551	104%
Mar-23	42	44	64	1.0	\$848,600	\$792,500	\$822,976	22	\$508	\$554	102%
Feb-23	51	39	45	1.2	\$815,075	\$810,000	\$820,856	42	\$548	\$515	100%
Jan-23	49	31	33	1.2	\$841,819	\$800,000	\$816,060	47	\$510	\$494	99%
Dec-22	60	26	56	1.1	\$830,296	\$797,000	\$794,634	33	\$511	\$492	99%
Nov-22	86	38	48	1.3	\$798,021	\$762,500	\$807,687	32	\$528	\$508	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	53	10.4%	\$811,563	1.7%	\$780,000	2.3%	\$816,279	1.06%	16	-50%	103%
Nov-22	48	-58.3%	\$798,021	-4.55%	\$762,500	-5.86%	\$807,687	-2.62%	32	113%	99%
Nov-21	115	-6.5%	\$836,025	16%	\$810,000	14.4%	\$829,430	11.8%	15	15.4%	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	26	20	22	86	236
\$500-599K	82	74	104	353	547
\$600-699K	174	240	425	551	625
\$700-799K	313	320	536	462	361
\$800-899K	289	384	532	257	162
\$900-999K	188	256	334	146	62
\$1-1.299M	216	337	366	119	86
\$1.3-1.699M	91	195	147	17	11
\$1.7-1.999M	3	28	0	0	0
\$2-2.999M	4	1	1	0	0
>3M	0	0	2	0	0
Total	1386	1855	2469	1991	2090

Presented by:

Danville: Detached Single-Family Homes

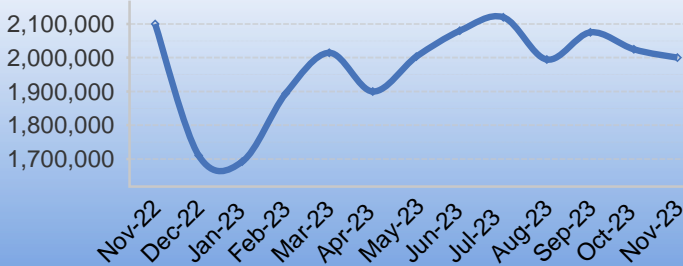
November 2023

Market Activity Summary:

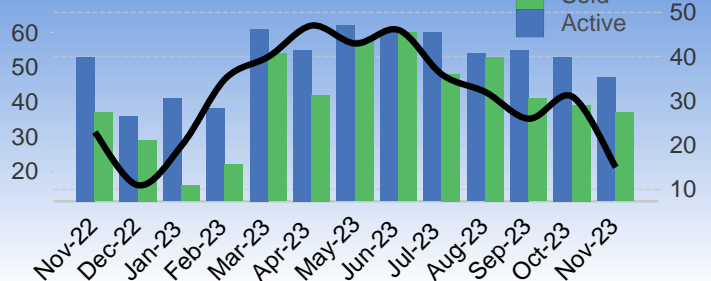
- Inventory: 48 units were listed for sale as of the last day of November - approximately 1.2 months of inventory.
- Sales Activity: 37 units were sold during November
- Median Sales Price: \$2,000,000 during November
- Average price per sq.ft. in November was \$786
- Average Days-on-Market (DOM) is approximately 23 days
- Sold over Asking: On average, buyers paid 100% of list price in November



Median Sale Price



Inventory, Pending, Sold



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	47	15	37	1.2	\$2,208,747	\$2,000,000	\$2,003,246	23	\$836	\$786	100%
Oct-23	53	31	39	1.2	\$2,693,344	\$2,025,000	\$2,270,760	24	\$818	\$796	100%
Sep-23	55	26	41	1.2	\$2,310,075	\$2,075,000	\$2,128,000	15	\$824	\$804	102%
Aug-23	54	32	53	1.0	\$2,867,758	\$1,995,000	\$2,189,937	19	\$809	\$788	100%
Jul-23	60	36	48	1.1	\$2,445,371	\$2,120,000	\$2,155,854	12	\$817	\$789	102%
Jun-23	60	46	60	1.1	\$2,447,373	\$2,080,000	\$2,348,896	16	\$797	\$796	100%
May-23	62	43	58	1.2	\$2,361,385	\$2,003,750	\$2,141,256	17	\$784	\$768	101%
Apr-23	55	47	42	1.4	\$2,252,354	\$1,900,000	\$2,045,366	16	\$800	\$768	101%
Mar-23	61	40	54	2.0	\$2,240,569	\$2,015,000	\$2,093,356	30	\$797	\$754	99%
Feb-23	38	35	22	1.7	\$2,454,783	\$1,894,000	\$1,876,547	30	\$819	\$738	99%
Jan-23	41	20	16	1.5	\$2,125,006	\$1,692,500	\$2,357,000	27	\$777	\$726	97%
Dec-22	36	11	29	0.9	\$2,217,082	\$1,710,000	\$1,905,409	35	\$791	\$685	96%
Nov-22	53	23	37	1.2	\$2,291,140	\$2,100,000	\$2,113,418	30	\$791	\$719	95%

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	37	0%	\$2,208,747	-3.6%	\$2,000,000	-4.76%	\$2,003,246	-5.21%	23	-23.3%	100%
Nov-22	37	-49.3%	\$2,291,140	19.2%	\$2,100,000	10.1%	\$2,113,418	3.8%	30	173%	95%
Nov-21	73	-33%	\$1,922,795	12.2%	\$1,908,000	18.1%	\$2,036,089	16.8%	11	-15.4%	109%

Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	0	0	0	0	0
\$500-599K	0	0	0	0	0
\$600-699K	0	0	0	0	3
\$700-799K	0	0	0	18	12
\$800-899K	0	4	9	33	66
\$900-999K	3	3	18	82	91
\$1-1.299M	62	45	206	521	615
\$1.3-1.699M	266	261	745	1050	698
\$1.7-1.999M	382	271	690	341	246
\$2-2.999M	627	860	1137	376	231
>3M	178	362	325	91	59
Total	1518	1806	3130	2512	2021

Presented by:

Market Activity Summary:

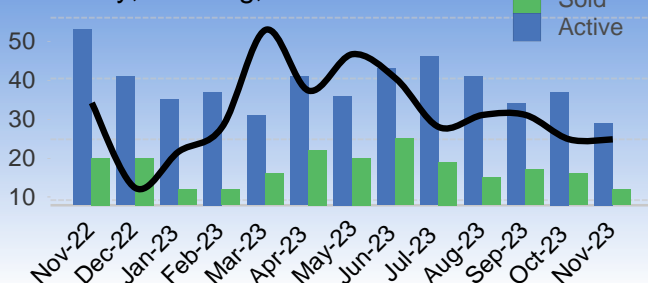
- Inventory: 29 units were listed for sale as of the last day of November - approximately 1.9 months of inventory.
- Sales Activity: 12 units were sold during November
- Median Sales Price: \$781,250 during November
- Average price per sq.ft. in November was \$360
- Average Days-on-Market (DOM) is approximately 49 days
- Sold over Asking: On average, buyers paid 99% of list price in November



Median Sale Price



Inventory, Pending, Sold



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	29	10	12	1.9	\$958,483	\$781,250	\$828,958	49	\$392	\$360	99%
Oct-23	37	10	16	2.3	\$903,371	\$867,500	\$980,170	71	\$374	\$363	97%
Sep-23	34	12	17	2.1	\$909,280	\$827,000	\$961,323	41	\$379	\$372	98%
Aug-23	41	12	15	2.2	\$982,975	\$815,000	\$909,466	24	\$391	\$377	100%
Jul-23	46	11	19	2.3	\$1,000,173	\$900,000	\$1,064,578	25	\$401	\$376	100%
Jun-23	43	15	25	1.9	\$988,767	\$785,000	\$869,220	21	\$414	\$366	100%
May-23	36	17	20	1.9	\$1,016,314	\$876,750	\$979,463	26	\$430	\$380	99%
Apr-23	41	14	22	2.5	\$979,289	\$844,000	\$892,242	39	\$433	\$364	99%
Mar-23	31	19	16	2.4	\$1,074,619	\$800,000	\$962,625	54	\$460	\$341	96%
Feb-23	37	11	12	2.6	\$1,106,056	\$730,000	\$949,916	68	\$446	\$286	98%
Jan-23	35	9	12	2.1	\$1,146,606	\$750,000	\$974,000	51	\$415	\$330	98%
Dec-22	41	6	20	2.1	\$1,281,589	\$725,000	\$850,300	46	\$394	\$355	98%
Nov-22	53	13	20	2.6	\$858,009	\$892,500	\$987,665	53	\$373	\$350	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	12	-40%	\$958,483	11.7%	\$781,250	-12.5%	\$828,958	-16.1%	49	-7.55%	99%
Nov-22	20	-39.4%	\$858,009	-2.78%	\$892,500	7.53%	\$987,665	12.7%	53	130%	98%
Nov-21	33	-15.4%	\$882,561	19.4%	\$830,000	21.2%	\$876,237	16.6%	23	15%	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	0	1	5	25	41
\$500-599K	2	5	27	100	124
\$600-699K	30	26	65	119	85
\$700-799K	45	75	95	41	35
\$800-899K	35	51	76	34	11
\$900-999K	15	25	33	14	7
\$1-1.299M	25	30	54	20	5
\$1.3-1.699M	8	23	25	10	3
\$1.7-1.999M	5	4	3	1	1
\$2-2.999M	4	4	3	3	1
>3M	2	0	1	1	0
Total	171	244	387	368	313

Presented by:

Market Activity Summary:

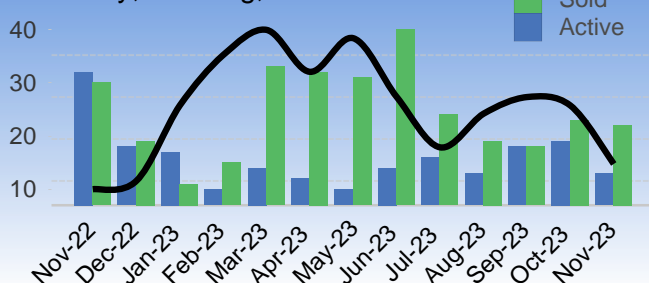
- Inventory: 13 units were listed for sale as of the last day of November - approximately 0.6 months of inventory.
- Sales Activity: 22 units were sold during November
- Median Sales Price: \$1,715,000 during November
- Average price per sq.ft. in November was \$697
- Average Days-on-Market (DOM) is approximately 20 days
- Sold over Asking: On average, buyers paid 101% of list price in November



Median Sale Price



Inventory, Pending, Sold



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	13	12	22	0.6	\$1,604,292	\$1,715,000	\$1,776,368	20	\$752	\$697	101%
Oct-23	19	19	23	1.0	\$1,752,231	\$1,600,000	\$1,756,573	14	\$752	\$757	102%
Sep-23	18	20	18	0.9	\$1,741,730	\$1,752,500	\$1,867,583	13	\$708	\$778	103%
Aug-23	13	18	19	0.5	\$1,932,225	\$2,100,000	\$2,093,888	10	\$693	\$802	104%
Jul-23	16	14	24	0.5	\$2,048,621	\$1,517,500	\$1,728,666	10	\$737	\$822	108%
Jun-23	14	20	40	0.4	\$1,687,972	\$1,690,003	\$1,756,750	8	\$727	\$756	107%
May-23	10	27	31	0.3	\$1,687,744	\$1,540,000	\$1,677,828	8	\$756	\$764	105%
Apr-23	12	23	32	0.5	\$1,708,473	\$1,535,000	\$1,636,809	14	\$740	\$741	103%
Mar-23	14	28	33	0.8	\$1,650,356	\$1,457,000	\$1,653,130	29	\$728	\$720	102%
Feb-23	10	25	15	0.7	\$1,558,304	\$1,420,000	\$1,552,042	18	\$703	\$727	104%
Jan-23	17	19	11	0.9	\$1,792,059	\$1,350,000	\$1,491,808	69	\$699	\$734	96%
Dec-22	18	10	19	0.7	\$1,960,910	\$1,360,000	\$1,412,105	36	\$675	\$655	97%
Nov-22	32	9	30	1.0	\$1,815,342	\$1,192,500	\$1,354,330	37	\$710	\$713	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	22	-26.7%	\$1,604,292	-11.6%	\$1,715,000	43.8%	\$1,776,368	31.2%	20	-45.9%	101%
Nov-22	30	11.1%	\$1,815,342	23.8%	\$1,192,500	-14.8%	\$1,354,330	-12.9%	37	363%	97%
Nov-21	27	-57.8%	\$1,466,523	15.3%	\$1,400,000	19.9%	\$1,555,670	23.9%	8	0%	111%

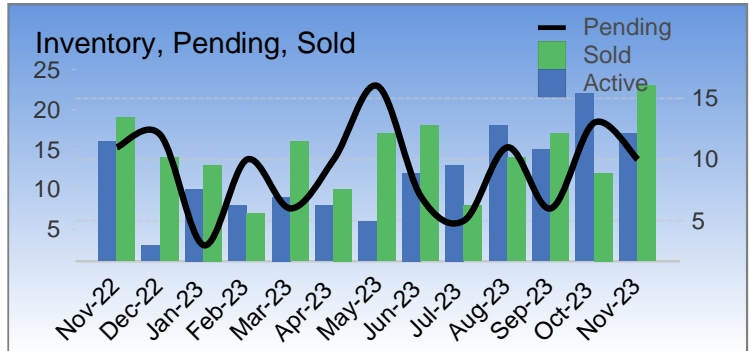
Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	0	0	0	0	0
\$500-599K	0	0	0	0	0
\$600-699K	0	0	0	0	3
\$700-799K	0	1	0	11	38
\$800-899K	0	3	7	49	74
\$900-999K	4	13	19	64	57
\$1-1.299M	47	58	136	175	172
\$1.3-1.699M	94	132	194	92	75
\$1.7-1.999M	40	70	85	14	9
\$2-2.999M	70	81	80	6	3
>3M	4	10	3	0	0
Total	259	368	524	411	431

Presented by:

Market Activity Summary:

- Inventory: 17 units were listed for sale as of the last day of November - approximately 1.0 months of inventory.
- Sales Activity: 23 units were sold during November
- Median Sales Price: \$1,105,000 during November
- Average price per sq.ft. in November was \$773
- Average Days-on-Market (DOM) is approximately 17 days
- Sold over Asking: On average, buyers paid 115% 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	17	10	23	1.0	\$929,993	\$1,105,000	\$1,207,977	17	\$654	\$773	115%
Oct-23	22	13	12	1.5	\$1,137,281	\$1,087,500	\$1,131,666	22	\$635	\$880	119%
Sep-23	15	6	17	1.2	\$1,068,076	\$941,500	\$1,119,529	21	\$604	\$835	121%
Aug-23	18	11	14	1.4	\$955,878	\$910,000	\$1,101,829	26	\$665	\$818	109%
Jul-23	13	5	8	0.9	\$955,800	\$1,392,500	\$1,324,250	11	\$731	\$782	125%
Jun-23	12	7	18	0.8	\$1,027,438	\$1,237,500	\$1,243,555	13	\$767	\$815	118%
May-23	6	16	17	0.5	\$1,158,815	\$1,210,000	\$1,269,382	19	\$566	\$786	117%
Apr-23	8	10	10	0.7	\$1,023,666	\$1,100,000	\$1,113,500	22	\$599	\$843	113%
Mar-23	9	6	16	0.9	\$1,013,569	\$1,155,000	\$1,198,750	29	\$596	\$739	110%
Feb-23	8	10	7	0.8	\$1,151,431	\$1,400,000	\$1,387,857	11	\$643	\$762	112%
Jan-23	10	3	13	0.7	\$1,075,307	\$920,000	\$1,090,769	40	\$680	\$707	106%
Dec-22	3	12	14	0.2	\$1,298,269	\$1,079,000	\$1,116,642	28	\$604	\$717	108%
Nov-22	16	11	19	0.9	\$1,023,000	\$1,236,000	\$1,213,684	18	\$691	\$701	109%

Market Trends

Month	Sold	% Change	Avg List Price	% Change	Med Sale Price	% Change	Avg Sale Price	%Change	Average DOM	% Change	Sale Price / List Price
Nov-23	23	21.1%	\$929,993	-9.09%	\$1,105,000	-10.6%	\$1,207,977	-0.47%	17	-5.56%	115%
Nov-22	19	-38.7%	\$1,023,000	-7.68%	\$1,236,000	5.64%	\$1,213,684	-5.18%	18	20%	109%
Nov-21	31	107%	\$1,108,133	13%	\$1,170,000	3.54%	\$1,280,038	10.8%	15	25%	118%

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	0	1	1	2	1
\$500-599K	1	0	1	1	1
\$600-699K	2	2	2	4	13
\$700-799K	11	3	7	15	23
\$800-899K	18	13	14	25	35
\$900-999K	17	14	12	36	19
\$1-1.299M	45	52	74	45	50
\$1.3-1.699M	45	55	74	23	21
\$1.7-1.999M	6	27	20	5	1
\$2-2.999M	2	6	5	1	1
>3M	1	1	0	1	0
Total	148	174	210	158	165

Presented by:

Market Activity Summary:

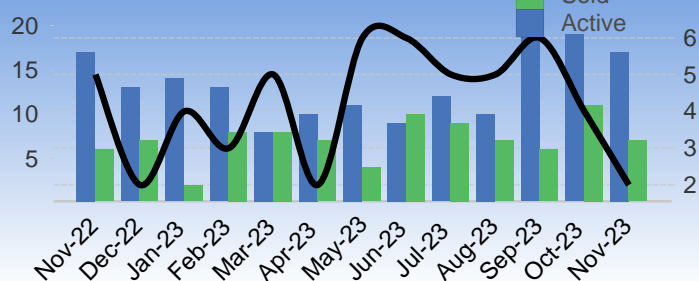
- Inventory: 18 units were listed for sale as of the last day of November - approximately 2.3 months of inventory.
- Sales Activity: 7 units were sold during November
- Median Sales Price: \$716,000 during November
- Average price per sq.ft. in November was \$504
- Average Days-on-Market (DOM) is approximately 28 days
- Sold over Asking: On average, buyers paid 108% of list price in November



Median Sale Price



Inventory, Pending, Sold



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	17	2	7	2.3	\$676,999	\$716,000	\$806,428	28	\$582	\$504	108%
Oct-23	19	4	11	2.5	\$772,402	\$749,000	\$800,454	24	\$548	\$521	105%
Sep-23	20	6	6	2.9	\$871,736	\$735,000	\$745,083	36	\$513	\$555	103%
Aug-23	10	5	7	1.2	\$910,610	\$740,000	\$775,714	24	\$512	\$578	103%
Jul-23	12	5	9	1.6	\$839,680	\$750,000	\$718,111	43	\$544	\$478	100%
Jun-23	9	6	10	1.3	\$771,493	\$894,000	\$883,488	27	\$468	\$470	105%
May-23	11	6	4	2.1	\$765,480	\$840,000	\$765,750	18	\$465	\$429	103%
Apr-23	10	2	7	1.3	\$903,833	\$610,000	\$682,285	37	\$439	\$462	106%
Mar-23	8	5	8	1.5	\$674,625	\$837,500	\$811,875	45	\$422	\$416	99%
Feb-23	13	3	8	2.8	\$662,690	\$707,109	\$729,422	40	\$439	\$499	100%
Jan-23	14	4	2	3.0	\$781,111	\$730,000	\$730,000	15	\$412	\$545	98%
Dec-22	13	2	7	2.1	\$862,222	\$740,000	\$717,000	51	\$466	\$436	97%
Nov-22	17	5	6	2.6	\$799,139	\$867,000	\$844,833	30	\$459	\$417	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%	\$676,999	-15.3%	\$716,000	-17.4%	\$806,428	-4.55%	28	-6.67%	108%
Nov-22	6	-53.8%	\$799,139	8.43%	\$867,000	15.6%	\$844,833	7.78%	30	131%	100%
Nov-21	13	-13.3%	\$736,993	12.8%	\$750,000	10.3%	\$783,876	19.3%	13	-27.8%	110%

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	5	4	25	24
\$500-599K	9	1	7	21	42
\$600-699K	15	21	33	36	28
\$700-799K	18	16	31	25	17
\$800-899K	13	27	23	4	6
\$900-999K	11	15	13	3	3
\$1-1.299M	8	5	12	0	2
\$1.3-1.699M	0	0	0	0	2
\$1.7-1.999M	0	2	0	0	0
\$2-2.999M	0	0	0	0	0
>3M	0	0	0	0	0
Total	77	92	123	114	124

Presented by:

Market Activity Summary:

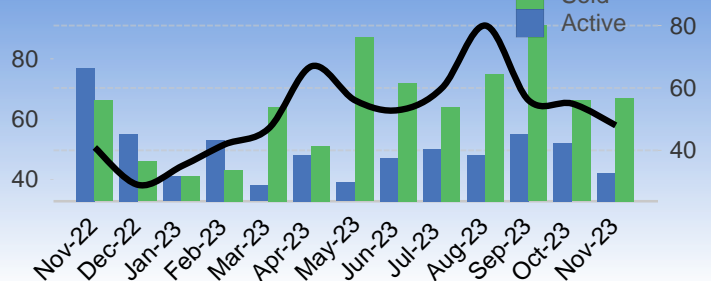
- Inventory: 42 units were listed for sale as of the last day of November - approximately 0.6 months of inventory.
- Sales Activity: 67 units were sold during November
- Median Sales Price: \$1,515,000 during November
- Average price per sq.ft. in November was \$999
- Average Days-on-Market (DOM) is approximately 15 days
- Sold over Asking: On average, buyers paid 105% of list price in November



Median Sale Price



Inventory, Pending, Sold



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	42	48	67	0.6	\$1,530,623	\$1,515,000	\$1,679,746	15	\$921	\$999	105%
Oct-23	52	55	66	0.7	\$1,666,883	\$1,710,000	\$1,868,206	14	\$935	\$1,002	106%
Sep-23	55	56	91	0.8	\$1,785,302	\$1,675,000	\$1,856,417	12	\$1,002	\$976	107%
Aug-23	48	80	75	0.7	\$1,758,706	\$1,611,700	\$1,713,447	15	\$990	\$992	108%
Jul-23	50	60	64	0.7	\$1,624,973	\$1,623,000	\$1,755,139	12	\$973	\$997	106%
Jun-23	47	53	72	0.7	\$1,690,614	\$1,640,500	\$1,901,673	13	\$1,049	\$998	107%
May-23	39	56	87	0.6	\$1,866,211	\$1,601,000	\$1,735,716	13	\$1,083	\$996	108%
Apr-23	48	67	51	0.9	\$1,736,923	\$1,480,000	\$1,571,180	13	\$963	\$950	106%
Mar-23	38	47	64	0.8	\$1,637,178	\$1,510,000	\$1,661,382	19	\$906	\$944	104%
Feb-23	53	42	43	1.2	\$1,607,679	\$1,460,000	\$1,488,967	31	\$907	\$903	101%
Jan-23	41	35	41	0.8	\$1,767,250	\$1,300,000	\$1,521,088	27	\$881	\$909	99%
Dec-22	55	29	46	0.9	\$1,509,346	\$1,380,000	\$1,538,569	23	\$894	\$894	97%
Nov-22	77	41	66	0.9	\$1,544,882	\$1,437,500	\$1,539,913	26	\$885	\$902	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	67	1.52%	\$1,530,623	-0.923%	\$1,515,000	5.39%	\$1,679,746	9.08%	15	-42.3%	105%
Nov-22	66	-45%	\$1,544,882	0.857%	\$1,437,500	-3.6%	\$1,539,913	-7.96%	26	160%	98%
Nov-21	120	18.8%	\$1,531,751	5.69%	\$1,491,250	19.3%	\$1,673,126	29.1%	10	-47.4%	111%

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	0	0	0	0	0
\$500-599K	0	0	0	0	2
\$600-699K	1	0	2	2	7
\$700-799K	2	1	4	24	51
\$800-899K	9	5	11	54	109
\$900-999K	21	14	43	98	169
\$1-1.299M	107	134	352	394	424
\$1.3-1.699M	286	392	592	243	210
\$1.7-1.999M	114	196	166	63	56
\$2-2.999M	123	191	185	77	60
>3M	34	54	51	5	6
Total	697	987	1406	960	1094

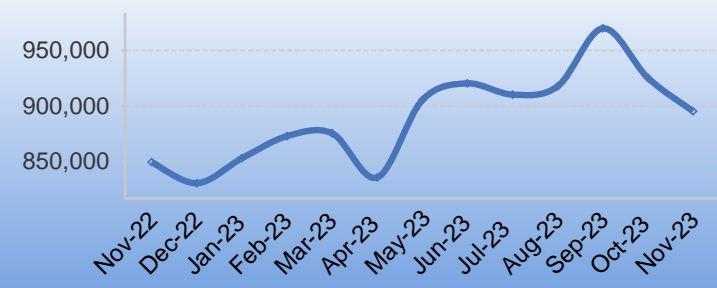
Presented by:

Market Activity Summary:

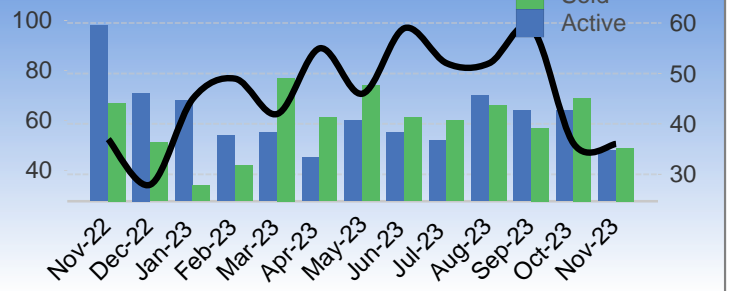
- Inventory: 51 units were listed for sale as of the last day of November - approximately 0.9 months of inventory.
- Sales Activity: 49 units were sold during November
- Median Sales Price: \$895,000 during November
- Average price per sq.ft. in November was \$623
- Average Days-on-Market (DOM) is approximately 18 days
- Sold over Asking: On average, buyers paid 103% of list price in November



Median Sale Price



Inventory, Pending, Sold



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	36	49	0.9	\$1,045,203	\$895,000	\$1,026,313	18	\$645	\$623	103%
Oct-23	64	36	69	1.1	\$1,080,381	\$925,000	\$999,763	18	\$649	\$637	103%
Sep-23	64	59	57	1.1	\$981,257	\$970,000	\$1,069,673	13	\$631	\$642	107%
Aug-23	70	52	66	1.2	\$1,013,572	\$917,500	\$1,030,689	16	\$633	\$654	105%
Jul-23	52	52	60	0.8	\$1,001,666	\$910,000	\$1,041,481	20	\$652	\$640	106%
Jun-23	55	59	61	0.9	\$1,026,260	\$920,000	\$1,014,491	16	\$636	\$656	107%
May-23	60	46	74	0.9	\$1,037,576	\$905,000	\$1,046,190	18	\$636	\$628	105%
Apr-23	45	55	61	0.8	\$994,985	\$835,000	\$948,325	22	\$626	\$649	104%
Mar-23	55	42	77	1.2	\$1,009,967	\$875,000	\$998,734	30	\$674	\$605	103%
Feb-23	54	49	42	1.4	\$962,419	\$872,500	\$955,893	27	\$667	\$611	101%
Jan-23	68	45	34	1.4	\$970,349	\$852,500	\$856,334	40	\$678	\$575	98%
Dec-22	71	28	51	1.4	\$962,633	\$830,000	\$911,635	34	\$646	\$578	99%
Nov-22	98	37	67	1.5	\$1,121,105	\$849,000	\$904,480	35	\$632	\$597	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	49	-26.9%	\$1,045,203	-6.77%	\$895,000	5.42%	\$1,026,313	13.5%	18	-48.6%	103%
Nov-22	67	-23.9%	\$1,121,105	22.5%	\$849,000	-5.93%	\$904,480	-8.27%	35	106%	99%
Nov-21	88	8.64%	\$915,000	2.41%	\$902,500	10.7%	\$985,987	11.9%	17	41.7%	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	1	3	3	18	22
\$500-599K	12	6	7	47	121
\$600-699K	27	39	58	199	309
\$700-799K	100	99	165	183	209
\$800-899K	154	133	200	112	113
\$900-999K	89	101	164	50	28
\$1-1.299M	124	190	171	72	72
\$1.3-1.699M	53	104	80	24	17
\$1.7-1.999M	16	22	20	8	3
\$2-2.999M	16	19	12	1	0
>3M	0	0	0	0	0
Total	592	716	880	714	894

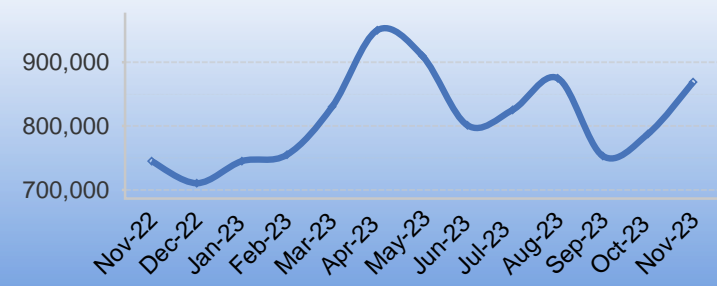
Presented by:

Market Activity Summary:

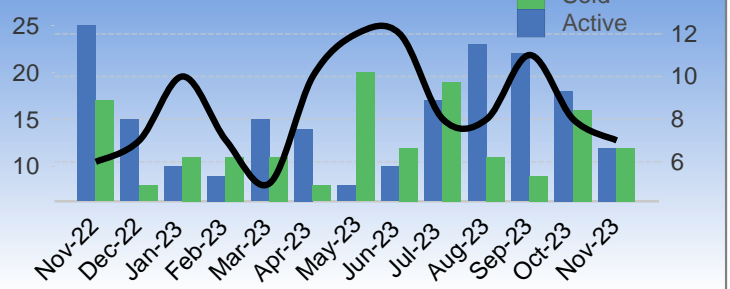
- Inventory: 13 units were listed for sale as of the last day of November - approximately 1.1 months of inventory.
- Sales Activity: 12 units were sold during November
- Median Sales Price: \$869,033 during November
- Average price per sq.ft. in November was \$438
- Average Days-on-Market (DOM) is approximately 37 days
- Sold over Asking: On average, buyers paid 100% of list price in November



Median Sale Price



Inventory, Pending, Sold



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	12	7	12	1.1	\$765,580	\$869,033	\$844,838	37	\$454	\$438	100%
Oct-23	18	8	16	1.7	\$848,708	\$787,500	\$764,312	33	\$464	\$437	105%
Sep-23	22	11	9	1.9	\$774,963	\$753,000	\$768,977	23	\$420	\$467	102%
Aug-23	23	8	11	1.6	\$795,503	\$875,000	\$953,545	28	\$437	\$456	103%
Jul-23	17	8	19	1.1	\$811,510	\$825,000	\$793,894	15	\$454	\$460	106%
Jun-23	10	12	12	1.1	\$813,777	\$801,000	\$805,141	16	\$429	\$462	102%
May-23	8	12	20	0.8	\$729,933	\$910,000	\$838,100	25	\$418	\$425	102%
Apr-23	14	10	8	1.8	\$884,204	\$950,000	\$937,492	44	\$430	\$416	102%
Mar-23	15	5	11	1.4	\$859,585	\$830,000	\$853,409	25	\$439	\$463	102%
Feb-23	9	7	11	1.0	\$800,983	\$755,000	\$751,454	46	\$447	\$412	101%
Jan-23	10	10	11	0.8	\$756,735	\$745,000	\$723,500	28	\$474	\$431	100%
Dec-22	15	7	8	1.1	\$697,158	\$710,500	\$748,625	29	\$464	\$475	100%
Nov-22	25	6	17	1.4	\$835,723	\$745,000	\$752,411	22	\$455	\$456	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	12	-29.4%	\$765,580	-8.39%	\$869,033	16.6%	\$844,838	12.3%	37	68.2%	100%
Nov-22	17	-39.3%	\$835,723	4.25%	\$745,000	-13.4%	\$752,411	-10.4%	22	10%	102%
Nov-21	28	3.7%	\$801,656	21.6%	\$860,000	27.4%	\$840,092	21%	20	42.9%	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	26	16	29	76	102
\$500-599K	36	23	57	128	224
\$600-699K	59	66	114	211	244
\$700-799K	125	135	194	209	152
\$800-899K	96	161	195	90	43
\$900-999K	94	149	139	9	36
\$1-1.299M	60	127	129	16	8
\$1.3-1.699M	4	16	12	3	2
\$1.7-1.999M	0	2	0	0	0
\$2-2.999M	0	0	0	0	0
>3M	0	0	0	0	0
Total	500	695	869	742	811

Presented by:

Includes Hercules and Rodeo

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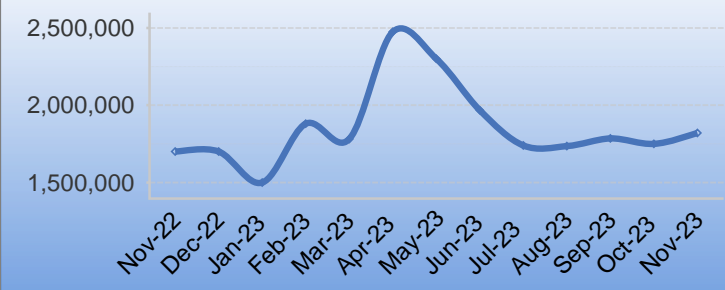
Deemed reliable but not guaranteed

Market Activity Summary:

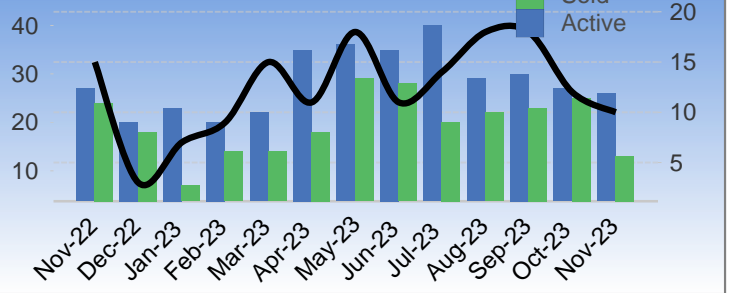
- Inventory: 27 units were listed for sale as of the last day of November - approximately 1.3 months of inventory.
- Sales Activity: 13 units were sold during November
- Median Sales Price: \$1,820,000 during November
- Average price per sq.ft. in November was \$787
- Average Days-on-Market (DOM) is approximately 28 days
- Sold over Asking: On average, buyers paid 100% of list price in November



Median Sale Price



Inventory, Pending, Sold



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	26	10	13	1.3	\$2,531,882	\$1,820,000	\$2,037,538	28	\$868	\$787	100%
Oct-23	27	12	25	1.2	\$2,764,585	\$1,750,000	\$2,006,900	27	\$850	\$809	101%
Sep-23	30	18	23	1.4	\$2,243,392	\$1,785,000	\$1,952,304	33	\$850	\$785	103%
Aug-23	29	18	22	1.2	\$2,578,526	\$1,735,500	\$2,569,845	22	\$804	\$874	103%
Jul-23	40	14	20	1.6	\$2,270,550	\$1,739,600	\$2,074,278	24	\$809	\$850	103%
Jun-23	35	11	28	1.4	\$2,803,139	\$1,967,500	\$2,547,107	26	\$843	\$834	100%
May-23	36	18	29	1.8	\$2,408,410	\$2,300,000	\$2,314,317	21	\$863	\$881	100%
Apr-23	35	11	18	2.3	\$2,845,967	\$2,475,000	\$2,653,500	7	\$839	\$907	106%
Mar-23	22	15	14	1.9	\$2,598,433	\$1,780,758	\$1,983,512	22	\$799	\$869	102%
Feb-23	20	9	14	1.5	\$2,699,875	\$1,880,000	\$2,335,000	16	\$821	\$818	100%
Jan-23	23	7	7	1.4	\$1,872,493	\$1,500,000	\$1,660,571	62	\$826	\$688	97%
Dec-22	20	3	18	1.0	\$1,692,857	\$1,700,000	\$2,032,777	53	\$827	\$766	98%
Nov-22	27	15	24	1.2	\$1,884,714	\$1,700,000	\$2,120,914	18	\$850	\$807	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	-45.8%	\$2,531,882	34.3%	\$1,820,000	7.06%	\$2,037,538	-3.93%	28	55.6%	100%
Nov-22	24	-20%	\$1,884,714	-11.6%	\$1,700,000	-7.98%	\$2,120,914	-5.91%	18	20%	100%
Nov-21	30	-18.9%	\$2,132,230	7.97%	\$1,847,500	-3.02%	\$2,254,166	17.1%	15	-16.7%	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	0	0	0	0	0
\$500-599K	0	0	0	0	1
\$600-699K	0	1	0	0	0
\$700-799K	0	0	0	2	2
\$800-899K	2	1	1	4	1
\$900-999K	2	4	5	7	13
\$1-1.299M	21	18	35	51	49
\$1.3-1.699M	50	55	96	80	73
\$1.7-1.999M	38	57	77	59	34
\$2-2.999M	60	90	117	73	62
>3M	32	75	52	27	15
Total	205	301	383	303	250

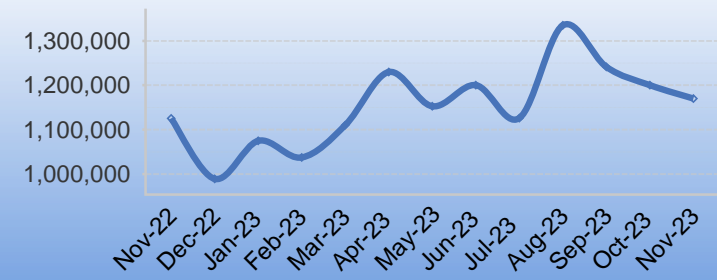
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Market Activity Summary:

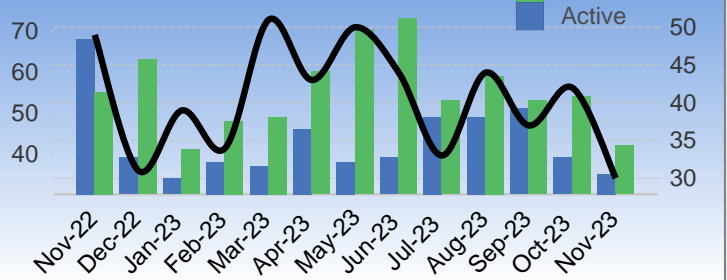
- Inventory: 35 units were listed for sale as of the last day of November - approximately 0.7 months of inventory.
- Sales Activity: 42 units were sold during November
- Median Sales Price: \$1,170,000 during November
- Average price per sq.ft. in November was \$667
- Average Days-on-Market (DOM) is approximately 22 days
- Sold over Asking: On average, buyers paid 101% of list price in November



Median Sale Price



Inventory, Pending, Sold



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	35	30	42	0.7	\$1,404,504	\$1,170,000	\$1,283,128	22	\$731	\$667	101%
Oct-23	39	42	54	0.7	\$1,476,462	\$1,200,000	\$1,278,194	13	\$748	\$704	106%
Sep-23	51	37	53	0.9	\$1,218,997	\$1,241,000	\$1,330,868	13	\$742	\$708	104%
Aug-23	49	44	59	0.8	\$1,247,567	\$1,335,000	\$1,460,703	13	\$724	\$712	106%
Jul-23	49	33	53	0.8	\$1,463,180	\$1,126,000	\$1,272,937	11	\$738	\$735	106%
Jun-23	39	44	73	0.6	\$1,325,676	\$1,200,000	\$1,346,999	10	\$832	\$715	105%
May-23	38	50	70	0.6	\$1,631,853	\$1,152,500	\$1,313,971	14	\$813	\$689	105%
Apr-23	46	43	60	0.9	\$1,295,303	\$1,229,500	\$1,269,671	16	\$672	\$647	104%
Mar-23	37	51	49	0.8	\$1,372,504	\$1,110,101	\$1,227,920	17	\$650	\$697	103%
Feb-23	38	34	48	0.8	\$1,270,957	\$1,037,500	\$1,166,360	21	\$701	\$657	101%
Jan-23	34	39	41	0.7	\$1,173,010	\$1,075,000	\$1,140,704	38	\$720	\$642	99%
Dec-22	39	31	63	0.7	\$1,414,933	\$989,000	\$1,127,803	31	\$736	\$645	98%
Nov-22	68	49	55	1.0	\$1,196,956	\$1,125,000	\$1,237,795	26	\$692	\$631	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	42	-23.6%	\$1,404,504	17.3%	\$1,170,000	4%	\$1,283,128	3.66%	22	-15.4%	101%
Nov-22	55	-49.1%	\$1,196,956	0.218%	\$1,125,000	-3.64%	\$1,237,795	-1.66%	26	136%	99%
Nov-21	108	-10%	\$1,194,352	7.78%	\$1,167,500	25%	\$1,258,681	20.4%	11	10%	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	1	1	0	0	6
\$500-599K	0	1	3	13	22
\$600-699K	2	3	19	85	140
\$700-799K	19	26	50	181	267
\$800-899K	35	48	139	221	143
\$900-999K	79	91	205	128	76
\$1-1.299M	211	297	359	140	130
\$1.3-1.699M	133	218	251	86	74
\$1.7-1.999M	36	66	70	17	9
\$2-2.999M	44	76	59	8	3
>3M	3	8	1	1	4
Total	563	835	1156	880	874

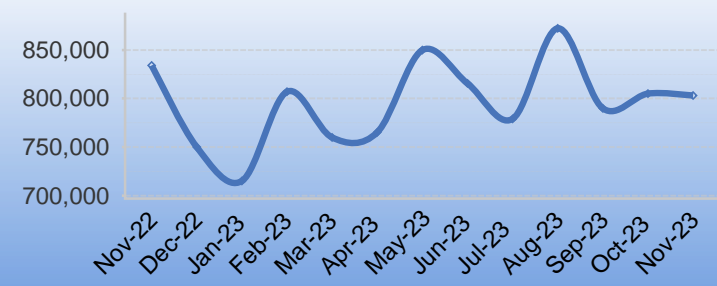
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Market Activity Summary:

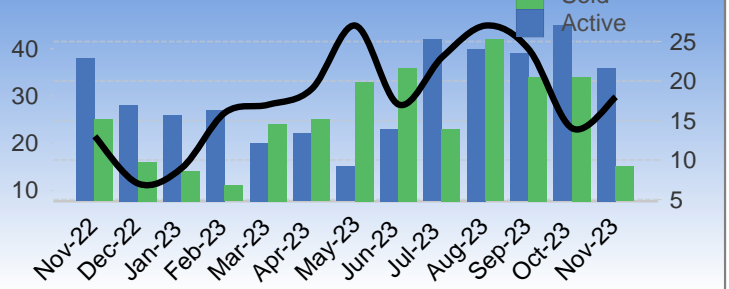
- Inventory: units were listed for sale as of the last day of November - approximately months of inventory.
- Sales Activity: units were sold during November
- Median Sales Price: during November
- Average price per sq.ft. in November was
- Average Days-on-Market (DOM) is approximately days
- Sold over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



Median Sale Price



Inventory, Pending, Sold



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	36	18	15	1.3	\$775,455	\$803,000	\$835,133	22	\$470	\$495	102%
Oct-23	45	14	34	1.2	\$1,024,226	\$805,000	\$907,283	28	\$474	\$532	100%
Sep-23	39	24	34	1.2	\$936,064	\$790,000	\$812,824	14	\$464	\$525	104%
Aug-23	40	27	42	1.2	\$837,128	\$872,500	\$845,756	13	\$485	\$523	101%
Jul-23	42	23	23	1.4	\$845,179	\$779,000	\$906,840	33	\$489	\$496	101%
Jun-23	23	17	36	0.8	\$804,730	\$815,500	\$899,907	19	\$492	\$547	104%
May-23	15	27	33	0.6	\$879,767	\$850,000	\$852,800	21	\$473	\$527	104%
Apr-23	22	19	25	1.2	\$889,266	\$765,250	\$848,357	21	\$544	\$510	100%
Mar-23	20	17	24	1.2	\$909,338	\$760,000	\$751,537	17	\$521	\$508	104%
Feb-23	27	16	11	1.9	\$705,061	\$807,000	\$839,058	27	\$539	\$437	103%
Jan-23	26	9	14	1.4	\$872,727	\$715,000	\$758,563	38	\$508	\$480	99%
Dec-22	28	7	16	1.2	\$722,894	\$749,900	\$809,073	32	\$476	\$506	98%
Nov-22	38	13	25	1.2	\$815,383	\$833,950	\$849,015	34	\$487	\$488	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	15	-40%	\$775,455	-4.9%	\$803,000	-3.71%	\$835,133	-1.64%	22	-35.3%	102%
Nov-22	25	-41.9%	\$815,383	3.49%	\$833,950	4.9%	\$849,015	3.4%	34	143%	98%
Nov-21	43	-8.51%	\$787,858	13.5%	\$795,000	13.2%	\$821,100	11.3%	14	0%	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	63	23	39	88	251
\$500-599K	56	75	111	198	241
\$600-699K	128	174	194	298	287
\$700-799K	165	212	295	213	229
\$800-899K	160	225	271	167	119
\$900-999K	105	165	197	78	48
\$1-1.299M	108	182	219	42	27
\$1.3-1.699M	39	90	75	15	12
\$1.7-1.999M	6	14	6	9	3
\$2-2.999M	9	12	18	0	3
>3M	3	0	0	0	0
Total	842	1172	1425	1108	1220

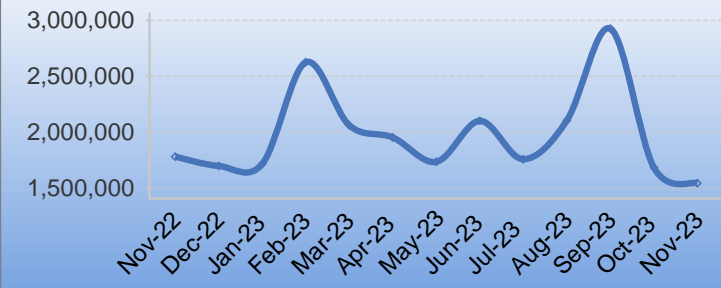
Presented by:

Market Activity Summary:

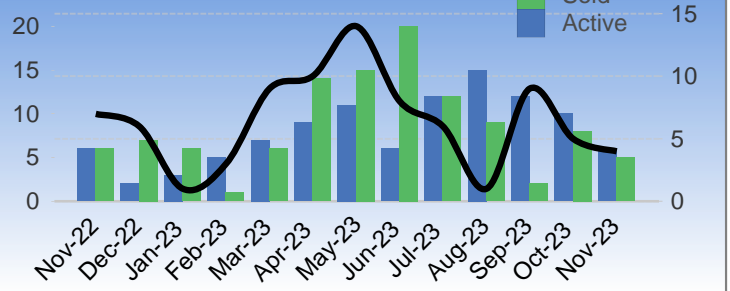
- Inventory: 6 units were listed for sale as of the last day of November - approximately 1.2 months of inventory.
- Sales Activity: 5 units were sold during November
- Median Sales Price: \$1,546,000 during November
- Average price per sq.ft. in November was \$873
- Average Days-on-Market (DOM) is approximately 24 days
- Sold over Asking: On average, buyers paid 105% of list price in November



Median Sale Price



Inventory, Pending, Sold



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	4	5	1.2	\$2,008,450	\$1,546,000	\$1,657,200	24	\$763	\$873	105%
Oct-23	10	5	8	1.6	\$2,003,648	\$1,685,000	\$1,863,125	20	\$796	\$764	100%
Sep-23	12	9	2	1.6	\$1,980,200	\$2,925,000	\$2,925,000	20	\$803	\$848	101%
Aug-23	15	1	9	1.1	\$1,893,788	\$2,105,000	\$2,096,111	21	\$771	\$843	101%
Jul-23	12	6	12	0.8	\$1,995,933	\$1,760,000	\$1,878,083	12	\$825	\$780	103%
Jun-23	6	8	20	0.4	\$1,951,407	\$2,103,000	\$2,149,336	10	\$775	\$868	106%
May-23	11	14	15	0.9	\$1,978,466	\$1,735,000	\$1,854,366	17	\$763	\$879	104%
Apr-23	9	10	14	1.3	\$2,026,731	\$1,952,500	\$2,153,761	9	\$792	\$854	105%
Mar-23	7	9	6	1.8	\$1,908,599	\$2,062,500	\$2,165,000	25	\$788	\$897	107%
Feb-23	5	3	1	1.1	\$2,419,000	\$2,625,000	\$2,625,000	4	\$808	\$845	104%
Jan-23	3	1	6	0.5	\$2,215,000	\$1,715,000	\$1,654,166	49	\$792	\$781	100%
Dec-22	2	6	7	0.3	\$1,564,300	\$1,700,000	\$1,885,514	21	\$888	\$698	97%
Nov-22	6	7	6	0.8	\$1,562,250	\$1,782,500	\$1,975,333	24	\$830	\$824	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	5	-16.7%	\$2,008,450	28.6%	\$1,546,000	-13.3%	\$1,657,200	-16.1%	24	0%	105%
Nov-22	6	-57.1%	\$1,562,250	-8.2%	\$1,782,500	-12.8%	\$1,975,333	2.28%	24	33.3%	102%
Nov-21	14	-33.3%	\$1,701,750	1.04%	\$2,043,500	46%	\$1,931,250	22.1%	18	63.6%	111%

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	0	0	0	0	0
\$500-599K	0	0	1	0	2
\$600-699K	0	1	0	0	1
\$700-799K	0	0	0	4	3
\$800-899K	3	3	1	11	7
\$900-999K	5	4	6	22	26
\$1-1.299M	41	32	88	170	192
\$1.3-1.699M	162	167	311	361	319
\$1.7-1.999M	131	156	308	192	136
\$2-2.999M	240	322	398	203	121
>3M	59	148	113	48	20
Total	641	833	1226	1011	827

Presented by:

Newark: Detached Single-Family Homes

November 2023

Market Activity Summary:

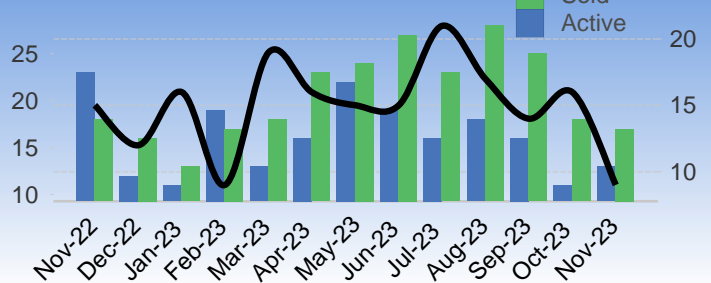
- Inventory: 14 units were listed for sale as of the last day of November - approximately 0.7 months of inventory.
- Sales Activity: 17 units were sold during November
- Median Sales Price: \$1,300,000 during November
- Average price per sq.ft. in November was \$839
- Average Days-on-Market (DOM) is approximately 20 days
- Sold over Asking: On average, buyers paid 102% of list price in November



Median Sale Price



Inventory, Pending, Sold



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	13	9	17	0.7	\$1,272,128	\$1,300,000	\$1,271,071	20	\$747	\$839	102%
Oct-23	11	16	18	0.6	\$1,252,032	\$1,412,775	\$1,411,308	8	\$824	\$775	102%
Sep-23	16	14	25	0.7	\$1,295,694	\$1,310,004	\$1,343,084	16	\$785	\$843	105%
Aug-23	18	17	28	0.7	\$1,276,931	\$1,337,500	\$1,327,321	11	\$757	\$823	107%
Jul-23	16	21	23	0.6	\$1,345,790	\$1,200,000	\$1,275,304	13	\$778	\$810	106%
Jun-23	19	15	27	0.8	\$1,312,599	\$1,360,000	\$1,347,370	19	\$786	\$849	108%
May-23	22	15	24	1.1	\$1,258,079	\$1,300,500	\$1,342,070	11	\$772	\$826	107%
Apr-23	16	16	23	0.9	\$1,278,521	\$1,205,000	\$1,227,821	12	\$791	\$785	105%
Mar-23	13	19	18	0.9	\$1,224,017	\$1,142,500	\$1,207,277	19	\$814	\$780	100%
Feb-23	19	9	17	1.2	\$1,218,601	\$1,155,000	\$1,186,058	19	\$795	\$789	102%
Jan-23	11	16	13	0.7	\$1,259,097	\$1,098,000	\$1,071,589	37	\$837	\$726	96%
Dec-22	12	12	16	0.9	\$1,113,590	\$1,132,500	\$1,189,937	22	\$792	\$701	100%
Nov-22	23	15	18	1.1	\$1,105,342	\$1,125,000	\$1,165,000	33	\$793	\$768	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	17	-5.56%	\$1,272,128	15.1%	\$1,300,000	15.6%	\$1,271,071	9.1%	20	-39.4%	102%
Nov-22	18	-28%	\$1,105,342	-6.17%	\$1,125,000	-13.5%	\$1,165,000	-11.6%	33	94.1%	97%
Nov-21	25	-10.7%	\$1,178,030	5.34%	\$1,300,000	13%	\$1,317,276	12.2%	17	21.4%	109%

Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	0	0	0	0	0
\$500-599K	0	0	1	0	2
\$600-699K	0	0	0	2	12
\$700-799K	6	1	1	20	34
\$800-899K	8	4	16	39	85
\$900-999K	21	15	44	57	62
\$1-1.299M	86	91	174	82	72
\$1.3-1.699M	83	110	120	39	19
\$1.7-1.999M	11	12	19	1	0
\$2-2.999M	7	29	1	0	0
>3M	0	0	0	0	0
Total	222	262	376	240	286

Presented by:

Oakland: Detached Single-Family Homes

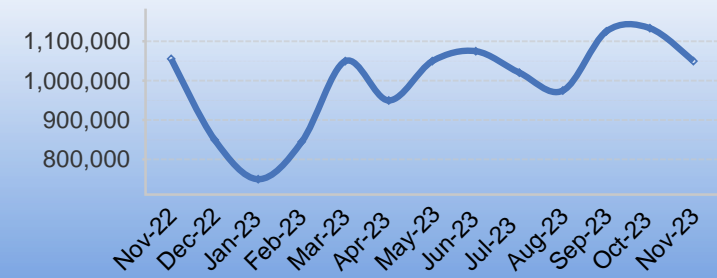
November 2023

Market Activity Summary:

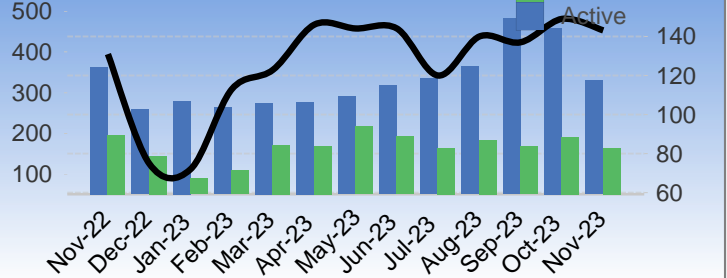
- Inventory: 338 units were listed for sale as of the last day of November - approximately 1.9 months of inventory.
- Sales Activity: 165 units were sold during November
- Median Sales Price: \$1,050,000 during November
- Average price per sq.ft. in November was \$4,437
- Average Days-on-Market (DOM) is approximately 28 days
- Sold over Asking: On average, buyers paid 110% of list price in November



Median Sale Price



Inventory, Pending, Sold



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	330	143	165	1.9	\$977,373	\$1,050,000	\$1,175,920	28	\$568	\$4,437	110%
Oct-23	459	149	191	2.6	\$1,082,506	\$1,133,000	\$1,223,539	23	\$1,956	\$715	112%
Sep-23	482	137	168	2.8	\$1,130,221	\$1,125,000	\$1,241,529	30	\$586	\$707	112%
Aug-23	364	140	184	2.1	\$1,042,350	\$975,000	\$1,134,051	28	\$577	\$656	110%
Jul-23	335	120	165	1.8	\$964,855	\$1,020,000	\$1,193,431	22	\$578	\$682	112%
Jun-23	317	144	193	1.7	\$1,133,679	\$1,075,000	\$1,294,574	21	\$606	\$706	113%
May-23	291	144	217	1.6	\$1,124,034	\$1,050,000	\$1,240,767	29	\$611	\$704	112%
Apr-23	277	146	169	1.9	\$1,212,189	\$950,000	\$1,181,505	29	\$603	\$658	112%
Mar-23	275	123	172	2.3	\$1,150,572	\$1,050,000	\$1,235,865	31	\$603	\$692	111%
Feb-23	264	113	110	2.4	\$1,128,853	\$845,000	\$1,095,526	38	\$587	\$680	108%
Jan-23	279	72	90	2.0	\$1,099,790	\$750,000	\$966,897	38	\$577	\$596	104%
Dec-22	258	75	145	1.5	\$865,475	\$850,000	\$1,030,024	37	\$541	\$630	105%
Nov-22	363	131	196	1.8	\$1,110,955	\$1,055,000	\$1,196,716	28	\$591	\$669	110%

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	165	-15.8%	\$977,373	-12%	\$1,050,000	-0.474%	\$1,175,920	-1.74%	28	0%	110%
Nov-22	196	-31.9%	\$1,110,955	3.83%	\$1,055,000	-4.09%	\$1,196,716	-6.17%	28	27.3%	110%
Nov-21	288	-3.03%	\$1,070,024	11.3%	\$1,100,000	12.8%	\$1,275,382	14.1%	22	29.4%	119%

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	462	342	603	687	1177
\$500-599K	484	541	708	645	783
\$600-699K	460	583	684	543	618
\$700-799K	373	441	631	481	645
\$800-899K	325	432	660	686	603
\$900-999K	322	486	660	444	391
\$1-1.299M	826	1106	1368	1032	985
\$1.3-1.699M	878	1211	1683	980	789
\$1.7-1.999M	364	602	652	271	263
\$2-2.999M	320	633	753	307	281
>3M	128	233	252	89	61
Total	4942	6610	8654	6165	6596

Presented by:



Custom geography for Oakland RES includes Oakland, Emeryville, Piedmont

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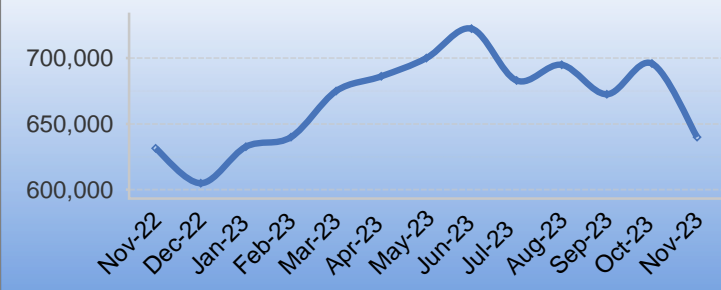
Deemed reliable but not guaranteed

Market Activity Summary:

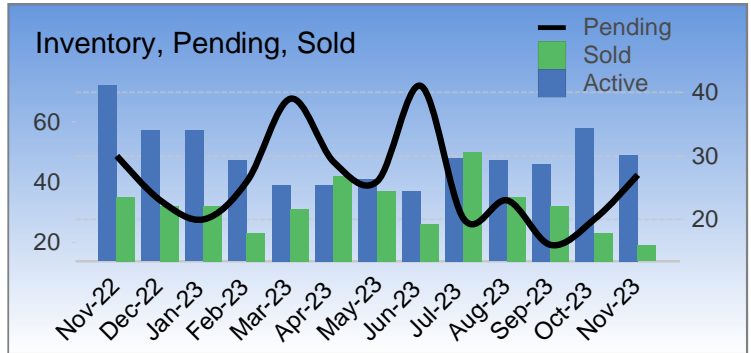
- Inventory: 51 units were listed for sale as of the last day of November - approximately 2.1 months of inventory.
- Sales Activity: 19 units were sold during November
- Median Sales Price: \$640,000 during November
- Average price per sq.ft. in November was \$377
- Average Days-on-Market (DOM) is approximately 24 days
- Sold over Asking: On average, buyers paid 99% of list price in November



Median Sale Price



Inventory, Pending, Sold



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	49	27	19	2.1	\$714,174	\$640,000	\$630,483	24	\$355	\$377	99%
Oct-23	58	20	23	2.0	\$688,136	\$696,000	\$711,084	27	\$357	\$322	100%
Sep-23	46	16	32	1.2	\$705,096	\$672,500	\$685,310	24	\$352	\$349	101%
Aug-23	47	23	35	1.3	\$697,041	\$695,000	\$717,985	20	\$362	\$340	101%
Jul-23	48	20	50	1.3	\$720,915	\$683,000	\$716,132	23	\$366	\$337	101%
Jun-23	37	41	26	1.1	\$715,659	\$722,500	\$766,534	15	\$380	\$377	103%
May-23	41	26	37	1.1	\$753,547	\$700,000	\$706,553	23	\$334	\$344	103%
Apr-23	39	29	42	1.3	\$741,566	\$686,147	\$680,563	36	\$327	\$331	101%
Mar-23	39	39	31	1.4	\$711,768	\$674,990	\$663,161	40	\$369	\$328	99%
Feb-23	47	26	23	1.7	\$702,798	\$640,000	\$646,194	30	\$311	\$341	99%
Jan-23	57	20	32	1.8	\$710,577	\$632,537	\$636,471	36	\$320	\$353	101%
Dec-22	57	23	32	1.6	\$667,687	\$605,000	\$647,530	55	\$334	\$360	98%
Nov-22	72	30	35	1.9	\$702,517	\$631,460	\$666,496	37	\$337	\$343	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	-45.7%	\$714,174	1.66%	\$640,000	1.35%	\$630,483	-5.4%	24	-35.1%	99%
Nov-22	35	-55.1%	\$702,517	-5.93%	\$631,460	-10.1%	\$666,496	-6.23%	37	68.2%	99%
Nov-21	78	77.3%	\$746,791	27.6%	\$702,500	20.1%	\$710,800	19.6%	22	120%	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	15	15	34	168	250
\$500-599K	55	63	144	189	163
\$600-699K	121	141	165	91	68
\$700-799K	86	111	122	32	23
\$800-899K	38	62	62	10	2
\$900-999K	10	35	17	3	0
\$1-1.299M	3	18	19	2	0
\$1.3-1.699M	1	3	2	0	0
\$1.7-1.999M	0	1	0	0	0
\$2-2.999M	0	0	0	0	3
>3M	0	0	0	0	0
Total	329	449	565	495	509

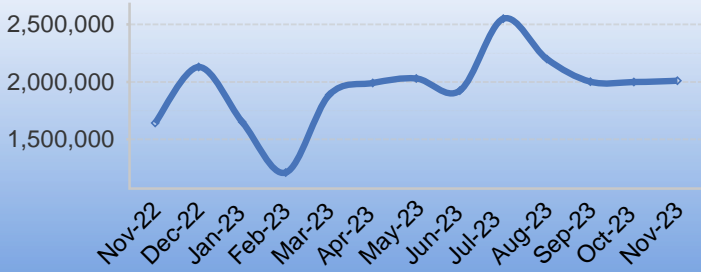
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Market Activity Summary:

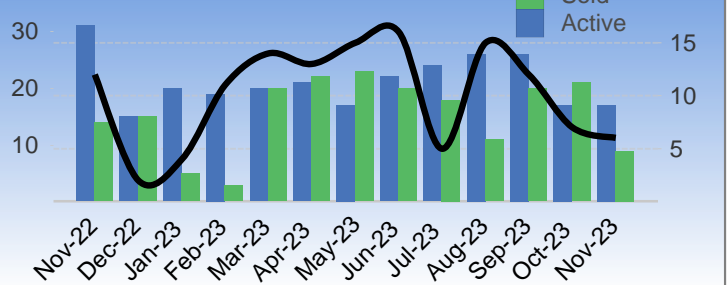
- Inventory: 17 units were listed for sale as of the last day of November - approximately 1.0 months of inventory.
- Sales Activity: 9 units were sold during November
- Median Sales Price: \$2,011,000 during November
- Average price per sq.ft. in November was \$742
- Average Days-on-Market (DOM) is approximately 24 days
- Sold over Asking: On average, buyers paid 105% of list price in November



Median Sale Price



Inventory, Pending, Sold



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	17	6	9	1.0	\$2,416,100	\$2,011,000	\$1,787,250	24	\$828	\$742	105%
Oct-23	17	7	21	1.0	\$1,884,363	\$2,000,000	\$2,092,904	26	\$799	\$773	101%
Sep-23	26	12	20	1.6	\$2,181,593	\$2,002,500	\$2,142,000	19	\$817	\$812	103%
Aug-23	26	15	11	1.6	\$2,194,000	\$2,200,000	\$2,201,363	19	\$802	\$790	103%
Jul-23	24	5	18	1.2	\$2,383,944	\$2,550,000	\$2,442,333	24	\$739	\$849	103%
Jun-23	22	16	20	1.0	\$2,435,703	\$1,925,000	\$2,046,150	14	\$793	\$880	107%
May-23	17	15	23	0.8	\$2,267,833	\$2,030,000	\$2,265,510	20	\$794	\$836	104%
Apr-23	21	13	22	1.4	\$2,172,846	\$1,990,000	\$2,052,954	24	\$755	\$803	103%
Mar-23	20	14	20	2.1	\$2,266,222	\$1,887,500	\$2,076,525	39	\$809	\$812	99%
Feb-23	19	11	3	2.5	\$2,432,076	\$1,210,000	\$1,300,000	30	\$796	\$657	107%
Jan-23	20	4	5	1.8	\$2,242,846	\$1,650,000	\$1,661,448	53	\$754	\$682	95%
Dec-22	15	2	15	1.0	\$2,800,000	\$2,130,000	\$2,297,266	37	\$755	\$742	98%
Nov-22	31	12	14	1.9	\$2,308,750	\$1,642,500	\$1,825,571	30	\$764	\$719	95%

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%	\$2,416,100	4.65%	\$2,011,000	22.4%	\$1,787,250	-2.1%	24	-20%	105%
Nov-22	14	-50%	\$2,308,750	28.3%	\$1,642,500	-11.2%	\$1,825,571	-13.4%	30	131%	95%
Nov-21	28	-31.7%	\$1,798,800	-3.51%	\$1,850,000	5.71%	\$2,108,703	8.98%	13	-18.8%	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	0	0	0	0	0
\$500-599K	0	0	0	0	1
\$600-699K	0	0	0	0	1
\$700-799K	0	0	0	2	1
\$800-899K	1	2	0	4	6
\$900-999K	0	0	1	6	7
\$1-1.299M	17	11	20	32	35
\$1.3-1.699M	37	40	72	71	93
\$1.7-1.999M	24	42	96	55	36
\$2-2.999M	60	79	110	64	38
>3M	18	40	49	18	5
Total	157	214	348	252	223

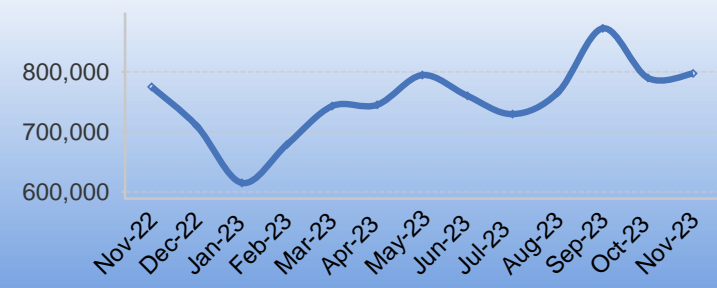
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Market Activity Summary:

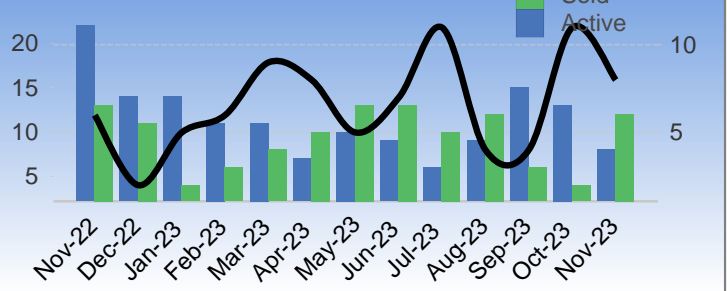
- Inventory: 8 units were listed for sale as of the last day of November - approximately 1.1 months of inventory.
- Sales Activity: 12 units were sold during November
- Median Sales Price: \$797,500 during November
- Average price per sq.ft. in November was \$537
- Average Days-on-Market (DOM) is approximately 21 days
- Sold over Asking: On average, buyers paid 104% of list price in November



Median Sale Price



Inventory, Pending, Sold



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	8	12	1.1	\$768,989	\$797,500	\$783,190	21	\$437	\$537	104%
Oct-23	13	11	4	1.8	\$765,707	\$790,000	\$843,972	16	\$460	\$501	105%
Sep-23	15	4	6	1.6	\$753,142	\$873,000	\$935,500	15	\$497	\$512	104%
Aug-23	9	4	12	0.8	\$843,328	\$765,500	\$747,729	17	\$476	\$504	103%
Jul-23	6	11	10	0.5	\$761,072	\$730,000	\$735,630	21	\$493	\$483	106%
Jun-23	9	7	13	0.8	\$748,134	\$760,000	\$791,615	33	\$477	\$477	99%
May-23	10	5	13	1.1	\$753,522	\$795,000	\$808,307	31	\$480	\$476	105%
Apr-23	7	8	10	1.1	\$697,390	\$745,000	\$751,340	36	\$531	\$526	101%
Mar-23	11	9	8	1.8	\$754,658	\$743,000	\$763,500	21	\$465	\$451	102%
Feb-23	11	6	6	1.7	\$728,648	\$678,943	\$682,147	28	\$467	\$498	99%
Jan-23	14	5	4	1.5	\$724,737	\$615,000	\$618,750	69	\$483	\$507	98%
Dec-22	14	2	11	1.2	\$724,333	\$710,000	\$712,454	25	\$518	\$498	100%
Nov-22	22	6	13	2.3	\$741,976	\$775,000	\$801,923	47	\$483	\$445	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	12	-7.69%	\$768,989	3.64%	\$797,500	2.9%	\$783,190	-2.34%	21	-55.3%	104%
Nov-22	13	-7.14%	\$741,976	0.628%	\$775,000	-0.513%	\$801,923	-1.39%	47	213%	99%
Nov-21	14	-17.6%	\$737,344	7.6%	\$779,000	8.95%	\$813,214	19.4%	15	-58.3%	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	1	1	3	6	16
\$500-599K	3	2	8	42	72
\$600-699K	18	11	26	31	50
\$700-799K	39	45	59	27	11
\$800-899K	22	36	29	5	4
\$900-999K	6	20	12	0	0
\$1-1.299M	4	6	8	1	0
\$1.3-1.699M	1	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	94	122	145	112	153

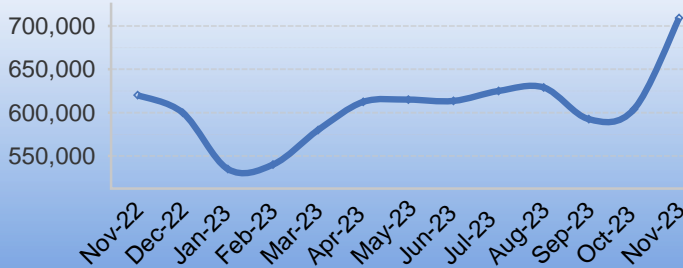
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Market Activity Summary:

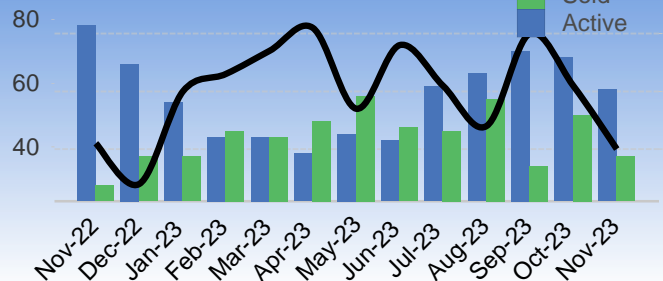
- Inventory: 60 units were listed for sale as of the last day of November - approximately 1.5 months of inventory.
- Sales Activity: 37 units were sold during November
- Median Sales Price: \$709,000 during November
- Average price per sq.ft. in November was \$356
- Average Days-on-Market (DOM) is approximately 29 days
- Sold over Asking: On average, buyers paid 101% of list price in November



Median Sale Price



Inventory, Pending, Sold



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	58	30	37	1.5	\$582,592	\$709,000	\$663,153	29	\$358	\$356	101%
Oct-23	68	41	50	1.5	\$630,072	\$604,000	\$587,012	20	\$354	\$389	102%
Sep-23	70	50	34	1.6	\$629,173	\$592,500	\$609,088	19	\$358	\$378	101%
Aug-23	63	34	55	1.3	\$637,535	\$629,000	\$623,207	19	\$354	\$380	102%
Jul-23	59	41	45	1.3	\$607,891	\$625,000	\$642,811	17	\$368	\$380	103%
Jun-23	42	48	46	0.9	\$606,139	\$613,500	\$620,449	11	\$354	\$373	103%
May-23	44	37	56	1.0	\$637,500	\$615,000	\$607,219	18	\$358	\$385	103%
Apr-23	38	51	48	0.9	\$611,350	\$612,500	\$624,324	30	\$368	\$383	102%
Mar-23	43	47	43	1.1	\$637,743	\$580,000	\$614,907	41	\$369	\$372	101%
Feb-23	43	43	45	1.1	\$606,582	\$540,000	\$596,978	42	\$367	\$353	100%
Jan-23	54	40	37	1.7	\$645,060	\$535,000	\$562,968	31	\$367	\$369	99%
Dec-22	66	24	37	1.8	\$545,554	\$599,950	\$614,219	49	\$376	\$363	99%
Nov-22	78	31	28	1.9	\$607,358	\$619,975	\$628,711	53	\$375	\$342	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	37	32.1%	\$582,592	-4.08%	\$709,000	14.4%	\$663,153	5.48%	29	-45.3%	101%
Nov-22	28	-60%	\$607,358	-7.09%	\$619,975	-1.59%	\$628,711	-0.386%	53	152%	98%
Nov-21	70	27.3%	\$653,725	19.1%	\$630,000	23.3%	\$631,148	18.9%	21	61.5%	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	301	246	347	879	1277
\$500-599K	342	424	455	404	340
\$600-699K	357	503	503	189	175
\$700-799K	150	255	183	77	53
\$800-899K	61	143	146	11	6
\$900-999K	47	63	49	0	0
\$1-1.299M	37	57	9	0	0
\$1.3-1.699M	0	3	0	0	0
\$1.7-1.999M	0	0	0	0	3
\$2-2.999M	0	0	0	0	0
>3M	0	0	0	0	0
Total	1295	1694	1692	1560	1854

Presented by:

Includes Pittsburg and Bay Point

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Market Activity Summary:

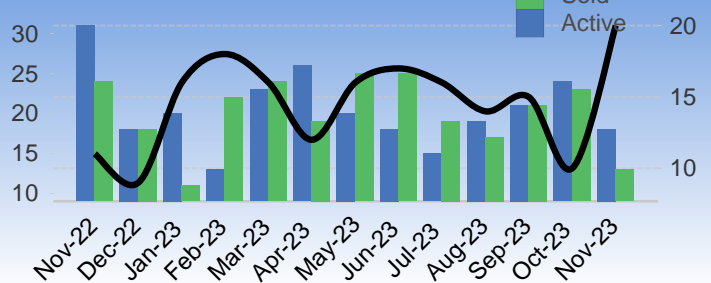
- Inventory: 18 units were listed for sale as of the last day of November - approximately 0.9 months of inventory.
- Sales Activity: 13 units were sold during November
- Median Sales Price: \$940,000 during November
- Average price per sq.ft. in November was \$575
- Average Days-on-Market (DOM) is approximately 19 days
- Sold over Asking: On average, buyers paid 102% of list price in November



Median Sale Price



Inventory, Pending, Sold



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	20	13	0.9	\$975,394	\$940,000	\$974,692	19	\$591	\$575	102%
Oct-23	24	10	23	1.2	\$1,168,644	\$1,145,000	\$1,172,426	22	\$621	\$622	101%
Sep-23	21	15	21	1.2	\$1,164,359	\$1,125,000	\$1,197,366	14	\$563	\$644	102%
Aug-23	19	14	17	1.0	\$1,282,750	\$1,325,000	\$1,272,411	17	\$570	\$597	103%
Jul-23	15	16	19	0.7	\$1,218,694	\$1,200,000	\$1,177,599	15	\$611	\$665	103%
Jun-23	18	17	25	0.9	\$1,223,699	\$1,105,000	\$1,154,860	10	\$581	\$695	105%
May-23	20	16	25	0.9	\$1,067,235	\$1,084,000	\$1,082,024	18	\$584	\$702	106%
Apr-23	26	12	19	1.2	\$1,064,695	\$1,220,200	\$1,236,905	13	\$627	\$693	105%
Mar-23	23	16	24	1.2	\$1,162,621	\$935,000	\$993,566	13	\$623	\$626	101%
Feb-23	13	18	22	0.8	\$1,029,704	\$1,057,000	\$1,028,631	34	\$622	\$615	100%
Jan-23	20	16	11	1.2	\$1,071,245	\$989,000	\$1,067,272	42	\$587	\$606	101%
Dec-22	18	9	18	0.8	\$1,192,190	\$1,075,000	\$1,118,694	35	\$570	\$616	100%
Nov-22	31	11	24	1.1	\$1,112,390	\$927,500	\$1,000,583	22	\$571	\$621	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	-45.8%	\$975,394	-12.3%	\$940,000	1.35%	\$974,692	-2.59%	19	-13.6%	102%
Nov-22	24	-40%	\$1,112,390	4.41%	\$927,500	-12.7%	\$1,000,583	-8.56%	22	29.4%	100%
Nov-21	40	-11.1%	\$1,065,390	10%	\$1,062,500	7.87%	\$1,094,247	10.9%	17	21.4%	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	0	0	7	3	0
\$500-599K	4	0	7	21	41
\$600-699K	20	29	41	93	136
\$700-799K	60	64	110	154	215
\$800-899K	49	119	139	150	180
\$900-999K	75	94	219	147	132
\$1-1.299M	210	288	430	228	150
\$1.3-1.699M	144	204	177	39	12
\$1.7-1.999M	15	45	24	6	3
\$2-2.999M	9	3	3	0	0
>3M	0	0	0	0	0
Total	586	846	1157	841	869

Presented by:

Includes Pleasant Hill and Pacheco

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Pleasanton: Detached Single-Family Homes

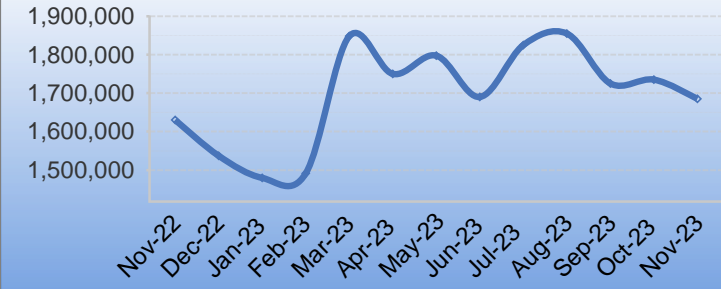
November 2023

Market Activity Summary:

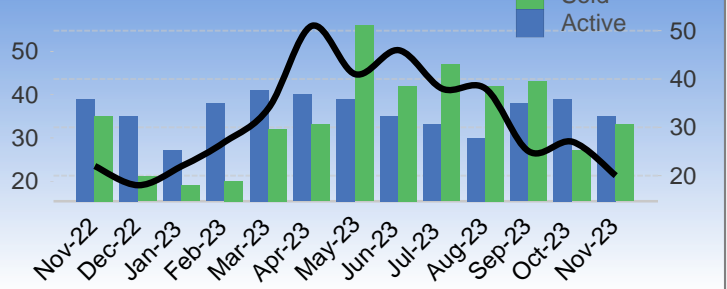
- Inventory: 36 units were listed for sale as of the last day of November - approximately 1.0 months of inventory.
- Sales Activity: 33 units were sold during November
- Median Sales Price: \$1,685,000 during November
- Average price per sq.ft. in November was \$807
- Average Days-on-Market (DOM) is approximately 13 days
- Sold over Asking: On average, buyers paid 102% of list price in November



Median Sale Price



Inventory, Pending, Sold



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	35	20	33	1.0	\$2,121,691	\$1,685,000	\$1,812,401	13	\$842	\$807	102%
Oct-23	39	27	27	1.1	\$1,937,970	\$1,735,000	\$2,064,753	14	\$849	\$816	102%
Sep-23	38	25	43	0.9	\$1,873,382	\$1,725,000	\$1,993,600	11	\$834	\$848	102%
Aug-23	30	38	42	0.7	\$2,104,462	\$1,855,000	\$2,085,044	16	\$835	\$856	100%
Jul-23	33	38	47	0.7	\$2,034,354	\$1,825,000	\$2,020,170	12	\$827	\$877	105%
Jun-23	35	46	42	0.8	\$2,148,975	\$1,690,000	\$1,930,478	13	\$864	\$858	105%
May-23	39	41	56	1.0	\$2,303,658	\$1,797,500	\$1,870,794	13	\$886	\$859	104%
Apr-23	40	51	33	1.4	\$2,057,756	\$1,750,000	\$1,897,272	9	\$869	\$853	104%
Mar-23	41	34	32	1.7	\$2,174,464	\$1,848,500	\$2,048,625	18	\$868	\$793	100%
Feb-23	38	27	20	2.0	\$2,468,715	\$1,491,000	\$1,701,425	36	\$850	\$768	99%
Jan-23	27	22	19	1.1	\$2,144,483	\$1,480,000	\$1,652,612	43	\$851	\$754	98%
Dec-22	35	18	21	1.1	\$2,241,429	\$1,537,000	\$1,555,333	36	\$811	\$745	96%
Nov-22	39	22	35	1.0	\$1,831,286	\$1,630,000	\$1,779,436	42	\$792	\$747	95%

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	33	-5.71%	\$2,121,691	15.9%	\$1,685,000	3.37%	\$1,812,401	1.85%	13	-69%	102%
Nov-22	35	-51.4%	\$1,831,286	2.43%	\$1,630,000	-5.51%	\$1,779,436	-8.64%	42	320%	95%
Nov-21	72	-8.86%	\$1,787,845	21.1%	\$1,725,000	27.8%	\$1,947,765	33.5%	10	-28.6%	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	0	0	2	0	4
\$500-599K	0	0	0	6	0
\$600-699K	3	2	6	2	8
\$700-799K	0	0	10	13	29
\$800-899K	9	14	3	75	90
\$900-999K	7	9	50	191	257
\$1-1.299M	126	102	454	679	737
\$1.3-1.699M	386	549	878	442	345
\$1.7-1.999M	272	304	413	116	105
\$2-2.999M	204	372	465	243	179
>3M	125	205	205	42	57
Total	1132	1557	2486	1809	1811

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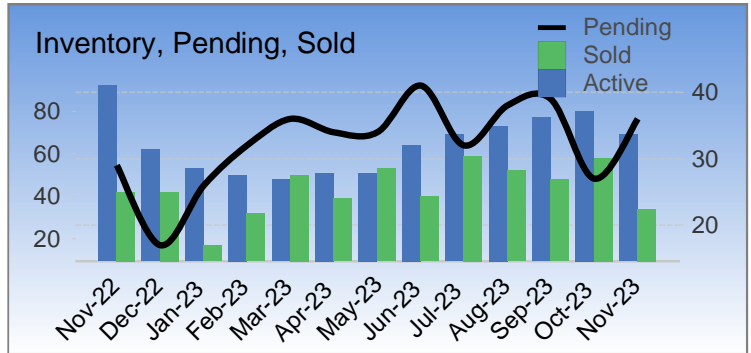
Includes Pleasanton and Sunol

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Market Activity Summary:

- Inventory: 71 units were listed for sale as of the last day of November - approximately 1.5 months of inventory.
- Sales Activity: 34 units were sold during November
- Median Sales Price: \$680,000 during November
- Average price per sq.ft. in November was \$488
- Average Days-on-Market (DOM) is approximately 18 days
- Sold over Asking: On average, buyers paid 105% 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	69	36	34	1.5	\$592,096	\$680,000	\$728,467	18	\$545	\$488	105%
Oct-23	80	27	58	1.5	\$688,569	\$625,000	\$659,452	19	\$517	\$503	104%
Sep-23	77	39	48	1.5	\$720,417	\$692,800	\$789,714	19	\$517	\$557	106%
Aug-23	73	38	52	1.5	\$761,368	\$712,500	\$776,307	22	\$499	\$567	106%
Jul-23	69	32	59	1.5	\$699,008	\$705,000	\$718,408	21	\$497	\$552	107%
Jun-23	64	41	40	1.5	\$730,424	\$735,000	\$778,004	22	\$496	\$526	108%
May-23	51	34	53	1.1	\$742,669	\$618,888	\$668,878	32	\$509	\$532	107%
Apr-23	51	34	39	1.3	\$757,718	\$680,000	\$758,868	31	\$485	\$491	105%
Mar-23	48	36	50	1.6	\$714,303	\$637,500	\$674,370	35	\$490	\$479	102%
Feb-23	50	32	32	1.8	\$721,572	\$660,000	\$699,968	45	\$463	\$482	101%
Jan-23	53	26	17	1.6	\$648,599	\$633,000	\$700,294	50	\$464	\$469	99%
Dec-22	62	17	42	1.3	\$885,888	\$647,500	\$720,595	43	\$484	\$527	100%
Nov-22	92	29	42	1.8	\$669,543	\$665,500	\$724,393	25	\$494	\$514	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	34	-19%	\$592,096	-11.6%	\$680,000	2.18%	\$728,467	0.562%	18	-28%	105%
Nov-22	42	-46.8%	\$669,543	0.592%	\$665,500	-4.93%	\$724,393	-2.73%	25	47.1%	102%
Nov-21	79	27.4%	\$665,600	6.37%	\$700,000	21.2%	\$744,726	20.4%	17	-19%	111%

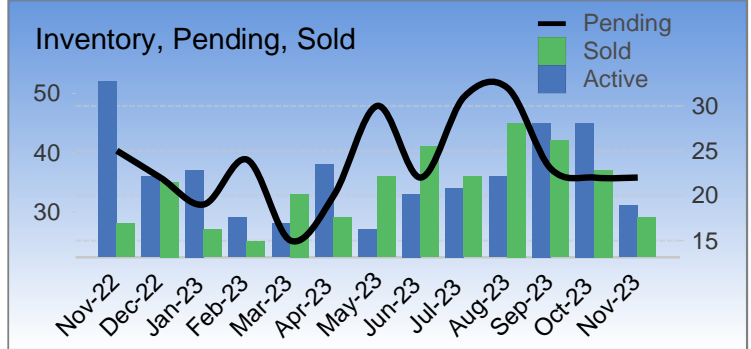
Sales Activity and Price Trends

Price Range	2023 YTD units sold	2022 YTD units sold	2021 YTD units sold	2020 YTD units sold	2019 YTD units sold
<500K	235	215	288	585	744
\$500-599K	280	281	471	498	572
\$600-699K	302	352	403	296	315
\$700-799K	253	320	304	234	272
\$800-899K	129	209	356	248	161
\$900-999K	96	198	203	120	52
\$1-1.299M	200	306	221	104	82
\$1.3-1.699M	78	97	108	35	30
\$1.7-1.999M	12	39	32	9	4
\$2-2.999M	5	11	7	4	1
>3M	1	1	0	1	0
Total	1591	2029	2393	2134	2233

Presented by:

Market Activity Summary:

- Inventory: 32 units were listed for sale as of the last day of November - approximately 0.9 months of inventory.
- Sales Activity: 29 units were sold during November
- Median Sales Price: \$850,000 during November
- Average price per sq.ft. in November was \$610
- Average Days-on-Market (DOM) is approximately 17 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	31	22	29	0.9	\$893,662	\$850,000	\$878,844	17	\$678	\$610	103%
Oct-23	45	22	37	1.1	\$857,224	\$850,000	\$938,351	18	\$650	\$642	105%
Sep-23	45	23	42	1.1	\$923,941	\$840,000	\$857,533	12	\$671	\$683	108%
Aug-23	36	32	45	0.9	\$894,416	\$900,000	\$952,151	15	\$652	\$610	107%
Jul-23	34	31	36	0.9	\$876,381	\$837,500	\$936,131	18	\$665	\$627	108%
Jun-23	33	22	41	1.0	\$898,898	\$865,000	\$919,914	10	\$653	\$666	108%
May-23	27	30	36	0.8	\$846,444	\$937,500	\$999,475	22	\$682	\$582	107%
Apr-23	38	20	29	1.3	\$925,282	\$838,000	\$887,340	18	\$639	\$613	105%
Mar-23	28	15	33	1.2	\$834,753	\$840,000	\$861,272	19	\$647	\$638	104%
Feb-23	29	24	25	1.1	\$846,638	\$778,000	\$812,120	38	\$643	\$641	103%
Jan-23	37	19	27	1.3	\$846,392	\$790,000	\$799,685	26	\$618	\$563	101%
Dec-22	36	22	35	1.0	\$842,907	\$847,000	\$872,753	36	\$635	\$575	99%
Nov-22	52	25	28	1.3	\$850,630	\$849,000	\$905,571	21	\$617	\$602	103%

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	3.57%	\$893,662	5.06%	\$850,000	0.118%	\$878,844	-2.95%	17	-19%	103%
Nov-22	28	-51.7%	\$850,630	1.03%	\$849,000	0.592%	\$905,571	-2.34%	21	40%	103%
Nov-21	58	-15.9%	\$841,948	3.6%	\$844,000	6.57%	\$927,269	13.3%	15	50%	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	8	6	2	7	38
\$500-599K	16	12	20	44	132
\$600-699K	58	67	100	258	445
\$700-799K	211	174	234	364	284
\$800-899K	265	235	408	163	122
\$900-999K	105	190	251	85	67
\$1-1.299M	146	247	213	76	47
\$1.3-1.699M	40	101	56	6	6
\$1.7-1.999M	2	10	4	0	0
\$2-2.999M	0	0	0	0	0
>3M	0	0	0	0	0
Total	851	1042	1288	1003	1141

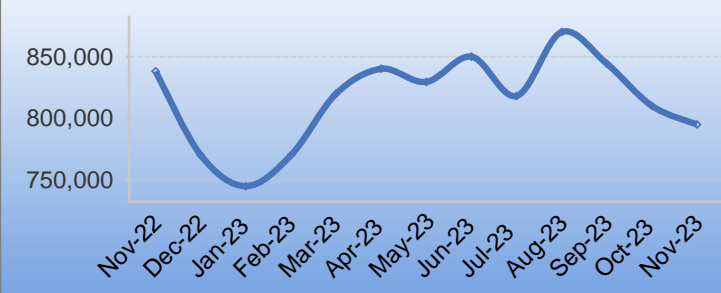
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Market Activity Summary:

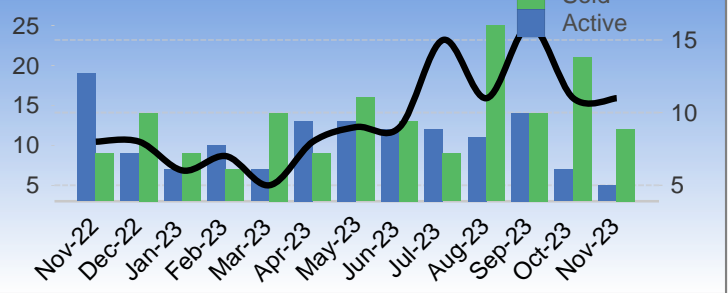
- Inventory: 5 units were listed for sale as of the last day of November - approximately 0.3 months of inventory.
- Sales Activity: 12 units were sold during November
- Median Sales Price: \$795,000 during November
- Average price per sq.ft. in November was \$638
- Average Days-on-Market (DOM) is approximately 17 days
- Sold over Asking: On average, buyers paid 104% of list price in November



Median Sale Price



Inventory, Pending, Sold



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	11	12	0.3	\$770,666	\$795,000	\$800,437	17	\$608	\$638	104%
Oct-23	7	11	21	0.4	\$798,989	\$810,000	\$822,852	12	\$651	\$652	107%
Sep-23	14	16	14	0.9	\$793,726	\$844,250	\$818,964	13	\$607	\$692	104%
Aug-23	11	11	25	0.7	\$850,492	\$870,000	\$877,868	17	\$599	\$642	105%
Jul-23	12	15	9	1.0	\$827,285	\$818,000	\$791,444	17	\$644	\$764	103%
Jun-23	12	9	13	1.0	\$801,161	\$850,000	\$829,138	10	\$629	\$646	106%
May-23	13	9	16	1.0	\$790,983	\$829,400	\$837,425	14	\$624	\$574	104%
Apr-23	13	8	9	1.3	\$822,284	\$840,000	\$884,444	13	\$644	\$578	106%
Mar-23	7	5	14	0.7	\$839,765	\$820,000	\$817,642	17	\$539	\$635	103%
Feb-23	10	7	7	1.2	\$788,149	\$770,000	\$804,285	13	\$616	\$611	104%
Jan-23	7	6	9	0.8	\$773,759	\$745,000	\$749,305	50	\$559	\$628	96%
Dec-22	9	8	14	0.6	\$879,983	\$770,000	\$767,642	17	\$591	\$635	100%
Nov-22	19	8	9	1.3	\$780,282	\$838,000	\$829,444	21	\$649	\$641	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	12	33.3%	\$770,666	-1.23%	\$795,000	-5.13%	\$800,437	-3.5%	17	-19%	104%
Nov-22	9	-65.4%	\$780,282	-7.41%	\$838,000	0.964%	\$829,444	-2.07%	21	16.7%	102%
Nov-21	26	4%	\$842,684	18.1%	\$830,000	15.3%	\$846,957	16.2%	18	63.6%	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	0	2	0	1	6
\$500-599K	2	2	0	6	30
\$600-699K	6	7	10	52	107
\$700-799K	41	38	52	90	64
\$800-899K	59	57	72	17	4
\$900-999K	21	36	51	3	1
\$1-1.299M	8	31	5	0	1
\$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	137	174	190	169	213

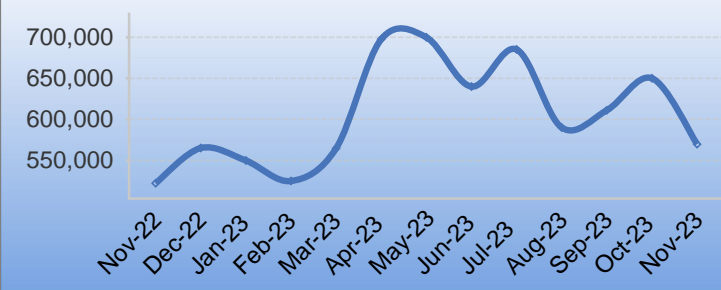
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Market Activity Summary:

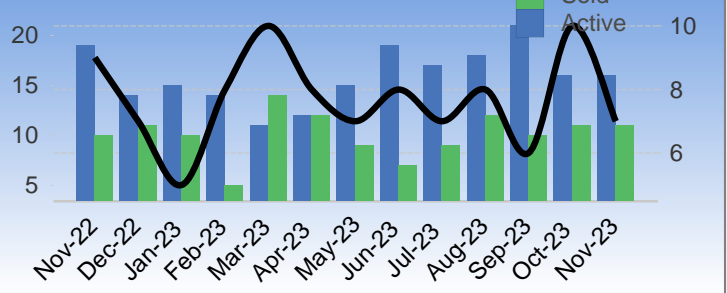
- Inventory: 16 units were listed for sale as of the last day of November - approximately 1.5 months of inventory.
- Sales Activity: 11 units were sold during November
- Median Sales Price: \$570,000 during November
- Average price per sq.ft. in November was \$459
- Average Days-on-Market (DOM) is approximately 19 days
- Sold over Asking: On average, buyers paid 104% of list price in November



Median Sale Price



Inventory, Pending, Sold



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	7	11	1.5	\$471,434	\$570,000	\$557,636	19	\$468	\$459	104%
Oct-23	16	10	11	1.5	\$624,870	\$650,000	\$642,000	30	\$503	\$508	104%
Sep-23	21	6	10	2.1	\$579,489	\$611,000	\$594,900	18	\$486	\$530	102%
Aug-23	18	8	12	2.0	\$682,666	\$590,000	\$605,083	31	\$514	\$506	101%
Jul-23	17	7	9	2.0	\$617,409	\$685,000	\$682,829	32	\$527	\$554	104%
Jun-23	19	8	7	2.0	\$645,135	\$640,000	\$604,285	16	\$529	\$519	105%
May-23	15	7	9	1.3	\$562,000	\$700,000	\$665,666	34	\$554	\$584	107%
Apr-23	12	8	12	1.2	\$634,495	\$697,500	\$660,500	20	\$509	\$512	106%
Mar-23	11	10	14	1.1	\$588,579	\$564,950	\$588,850	39	\$507	\$518	100%
Feb-23	14	8	5	1.8	\$645,435	\$525,000	\$513,275	39	\$531	\$412	102%
Jan-23	15	5	10	1.5	\$550,352	\$550,000	\$562,850	37	\$514	\$458	97%
Dec-22	14	7	11	1.3	\$518,622	\$565,000	\$571,727	35	\$520	\$484	103%
Nov-22	19	9	10	1.5	\$598,789	\$522,500	\$552,190	32	\$504	\$464	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	10%	\$471,434	-21.3%	\$570,000	9.09%	\$557,636	0.986%	19	-40.6%	104%
Nov-22	10	-44.4%	\$598,789	4.07%	\$522,500	-24.8%	\$552,190	-15%	32	52.4%	99%
Nov-21	18	-14.3%	\$575,355	2.74%	\$695,000	44.8%	\$649,566	27.8%	21	-8.7%	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	21	22	23	58	104
\$500-599K	30	29	61	59	55
\$600-699K	20	53	50	25	8
\$700-799K	23	35	36	5	4
\$800-899K	6	10	12	0	1
\$900-999K	1	1	2	0	0
\$1-1.299M	0	1	3	1	0
\$1.3-1.699M	0	0	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	101	151	188	148	172

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Market Activity Summary:

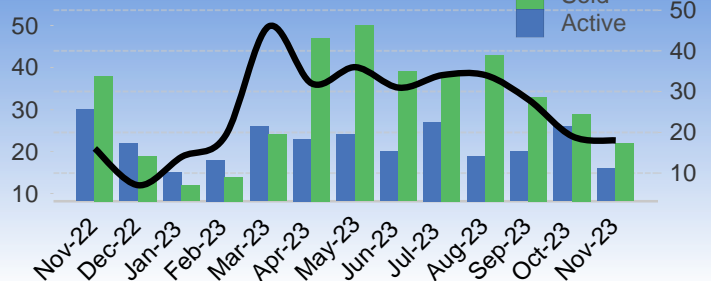
- Inventory: 18 units were listed for sale as of the last day of November - approximately 0.6 months of inventory.
- Sales Activity: 22 units were sold during November
- Median Sales Price: \$1,894,000 during November
- Average price per sq.ft. in November was \$741
- Average Days-on-Market (DOM) is approximately 20 days
- Sold over Asking: On average, buyers paid 101% of list price in November



Median Sale Price



Inventory, Pending, Sold



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	18	22	0.6	\$1,700,500	\$1,894,000	\$1,928,750	20	\$782	\$741	101%
Oct-23	26	19	29	0.7	\$1,816,957	\$1,839,001	\$1,929,739	13	\$771	\$758	101%
Sep-23	20	28	33	0.5	\$1,988,464	\$1,770,000	\$1,833,322	14	\$737	\$754	102%
Aug-23	19	34	43	0.5	\$1,915,703	\$1,680,000	\$1,791,255	12	\$689	\$819	104%
Jul-23	27	34	38	0.6	\$1,736,184	\$1,862,500	\$1,962,009	14	\$729	\$764	103%
Jun-23	20	31	39	0.4	\$1,924,031	\$1,850,000	\$1,898,074	11	\$704	\$783	104%
May-23	24	36	50	0.6	\$2,014,907	\$1,760,000	\$1,848,258	10	\$704	\$774	104%
Apr-23	23	32	47	0.8	\$2,039,996	\$1,715,000	\$1,832,489	22	\$724	\$774	105%
Mar-23	26	46	24	1.6	\$1,785,818	\$1,793,500	\$1,866,970	15	\$750	\$771	103%
Feb-23	18	19	14	1.2	\$1,799,062	\$1,607,500	\$1,613,196	51	\$727	\$728	98%
Jan-23	15	14	12	0.7	\$1,745,040	\$1,516,500	\$1,730,000	19	\$742	\$714	97%
Dec-22	22	7	19	0.7	\$1,926,544	\$1,500,000	\$1,611,052	43	\$751	\$697	95%
Nov-22	30	16	38	0.6	\$1,533,342	\$1,587,500	\$1,640,282	26	\$755	\$715	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	22	-42.1%	\$1,700,500	10.9%	\$1,894,000	19.3%	\$1,928,750	17.6%	20	-23.1%	101%
Nov-22	38	-34.5%	\$1,533,342	-8.93%	\$1,587,500	-3.64%	\$1,640,282	-2.07%	26	189%	97%
Nov-21	58	-21.6%	\$1,683,660	39.3%	\$1,647,500	31.5%	\$1,674,905	24.9%	9	12.5%	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	0	0	0	0	0
\$500-599K	0	0	0	0	2
\$600-699K	0	0	1	3	13
\$700-799K	0	0	2	13	4
\$800-899K	2	1	5	14	37
\$900-999K	0	1	5	74	95
\$1-1.299M	25	37	102	241	268
\$1.3-1.699M	120	125	329	174	133
\$1.7-1.999M	79	145	163	42	15
\$2-2.999M	102	209	149	28	22
>3M	12	36	15	0	0
Total	340	554	771	589	589

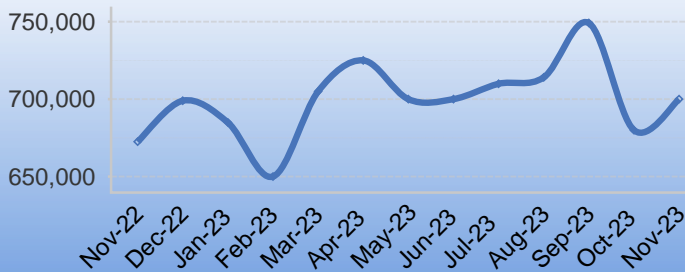
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Market Activity Summary:

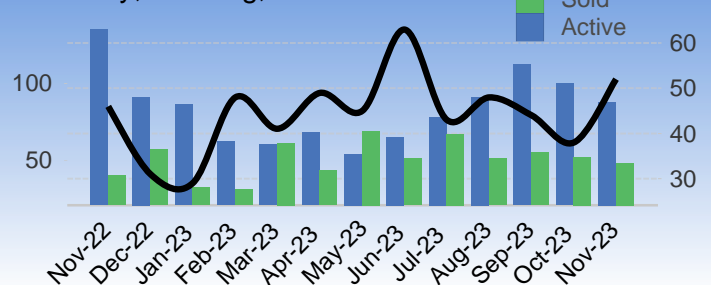
- Inventory: 90 units were listed for sale as of the last day of November - approximately 1.7 months of inventory.
- Sales Activity: 48 units were sold during November
- Median Sales Price: \$700,000 during November
- Average price per sq.ft. in November was \$384
- Average Days-on-Market (DOM) is approximately 26 days
- Sold over Asking: On average, buyers paid 100% of list price in November



Median Sale Price



Inventory, Pending, Sold



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	88	52	48	1.7	\$941,451	\$700,000	\$752,138	26	\$467	\$384	100%
Oct-23	100	38	52	2.1	\$741,688	\$680,000	\$730,461	20	\$409	\$383	100%
Sep-23	112	44	55	2.0	\$764,445	\$749,000	\$798,298	22	\$438	\$364	100%
Aug-23	91	48	51	1.7	\$782,482	\$714,020	\$749,759	24	\$447	\$363	100%
Jul-23	78	43	67	1.3	\$782,922	\$710,000	\$756,777	15	\$418	\$376	102%
Jun-23	65	63	51	1.3	\$795,787	\$699,950	\$718,491	21	\$427	\$366	101%
May-23	54	45	69	1.0	\$780,695	\$700,000	\$704,398	22	\$429	\$349	100%
Apr-23	68	49	43	1.7	\$732,164	\$725,000	\$716,058	32	\$404	\$361	99%
Mar-23	60	41	61	1.5	\$764,698	\$705,000	\$720,445	44	\$406	\$346	100%
Feb-23	62	48	31	1.6	\$811,866	\$650,000	\$700,101	49	\$403	\$339	98%
Jan-23	86	29	32	2.0	\$752,022	\$685,000	\$678,489	67	\$385	\$336	97%
Dec-22	91	31	57	1.7	\$688,782	\$699,000	\$730,200	48	\$389	\$336	98%
Nov-22	135	46	40	2.3	\$797,149	\$672,500	\$695,380	41	\$377	\$341	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	48	20%	\$941,451	18.1%	\$700,000	4.09%	\$752,138	8.16%	26	-36.6%	100%
Nov-22	40	-57%	\$797,149	9.94%	\$672,500	-1.82%	\$695,380	-7.18%	41	70.8%	98%
Nov-21	93	-8.82%	\$725,083	26.9%	\$685,000	22.3%	\$749,134	26.3%	24	100%	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	41	48	110	346	469
\$500-599K	94	84	188	348	291
\$600-699K	130	145	234	143	87
\$700-799K	113	159	176	58	22
\$800-899K	76	117	124	21	10
\$900-999K	35	67	51	10	7
\$1-1.299M	39	82	50	15	7
\$1.3-1.699M	5	21	14	2	2
\$1.7-1.999M	3	2	3	0	0
\$2-2.999M	1	3	4	0	0
>3M	0	0	0	0	0
Total	537	728	954	943	895

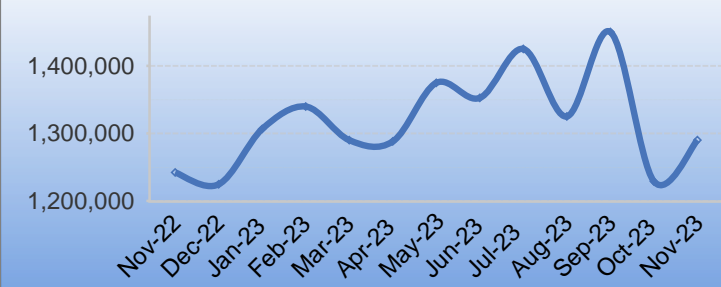
Presented by:

Market Activity Summary:

- Inventory: 6 units were listed for sale as of the last day of November - approximately 0.3 months of inventory.
- Sales Activity: 22 units were sold during November
- Median Sales Price: \$1,290,000 during November
- Average price per sq.ft. in November was \$767
- Average Days-on-Market (DOM) is approximately 20 days
- Sold over Asking: On average, buyers paid 102% of list price in November



Median Sale Price



Inventory, Pending, Sold



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	9	22	0.3	\$1,197,055	\$1,290,000	\$1,335,631	20	\$763	\$767	102%
Oct-23	8	18	18	0.4	\$1,337,058	\$1,229,000	\$1,333,916	15	\$757	\$813	106%
Sep-23	20	13	15	1.0	\$1,204,305	\$1,450,000	\$1,460,555	14	\$786	\$844	106%
Aug-23	13	13	29	0.6	\$1,401,625	\$1,325,000	\$1,390,344	15	\$797	\$790	104%
Jul-23	11	18	17	0.6	\$1,388,616	\$1,425,000	\$1,433,058	9	\$758	\$825	108%
Jun-23	15	14	16	0.8	\$1,280,315	\$1,352,500	\$1,291,437	9	\$770	\$795	105%
May-23	7	10	22	0.4	\$1,317,896	\$1,375,000	\$1,415,156	8	\$748	\$790	106%
Apr-23	12	15	20	0.7	\$1,349,479	\$1,288,000	\$1,298,949	8	\$755	\$792	105%
Mar-23	6	18	22	0.4	\$1,284,119	\$1,290,000	\$1,293,818	24	\$663	\$785	106%
Feb-23	5	15	18	0.3	\$1,260,563	\$1,340,000	\$1,328,272	14	\$657	\$758	101%
Jan-23	12	16	9	0.8	\$1,335,636	\$1,306,500	\$1,203,055	49	\$753	\$718	97%
Dec-22	11	8	18	0.6	\$1,088,667	\$1,225,000	\$1,271,277	27	\$740	\$750	101%
Nov-22	22	12	20	0.9	\$1,297,718	\$1,242,500	\$1,323,945	31	\$785	\$689	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	22	10%	\$1,197,055	-7.76%	\$1,290,000	3.82%	\$1,335,631	0.883%	20	-35.5%	102%
Nov-22	20	-37.5%	\$1,297,718	-2.56%	\$1,242,500	-9.83%	\$1,323,945	-8.03%	31	158%	96%
Nov-21	32	14.3%	\$1,331,820	31%	\$1,378,000	33.1%	\$1,439,562	28.9%	12	50%	112%

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	0	0	0	0	1
\$500-599K	0	0	1	3	5
\$600-699K	0	1	4	10	14
\$700-799K	3	4	9	19	57
\$800-899K	8	14	21	42	85
\$900-999K	15	9	25	43	63
\$1-1.299M	58	53	104	85	73
\$1.3-1.699M	96	100	135	19	20
\$1.7-1.999M	15	34	26	3	0
\$2-2.999M	7	20	15	0	0
>3M	0	1	0	0	0
Total	202	236	340	224	318

Presented by:

Market Activity Summary:

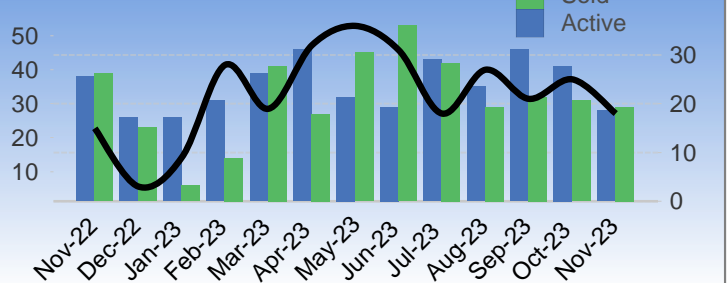
- Inventory: 29 units were listed for sale as of the last day of November - approximately 0.9 months of inventory.
- Sales Activity: 29 units were sold during November
- Median Sales Price: \$1,420,000 during November
- Average price per sq.ft. in November was \$712
- Average Days-on-Market (DOM) is approximately 17 days
- Sold over Asking: On average, buyers paid 100% of list price in November



Median Sale Price



Inventory, Pending, Sold



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	28	18	29	0.9	\$1,515,843	\$1,420,000	\$1,603,206	17	\$741	\$712	100%
Oct-23	41	25	31	1.4	\$1,812,231	\$1,511,250	\$1,526,294	17	\$781	\$756	102%
Sep-23	46	21	32	1.4	\$1,659,831	\$1,465,000	\$1,689,765	22	\$755	\$768	104%
Aug-23	35	27	29	0.8	\$1,612,861	\$1,400,000	\$1,484,896	18	\$775	\$760	103%
Jul-23	43	18	42	0.9	\$1,750,152	\$1,505,000	\$1,729,309	16	\$792	\$753	105%
Jun-23	29	31	53	0.7	\$1,716,129	\$1,527,000	\$1,649,294	24	\$769	\$746	104%
May-23	32	36	45	0.9	\$1,795,876	\$1,615,000	\$1,793,666	19	\$744	\$731	106%
Apr-23	46	32	27	1.7	\$1,843,247	\$1,425,000	\$1,532,888	18	\$723	\$793	101%
Mar-23	39	19	41	1.9	\$1,724,710	\$1,515,000	\$1,576,325	20	\$757	\$729	102%
Feb-23	31	28	14	2.2	\$1,819,711	\$1,480,000	\$1,644,744	23	\$735	\$687	104%
Jan-23	26	9	6	1.2	\$1,859,978	\$1,430,000	\$1,741,660	42	\$714	\$678	101%
Dec-22	26	3	23	0.8	\$2,073,646	\$1,450,000	\$1,462,978	24	\$703	\$707	100%
Nov-22	38	15	39	0.8	\$1,693,766	\$1,425,000	\$1,451,718	20	\$716	\$723	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	-25.6%	\$1,515,843	-10.5%	\$1,420,000	-0.351%	\$1,603,206	10.4%	17	-15%	100%
Nov-22	39	-36.1%	\$1,693,766	17%	\$1,425,000	-1.72%	\$1,451,718	-5.21%	20	17.6%	99%
Nov-21	61	-7.58%	\$1,447,209	7.98%	\$1,450,000	14.7%	\$1,531,483	11.2%	17	6.25%	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	0	0	0	0	2
\$500-599K	0	2	2	2	4
\$600-699K	2	0	4	2	10
\$700-799K	0	2	8	30	32
\$800-899K	4	14	20	64	90
\$900-999K	10	14	62	124	138
\$1-1.299M	136	150	366	386	424
\$1.3-1.699M	280	402	576	342	238
\$1.7-1.999M	126	172	226	82	48
\$2-2.999M	74	186	132	38	20
>3M	28	36	16	4	4
Total	660	978	1412	1074	1010

Presented by: