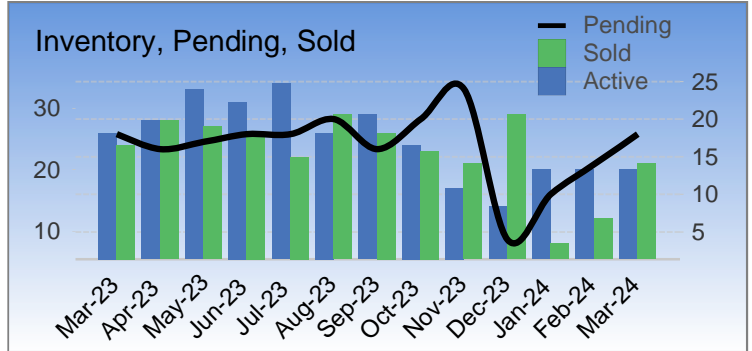


Market Activity Summary:

- Inventory: 20 units were listed for sale as of the last day of March - approximately 1.5 months of inventory.
- Sales Activity: 21 units were sold during March,
- Median Sales Price: \$1,427,000 during March
- Average price per sq.ft. in March was \$822
- Average Days-on-Market (DOM) is approximately 14 days
- Sold over Asking: On average, buyers paid 111% of list price in March



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 |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Mar-24 | 20 | 18 | 21 | 1.5 | \$1,335,616 | \$1,427,000 | \$1,471,085 | 14 | \$681 | \$822 | 111% |
| Feb-24 | 20 | 14 | 12 | 1.2 | \$1,540,916 | \$1,571,500 | \$1,618,916 | 20 | \$670 | \$703 | 110% |
| Jan-24 | 20 | 10 | 8 | 1.0 | \$1,029,624 | \$1,102,500 | \$1,098,125 | 64 | \$658 | \$835 | 104% |
| Dec-23 | 14 | 4 | 29 | 0.6 | \$1,227,203 | \$1,305,000 | \$1,336,456 | 24 | \$679 | \$741 | 110% |
| Nov-23 | 17 | 24 | 21 | 0.7 | \$1,236,005 | \$1,300,000 | \$1,377,434 | 15 | \$645 | \$857 | 114% |
| Oct-23 | 24 | 20 | 23 | 0.9 | \$1,227,078 | \$1,400,000 | \$1,397,130 | 20 | \$618 | \$815 | 115% |
| Sep-23 | 29 | 16 | 26 | 1.1 | \$1,207,423 | \$1,281,750 | \$1,331,758 | 21 | \$684 | \$822 | 112% |
| Aug-23 | 26 | 20 | 29 | 1.1 | \$1,194,965 | \$1,355,000 | \$1,340,260 | 18 | \$670 | \$842 | 114% |
| Jul-23 | 34 | 18 | 22 | 1.4 | \$1,259,999 | \$1,387,500 | \$1,460,763 | 12 | \$704 | \$821 | 117% |
| Jun-23 | 31 | 18 | 26 | 1.1 | \$1,304,803 | \$1,505,500 | \$1,500,211 | 16 | \$700 | \$833 | 116% |
| May-23 | 33 | 17 | 27 | 1.3 | \$1,248,703 | \$1,300,000 | \$1,388,037 | 22 | \$768 | \$826 | 113% |
| Apr-23 | 28 | 16 | 28 | 1.2 | \$1,213,071 | \$1,350,000 | \$1,312,535 | 18 | \$743 | \$804 | 110% |
| Mar-23 | 26 | 18 | 24 | 1.5 | \$1,162,539 | \$1,300,000 | \$1,332,112 | 14 | \$709 | \$850 | 116% |

Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Mar-24 | 21 | -12.5% | \$1,293,400 | 2.71% | \$1,427,000 | 9.77% | \$1,471,085 | 10.4% | 14 | 0% | 111% |
| Mar-23 | 24 | -36.8% | \$1,259,305 | 15.2% | \$1,300,000 | -14.2% | \$1,332,112 | -13.9% | 14 | 55.6% | 116% |
| Mar-22 | 38 | 5.56% | \$1,092,731 | -10.9% | \$1,515,000 | 20.7% | \$1,546,775 | 22% | 9 | -64% | 130% |

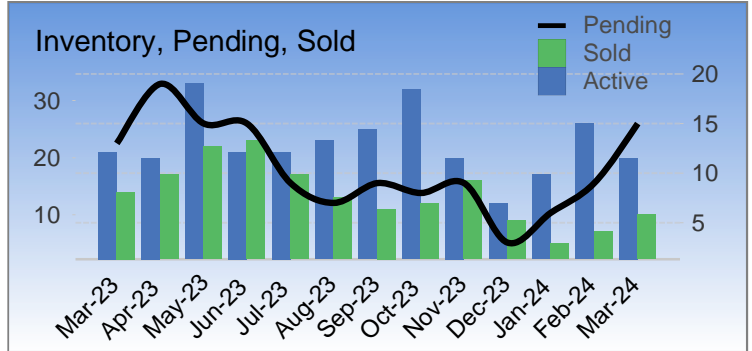
Sales Activity and Price Trends

| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 1 | 0 | 0 | 0 | 0 |
| \$500-599K | 1 | 0 | 0 | 0 | 1 |
| \$600-699K | 0 | 0 | 0 | 1 | 2 |
| \$700-799K | 0 | 3 | 1 | 5 | 2 |
| \$800-899K | 2 | 2 | 2 | 2 | 6 |
| \$900-999K | 1 | 7 | 2 | 4 | 1 |
| \$1-1.299M | 8 | 20 | 9 | 18 | 20 |
| \$1.3-1.699M | 19 | 15 | 35 | 19 | 7 |
| \$1.7-1.999M | 7 | 4 | 4 | 4 | 1 |
| \$2-2.999M | 1 | 1 | 13 | 6 | 2 |
| >3M | 1 | 0 | 0 | 0 | 0 |
| Total | 41 | 52 | 66 | 59 | 42 |

Presented by:

Market Activity Summary:

- Inventory: 20 units were listed for sale as of the last day of March - approximately 2.7 months of inventory.
- Sales Activity: 10 units were sold during March,
- Median Sales Price: \$2,995,000 during March
- Average price per sq.ft. in March was \$881
- Average Days-on-Market (DOM) is approximately 24 days
- Sold over Asking: On average, buyers paid 100% of list price in March



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 |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Mar-24 | 20 | 15 | 10 | 2.7 | \$3,074,490 | \$2,995,000 | \$3,069,250 | 24 | \$862 | \$881 | 100% |
| Feb-24 | 26 | 9 | 7 | 3.7 | \$2,241,000 | \$2,000,000 | \$2,292,571 | 30 | \$878 | \$875 | 103% |
| Jan-24 | 17 | 6 | 5 | 1.7 | \$2,199,800 | \$2,225,000 | \$2,155,000 | 55 | \$917 | \$744 | 98% |
| Dec-23 | 12 | 3 | 9 | 1.1 | \$2,661,811 | \$2,650,000 | \$2,584,333 | 25 | \$888 | \$795 | 97% |
| Nov-23 | 20 | 9 | 16 | 1.5 | \$2,662,375 | \$2,025,000 | \$2,623,750 | 28 | \$904 | \$760 | 100% |
| Oct-23 | 32 | 8 | 12 | 2.7 | \$2,377,899 | \$2,325,000 | \$2,456,611 | 13 | \$877 | \$810 | 107% |
| Sep-23 | 25 | 9 | 11 | 1.8 | \$2,217,722 | \$2,170,000 | \$2,225,727 | 13 | \$896 | \$839 | 101% |
| Aug-23 | 23 | 7 | 13 | 1.3 | \$2,470,615 | \$2,610,000 | \$2,484,615 | 20 | \$851 | \$857 | 101% |
| Jul-23 | 21 | 9 | 17 | 1.0 | \$2,690,994 | \$2,575,000 | \$2,739,000 | 21 | \$917 | \$869 | 103% |
| Jun-23 | 21 | 15 | 23 | 1.0 | \$3,131,000 | \$3,025,000 | \$3,100,347 | 15 | \$929 | \$860 | 101% |
| May-23 | 33 | 15 | 22 | 1.9 | \$2,871,813 | \$2,464,000 | \$2,895,775 | 28 | \$927 | \$823 | 104% |
| Apr-23 | 20 | 19 | 17 | 1.8 | \$3,092,452 | \$3,069,000 | \$3,052,699 | 29 | \$1,000 | \$789 | 99% |
| Mar-23 | 21 | 13 | 14 | 2.6 | \$2,643,485 | \$2,329,400 | \$2,612,878 | 11 | \$886 | \$803 | 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 |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Mar-24 | 10 | -28.6% | \$3,404,161 | 4.96% | \$2,995,000 | 28.6% | \$3,069,250 | 17.5% | 24 | 118% | 100% |
| Mar-23 | 14 | -36.4% | \$3,243,339 | -0.142% | \$2,329,400 | -17.1% | \$2,612,878 | -18.5% | 11 | -8.33% | 99% |
| Mar-22 | 22 | -18.5% | \$3,247,941 | 31.5% | \$2,811,000 | 19.6% | \$3,206,272 | 12.1% | 12 | -14.3% | 106% |

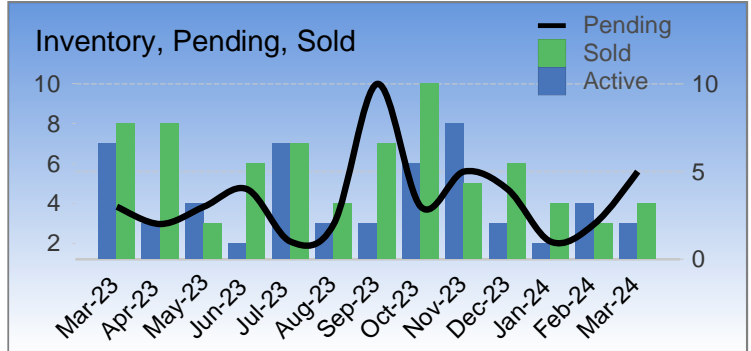
Sales Activity and Price Trends

| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 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 | 0 | 0 | 0 | 0 |
| \$900-999K | 0 | 0 | 0 | 0 | 0 |
| \$1-1.299M | 0 | 0 | 0 | 1 | 3 |
| \$1.3-1.699M | 0 | 1 | 0 | 2 | 9 |
| \$1.7-1.999M | 5 | 4 | 4 | 6 | 7 |
| \$2-2.999M | 11 | 13 | 18 | 27 | 11 |
| >3M | 6 | 6 | 22 | 13 | 5 |
| Total | 22 | 24 | 44 | 49 | 35 |

Presented by:

Market Activity Summary:

- Inventory: 3 units were listed for sale as of the last day of March - approximately 0.8 months of inventory.
- Sales Activity: 4 units were sold during March,
- Median Sales Price: \$1,059,000 during March
- Average price per sq.ft. in March was \$970
- Average Days-on-Market (DOM) is approximately 69 days
- Sold over Asking: On average, buyers paid 112% of list price in March



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 |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Mar-24 | 3 | 5 | 4 | 0.8 | \$1,096,000 | \$1,059,000 | \$1,282,000 | 69 | \$873 | \$970 | 112% |
| Feb-24 | 4 | 2 | 3 | 1.2 | \$1,381,666 | \$1,400,000 | \$1,633,333 | 29 | \$1,090 | \$958 | 119% |
| Jan-24 | 2 | 1 | 4 | 0.4 | \$1,067,972 | \$1,242,500 | \$1,235,000 | 19 | \$636 | \$981 | 118% |
| Dec-23 | 3 | 4 | 6 | 0.4 | \$1,090,000 | \$1,074,500 | \$1,103,833 | 23 | \$824 | \$905 | 102% |
| Nov-23 | 8 | 5 | 5 | 1.1 | \$1,243,200 | \$1,490,000 | \$1,525,800 | 12 | \$865 | \$1,091 | 121% |
| Oct-23 | 6 | 3 | 10 | 0.9 | \$1,279,100 | \$1,435,000 | \$1,665,500 | 11 | \$825 | \$1,075 | 129% |
| Sep-23 | 3 | 10 | 7 | 0.5 | \$1,220,285 | \$1,450,000 | \$1,476,142 | 10 | \$784 | \$1,076 | 121% |
| Aug-23 | 3 | 2 | 4 | 0.7 | \$1,320,000 | \$1,676,500 | \$1,700,750 | 12 | \$767 | \$1,126 | 129% |
| Jul-23 | 7 | 1 | 7 | 1.3 | \$1,010,285 | \$1,200,000 | \$1,285,714 | 10 | \$856 | \$1,082 | 126% |
| Jun-23 | 2 | 4 | 6 | 0.4 | \$1,146,000 | \$1,300,500 | \$1,483,500 | 10 | \$870 | \$1,179 | 130% |
| May-23 | 4 | 3 | 3 | 0.6 | \$783,000 | \$1,110,000 | \$1,080,000 | 13 | \$904 | \$1,061 | 138% |
| Apr-23 | 3 | 2 | 8 | 0.5 | \$1,191,375 | \$1,325,000 | \$1,478,875 | 21 | \$857 | \$1,047 | 123% |
| Mar-23 | 7 | 3 | 8 | 1.9 | \$1,061,875 | \$1,450,000 | \$1,451,250 | 9 | \$733 | \$1,040 | 138% |

Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Mar-24 | 4 | -50% | \$1,077,333 | -1.09% | \$1,059,000 | -27% | \$1,282,000 | -11.7% | 69 | 667% | 112% |
| Mar-23 | 8 | 0% | \$1,089,177 | -8.58% | \$1,450,000 | -2.52% | \$1,451,250 | -5.95% | 9 | -18.2% | 138% |
| Mar-22 | 8 | 0% | \$1,191,454 | -1.24% | \$1,487,500 | -3.25% | \$1,543,111 | 3.17% | 11 | 22.2% | 138% |

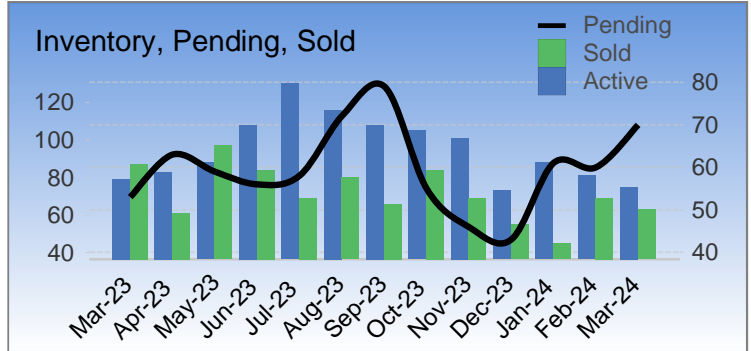
Sales Activity and Price Trends

| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 0 | 0 | 0 | 0 | 0 |
| \$500-599K | 0 | 0 | 0 | 0 | 0 |
| \$600-699K | 1 | 0 | 0 | 0 | 0 |
| \$700-799K | 0 | 0 | 0 | 0 | 0 |
| \$800-899K | 0 | 0 | 0 | 1 | 0 |
| \$900-999K | 1 | 1 | 0 | 2 | 2 |
| \$1-1.299M | 3 | 4 | 5 | 3 | 0 |
| \$1.3-1.699M | 4 | 4 | 9 | 5 | 4 |
| \$1.7-1.999M | 0 | 0 | 2 | 2 | 0 |
| \$2-2.999M | 2 | 2 | 2 | 1 | 1 |
| >3M | 0 | 0 | 0 | 0 | 0 |
| Total | 11 | 11 | 18 | 14 | 7 |

Presented by:

Market Activity Summary:

- Inventory: 75 units were listed for sale as of the last day of March - approximately 1.4 months of inventory.
- Sales Activity: 63 units were sold during March,
- Median Sales Price: \$640,000 during March
- Average price per sq.ft. in March was \$358
- Average Days-on-Market (DOM) is approximately 18 days
- Sold over Asking: On average, buyers paid 102% of list price in March



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 |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Mar-24 | 75 | 70 | 63 | 1.4 | \$638,845 | \$640,000 | \$652,310 | 18 | \$355 | \$358 | 102% |
| Feb-24 | 81 | 60 | 69 | 1.5 | \$616,794 | \$632,000 | \$630,189 | 21 | \$349 | \$336 | 103% |
| Jan-24 | 88 | 61 | 45 | 1.6 | \$616,316 | \$625,000 | \$621,384 | 32 | \$353 | \$344 | 101% |
| Dec-23 | 73 | 43 | 55 | 1.1 | \$628,814 | \$630,000 | \$630,117 | 27 | \$335 | \$336 | 101% |
| Nov-23 | 101 | 46 | 69 | 1.4 | \$635,338 | \$642,000 | \$646,397 | 32 | \$330 | \$333 | 102% |
| Oct-23 | 105 | 55 | 84 | 1.4 | \$619,645 | \$635,000 | \$630,111 | 27 | \$331 | \$351 | 102% |
| Sep-23 | 108 | 79 | 66 | 1.5 | \$568,661 | \$586,500 | \$583,053 | 20 | \$331 | \$359 | 103% |
| Aug-23 | 116 | 72 | 80 | 1.5 | \$635,675 | \$650,000 | \$647,562 | 27 | \$333 | \$329 | 102% |
| Jul-23 | 130 | 58 | 69 | 1.6 | \$634,289 | \$637,000 | \$647,547 | 16 | \$330 | \$338 | 103% |
| Jun-23 | 108 | 56 | 84 | 1.4 | \$624,810 | \$650,000 | \$639,961 | 21 | \$320 | \$336 | 103% |
| May-23 | 88 | 59 | 97 | 1.1 | \$623,518 | \$645,000 | \$632,737 | 27 | \$323 | \$348 | 102% |
| Apr-23 | 83 | 63 | 61 | 1.3 | \$616,765 | \$660,000 | \$624,851 | 33 | \$315 | \$323 | 102% |
| Mar-23 | 79 | 53 | 87 | 1.2 | \$601,468 | \$605,000 | \$603,717 | 41 | \$322 | \$340 | 101% |

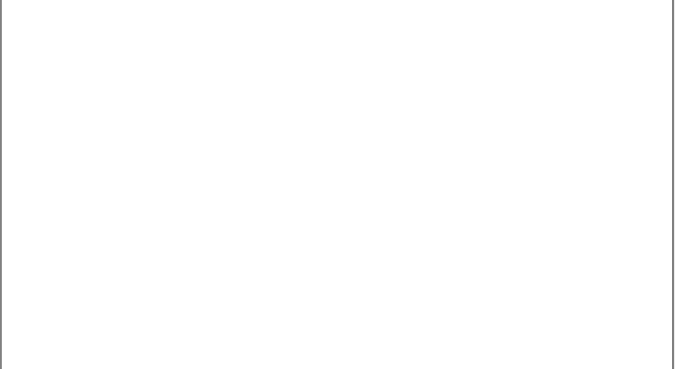
Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Mar-24 | 63 | -27.6% | \$623,762 | 1.79% | \$640,000 | 5.79% | \$652,310 | 8.05% | 18 | -56.1% | 102% |
| Mar-23 | 87 | -39.2% | \$612,796 | -9% | \$605,000 | -16% | \$603,717 | -16.2% | 41 | 156% | 101% |
| Mar-22 | 143 | 40.2% | \$673,412 | 23.2% | \$720,000 | 25.5% | \$720,833 | 25.3% | 16 | 23.1% | 105% |

Sales Activity and Price Trends

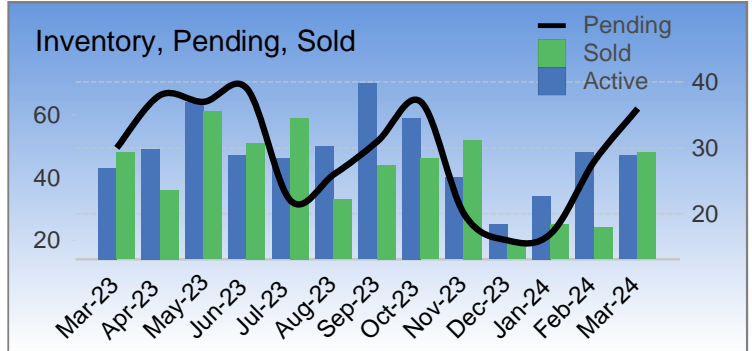
| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 15 | 40 | 23 | 59 | 154 |
| \$500-599K | 53 | 48 | 43 | 74 | 65 |
| \$600-699K | 57 | 74 | 97 | 53 | 13 |
| \$700-799K | 40 | 31 | 83 | 26 | 4 |
| \$800-899K | 10 | 6 | 52 | 8 | 0 |
| \$900-999K | 2 | 3 | 17 | 1 | 0 |
| \$1-1.299M | 0 | 1 | 6 | 0 | 0 |
| \$1.3-1.699M | 0 | 0 | 0 | 0 | 0 |
| \$1.7-1.999M | 0 | 0 | 0 | 0 | 0 |
| \$2-2.999M | 0 | 0 | 0 | 0 | 0 |
| >3M | 0 | 0 | 0 | 0 | 0 |
| Total | 177 | 203 | 321 | 221 | 236 |

Presented by:



Market Activity Summary:

- Inventory: 47 units were listed for sale as of the last day of March - approximately 1.5 months of inventory.
- Sales Activity: 48 units were sold during March,
- Median Sales Price: \$1,717,000 during March
- Average price per sq.ft. in March was \$913
- Average Days-on-Market (DOM) is approximately 20 days
- Sold over Asking: On average, buyers paid 115% of list price in March



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 |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Mar-24 | 47 | 36 | 48 | 1.5 | \$1,567,790 | \$1,717,000 | \$1,781,702 | 20 | \$824 | \$913 | 115% |
| Feb-24 | 48 | 28 | 24 | 2.1 | \$1,293,583 | \$1,380,000 | \$1,491,558 | 19 | \$819 | \$905 | 120% |
| Jan-24 | 34 | 17 | 25 | 1.1 | \$1,451,559 | \$1,250,001 | \$1,529,980 | 32 | \$779 | \$785 | 109% |
| Dec-23 | 25 | 16 | 19 | 0.6 | \$1,289,842 | \$1,350,000 | \$1,451,842 | 24 | \$850 | \$753 | 114% |
| Nov-23 | 40 | 20 | 52 | 0.8 | \$1,375,134 | \$1,472,500 | \$1,620,055 | 19 | \$802 | \$906 | 118% |
| Oct-23 | 59 | 37 | 46 | 1.5 | \$1,298,975 | \$1,448,500 | \$1,517,391 | 20 | \$808 | \$917 | 120% |
| Sep-23 | 70 | 31 | 44 | 1.6 | \$1,404,068 | \$1,555,000 | \$1,682,148 | 19 | \$837 | \$954 | 122% |
| Aug-23 | 50 | 26 | 33 | 1.0 | \$1,367,475 | \$1,430,000 | \$1,584,963 | 21 | \$810 | \$960 | 117% |
| Jul-23 | 46 | 22 | 59 | 0.8 | \$1,313,423 | \$1,490,000 | \$1,496,126 | 29 | \$841 | \$884 | 115% |
| Jun-23 | 47 | 39 | 51 | 1.0 | \$1,393,534 | \$1,600,000 | \$1,698,301 | 17 | \$838 | \$963 | 123% |
| May-23 | 64 | 37 | 61 | 1.3 | \$1,410,686 | \$1,640,000 | \$1,688,973 | 17 | \$829 | \$951 | 120% |
| Apr-23 | 49 | 38 | 36 | 1.4 | \$1,478,638 | \$1,605,500 | \$1,739,194 | 17 | \$839 | \$948 | 118% |
| Mar-23 | 43 | 30 | 48 | 1.4 | \$1,396,600 | \$1,505,000 | \$1,610,697 | 25 | \$839 | \$933 | 116% |

Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Mar-24 | 48 | 0% | \$1,548,318 | 1.17% | \$1,717,000 | 14.1% | \$1,781,702 | 10.6% | 20 | -20% | 115% |
| Mar-23 | 48 | -21.3% | \$1,530,480 | -3.57% | \$1,505,000 | -14% | \$1,610,697 | -16% | 25 | 78.6% | 116% |
| Mar-22 | 61 | -19.7% | \$1,587,087 | 10.8% | \$1,750,000 | 17.6% | \$1,916,607 | 12.4% | 14 | -22.2% | 136% |

Sales Activity and Price Trends

| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 0 | 0 | 0 | 0 | 0 |
| \$500-599K | 0 | 1 | 0 | 0 | 1 |
| \$600-699K | 1 | 0 | 0 | 0 | 0 |
| \$700-799K | 2 | 5 | 1 | 1 | 2 |
| \$800-899K | 6 | 5 | 2 | 6 | 8 |
| \$900-999K | 8 | 7 | 7 | 8 | 5 |
| \$1-1.299M | 18 | 14 | 18 | 20 | 23 |
| \$1.3-1.699M | 22 | 28 | 30 | 48 | 24 |
| \$1.7-1.999M | 15 | 18 | 25 | 15 | 8 |
| \$2-2.999M | 20 | 10 | 29 | 15 | 8 |
| >3M | 5 | 6 | 14 | 4 | 2 |
| Total | 97 | 94 | 126 | 117 | 81 |

Presented by:

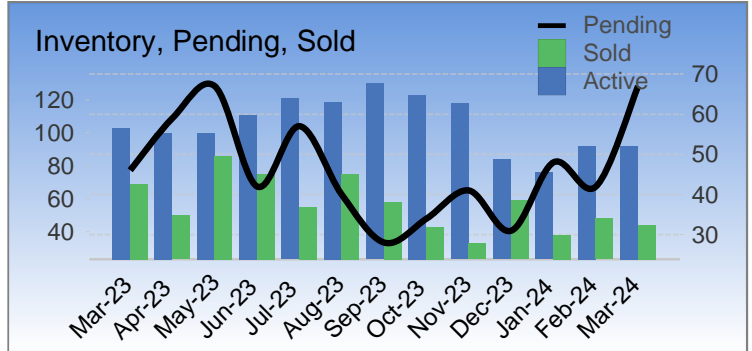
Includes Berkeley and Kensington

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Deemed reliable but not guaranteed

Market Activity Summary:

- Inventory: 92 units were listed for sale as of the last day of March - approximately 2.2 months of inventory.
- Sales Activity: 44 units were sold during March,
- Median Sales Price: \$805,000 during March
- Average price per sq.ft. in March was \$380
- Average Days-on-Market (DOM) is approximately 36 days
- Sold over Asking: On average, buyers paid 100% of list price in March



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 |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Mar-24 | 92 | 67 | 44 | 2.2 | \$878,876 | \$805,000 | \$870,917 | 36 | \$465 | \$380 | 100% |
| Feb-24 | 92 | 42 | 48 | 1.9 | \$867,674 | \$860,000 | \$871,486 | 37 | \$465 | \$389 | 100% |
| Jan-24 | 76 | 48 | 38 | 1.8 | \$776,110 | \$741,500 | \$766,065 | 42 | \$476 | \$381 | 99% |
| Dec-23 | 84 | 31 | 59 | 1.9 | \$899,117 | \$780,000 | \$881,322 | 45 | \$465 | \$390 | 99% |
| Nov-23 | 118 | 41 | 33 | 2.7 | \$845,930 | \$825,000 | \$850,161 | 37 | \$443 | \$402 | 101% |
| Oct-23 | 123 | 34 | 43 | 2.1 | \$827,833 | \$750,000 | \$829,942 | 33 | \$438 | \$400 | 100% |
| Sep-23 | 130 | 28 | 58 | 2.1 | \$827,972 | \$770,325 | \$833,553 | 24 | \$426 | \$375 | 101% |
| Aug-23 | 119 | 40 | 75 | 1.8 | \$804,647 | \$770,000 | \$804,066 | 25 | \$428 | \$395 | 100% |
| Jul-23 | 121 | 57 | 55 | 1.7 | \$893,265 | \$870,000 | \$892,123 | 28 | \$439 | \$368 | 100% |
| Jun-23 | 111 | 42 | 75 | 1.6 | \$831,786 | \$805,000 | \$841,514 | 34 | \$434 | \$378 | 101% |
| May-23 | 100 | 67 | 86 | 1.5 | \$886,510 | \$818,500 | \$872,799 | 33 | \$432 | \$383 | 99% |
| Apr-23 | 100 | 59 | 50 | 1.9 | \$980,130 | \$890,000 | \$951,771 | 48 | \$436 | \$369 | 98% |
| Mar-23 | 103 | 46 | 69 | 2.3 | \$820,473 | \$746,000 | \$804,598 | 34 | \$463 | \$362 | 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 |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Mar-24 | 44 | -36.2% | \$965,867 | 6.19% | \$805,000 | 7.91% | \$870,917 | 8.24% | 36 | 5.88% | 100% |
| Mar-23 | 69 | -39.5% | \$909,523 | -1.22% | \$746,000 | -19.5% | \$804,598 | -14.8% | 34 | 183% | 99% |
| Mar-22 | 114 | 3.64% | \$920,743 | 18.7% | \$927,000 | 14.8% | \$944,628 | 9.84% | 12 | 9.09% | 106% |

Sales Activity and Price Trends

| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 1 | 5 | 3 | 11 | 38 |
| \$500-599K | 12 | 11 | 15 | 29 | 59 |
| \$600-699K | 24 | 31 | 19 | 39 | 43 |
| \$700-799K | 30 | 36 | 43 | 47 | 32 |
| \$800-899K | 21 | 23 | 36 | 37 | 17 |
| \$900-999K | 15 | 13 | 42 | 31 | 3 |
| \$1-1.299M | 23 | 12 | 53 | 22 | 5 |
| \$1.3-1.699M | 3 | 9 | 19 | 8 | 0 |
| \$1.7-1.999M | 1 | 0 | 3 | 0 | 0 |
| \$2-2.999M | 0 | 0 | 1 | 0 | 1 |
| >3M | 0 | 0 | 2 | 1 | 0 |
| Total | 130 | 140 | 236 | 225 | 198 |

Presented by:



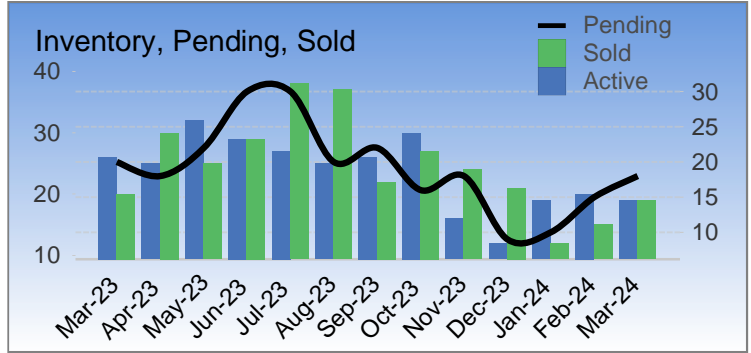
Includes Brentwood, Bethel Island, Byron, and Knightsen

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Deemed reliable but not guaranteed

Market Activity Summary:

- Inventory: 19 units were listed for sale as of the last day of March - approximately 1.2 months of inventory.
- Sales Activity: 19 units were sold during March,
- Median Sales Price: \$1,250,000 during March
- Average price per sq.ft. in March was \$734
- Average Days-on-Market (DOM) is approximately 16 days
- Sold over Asking: On average, buyers paid 104% of list price in March



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 |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Mar-24 | 19 | 18 | 19 | 1.2 | \$1,233,075 | \$1,250,000 | \$1,274,628 | 16 | \$699 | \$734 | 104% |
| Feb-24 | 20 | 15 | 15 | 1.3 | \$1,260,524 | \$1,240,000 | \$1,307,512 | 11 | \$699 | \$719 | 104% |
| Jan-24 | 19 | 10 | 12 | 1.1 | \$1,099,790 | \$1,026,800 | \$1,114,632 | 25 | \$655 | \$704 | 101% |
| Dec-23 | 12 | 9 | 21 | 0.5 | \$1,145,357 | \$1,200,000 | \$1,172,435 | 25 | \$620 | \$698 | 103% |
| Nov-23 | 16 | 18 | 24 | 0.7 | \$1,133,907 | \$1,100,000 | \$1,147,282 | 13 | \$658 | \$710 | 102% |
| Oct-23 | 30 | 16 | 27 | 1.1 | \$1,247,327 | \$1,230,000 | \$1,304,844 | 21 | \$772 | \$682 | 106% |
| Sep-23 | 26 | 22 | 22 | 0.8 | \$1,130,619 | \$1,180,000 | \$1,191,409 | 16 | \$735 | \$719 | 106% |
| Aug-23 | 25 | 20 | 37 | 0.7 | \$1,218,637 | \$1,230,000 | \$1,254,339 | 32 | \$755 | \$691 | 105% |
| Jul-23 | 27 | 30 | 38 | 0.9 | \$1,186,079 | \$1,227,000 | \$1,266,623 | 11 | \$736 | \$679 | 107% |
| Jun-23 | 29 | 30 | 29 | 1.0 | \$1,274,745 | \$1,290,000 | \$1,331,741 | 28 | \$739 | \$691 | 105% |
| May-23 | 32 | 22 | 25 | 1.3 | \$1,266,880 | \$1,220,000 | \$1,303,720 | 24 | \$696 | \$632 | 104% |
| Apr-23 | 25 | 18 | 30 | 1.2 | \$1,248,010 | \$1,295,000 | \$1,294,653 | 24 | \$743 | \$655 | 105% |
| Mar-23 | 26 | 20 | 20 | 1.3 | \$1,228,333 | \$1,191,000 | \$1,276,900 | 20 | \$687 | \$623 | 105% |

Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Mar-24 | 19 | -5% | \$1,209,615 | -8.05% | \$1,250,000 | 4.95% | \$1,274,628 | -0.178% | 16 | -20% | 104% |
| Mar-23 | 20 | -50% | \$1,315,526 | -2.68% | \$1,191,000 | -16.9% | \$1,276,900 | -11.7% | 20 | 150% | 105% |
| Mar-22 | 40 | -6.98% | \$1,351,719 | 21.3% | \$1,432,500 | 36.4% | \$1,445,525 | 34.2% | 8 | -50% | 121% |

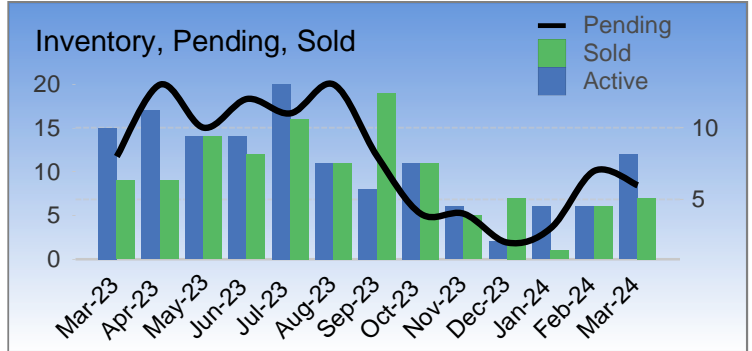
Sales Activity and Price Trends

| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 0 | 0 | 0 | 0 | 0 |
| \$500-599K | 0 | 0 | 0 | 0 | 1 |
| \$600-699K | 0 | 1 | 0 | 2 | 8 |
| \$700-799K | 1 | 3 | 2 | 10 | 16 |
| \$800-899K | 2 | 9 | 6 | 15 | 21 |
| \$900-999K | 6 | 15 | 4 | 11 | 17 |
| \$1-1.299M | 18 | 13 | 26 | 26 | 28 |
| \$1.3-1.699M | 14 | 15 | 42 | 17 | 6 |
| \$1.7-1.999M | 5 | 5 | 9 | 0 | 1 |
| \$2-2.999M | 0 | 1 | 3 | 0 | 0 |
| >3M | 0 | 1 | 0 | 0 | 0 |
| Total | 46 | 63 | 92 | 81 | 98 |

Presented by:

Market Activity Summary:

- Inventory: 12 units were listed for sale as of the last day of March - approximately 2.6 months of inventory.
- Sales Activity: 7 units were sold during March,
- Median Sales Price: \$1,300,000 during March
- Average price per sq.ft. in March was \$518
- Average Days-on-Market (DOM) is approximately 11 days
- Sold over Asking: On average, buyers paid 105% of list price in March



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 |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Mar-24 | 12 | 6 | 7 | 2.6 | \$1,206,714 | \$1,300,000 | \$1,262,714 | 11 | \$562 | \$518 | 105% |
| Feb-24 | 6 | 7 | 6 | 1.3 | \$1,311,500 | \$1,180,000 | \$1,309,333 | 7 | \$505 | \$498 | 100% |
| Jan-24 | 6 | 3 | 1 | 1.4 | \$999,950 | \$975,000 | \$975,000 | 17 | \$548 | \$536 | 98% |
| Dec-23 | 2 | 2 | 7 | 0.3 | \$1,207,142 | \$1,118,000 | \$1,187,571 | 24 | \$529 | \$474 | 99% |
| Nov-23 | 6 | 4 | 5 | 0.6 | \$1,041,500 | \$934,000 | \$1,071,800 | 13 | \$504 | \$511 | 103% |
| Oct-23 | 11 | 4 | 11 | 0.8 | \$1,145,909 | \$1,050,000 | \$1,118,090 | 30 | \$492 | \$462 | 98% |
| Sep-23 | 8 | 8 | 19 | 0.6 | \$1,084,283 | \$1,040,000 | \$1,094,704 | 17 | \$528 | \$502 | 101% |
| Aug-23 | 11 | 13 | 11 | 0.8 | \$1,090,090 | \$1,120,000 | \$1,139,363 | 17 | \$451 | \$533 | 104% |
| Jul-23 | 20 | 11 | 16 | 1.4 | \$1,352,850 | \$1,337,793 | \$1,332,955 | 37 | \$505 | \$513 | 99% |
| Jun-23 | 14 | 12 | 12 | 1.2 | \$1,280,574 | \$1,270,000 | \$1,300,241 | 20 | \$515 | \$548 | 102% |
| May-23 | 14 | 10 | 14 | 1.7 | \$1,044,050 | \$1,062,500 | \$1,101,135 | 20 | \$518 | \$580 | 106% |
| Apr-23 | 17 | 13 | 9 | 2.3 | \$1,069,200 | \$1,215,000 | \$1,177,021 | 16 | \$540 | \$569 | 111% |
| Mar-23 | 15 | 8 | 9 | 2.4 | \$1,149,211 | \$1,221,000 | \$1,175,444 | 19 | \$513 | \$528 | 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 |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Mar-24 | 7 | -22.2% | \$1,630,461 | 42.2% | \$1,300,000 | 6.47% | \$1,262,714 | 7.42% | 11 | -42.1% | 105% |
| Mar-23 | 9 | -55% | \$1,146,857 | -11.1% | \$1,221,000 | 1.54% | \$1,175,444 | -2.12% | 19 | 138% | 103% |
| Mar-22 | 20 | 33.3% | \$1,290,044 | 25.9% | \$1,202,500 | 14.5% | \$1,200,900 | 16.2% | 8 | 0% | 116% |

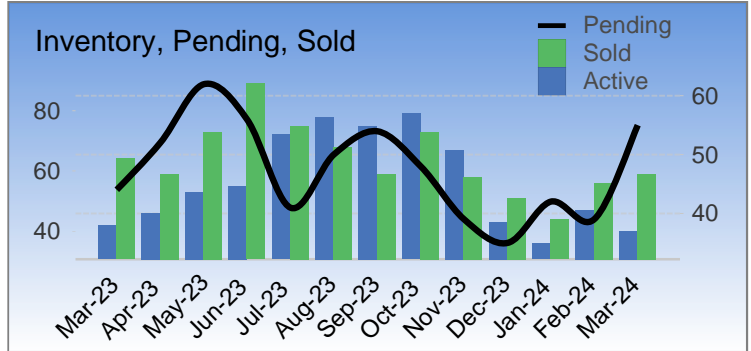
Sales Activity and Price Trends

| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 0 | 0 | 0 | 0 | 0 |
| \$500-599K | 0 | 0 | 0 | 0 | 0 |
| \$600-699K | 0 | 0 | 0 | 1 | 2 |
| \$700-799K | 0 | 0 | 1 | 7 | 6 |
| \$800-899K | 1 | 3 | 2 | 6 | 6 |
| \$900-999K | 2 | 2 | 8 | 7 | 5 |
| \$1-1.299M | 5 | 9 | 13 | 12 | 3 |
| \$1.3-1.699M | 5 | 5 | 13 | 4 | 3 |
| \$1.7-1.999M | 0 | 0 | 2 | 0 | 0 |
| \$2-2.999M | 1 | 0 | 0 | 0 | 0 |
| >3M | 0 | 0 | 0 | 0 | 0 |
| Total | 14 | 19 | 39 | 37 | 25 |

Presented by:

Market Activity Summary:

- Inventory: 40 units were listed for sale as of the last day of March - approximately 0.8 months of inventory.
- Sales Activity: 59 units were sold during March,
- Median Sales Price: \$825,000 during March
- Average price per sq.ft. in March was \$527
- Average Days-on-Market (DOM) is approximately 17 days
- Sold over Asking: On average, buyers paid 105% of list price in March



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 |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Mar-24 | 40 | 55 | 59 | 0.8 | \$857,063 | \$825,000 | \$896,798 | 17 | \$567 | \$527 | 105% |
| Feb-24 | 47 | 39 | 56 | 1.0 | \$872,877 | \$849,000 | \$897,817 | 25 | \$555 | \$540 | 103% |
| Jan-24 | 36 | 42 | 44 | 0.7 | \$789,920 | \$794,000 | \$806,884 | 29 | \$542 | \$544 | 103% |
| Dec-23 | 43 | 35 | 51 | 0.7 | \$853,882 | \$810,000 | \$857,615 | 29 | \$536 | \$527 | 101% |
| Nov-23 | 67 | 39 | 58 | 1.1 | \$792,668 | \$772,500 | \$814,444 | 17 | \$524 | \$530 | 103% |
| Oct-23 | 79 | 48 | 73 | 1.2 | \$855,840 | \$801,000 | \$869,857 | 23 | \$516 | \$516 | 103% |
| Sep-23 | 75 | 54 | 59 | 1.1 | \$870,482 | \$815,000 | \$891,059 | 14 | \$525 | \$562 | 102% |
| Aug-23 | 78 | 50 | 68 | 1.0 | \$817,626 | \$814,500 | \$839,660 | 15 | \$534 | \$534 | 103% |
| Jul-23 | 72 | 41 | 75 | 0.9 | \$830,625 | \$835,000 | \$845,147 | 15 | \$519 | \$532 | 102% |
| Jun-23 | 55 | 56 | 89 | 0.8 | \$836,108 | \$840,000 | \$865,809 | 14 | \$500 | \$541 | 104% |
| May-23 | 53 | 62 | 73 | 0.8 | \$839,208 | \$840,000 | \$873,339 | 13 | \$517 | \$527 | 104% |
| Apr-23 | 46 | 52 | 59 | 0.9 | \$812,836 | \$775,000 | \$840,317 | 14 | \$504 | \$551 | 104% |
| Mar-23 | 42 | 44 | 64 | 1.0 | \$804,007 | \$792,500 | \$822,976 | 22 | \$508 | \$554 | 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 |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Mar-24 | 59 | -7.81% | \$905,489 | 6.7% | \$825,000 | 4.1% | \$896,798 | 8.97% | 17 | -22.7% | 105% |
| Mar-23 | 64 | -44.3% | \$848,600 | -2.26% | \$792,500 | -15.2% | \$822,976 | -20.1% | 22 | 120% | 102% |
| Mar-22 | 115 | 0.877% | \$868,179 | 7.28% | \$935,000 | 16.9% | \$1,029,787 | 22.5% | 10 | 11.1% | 113% |

Sales Activity and Price Trends

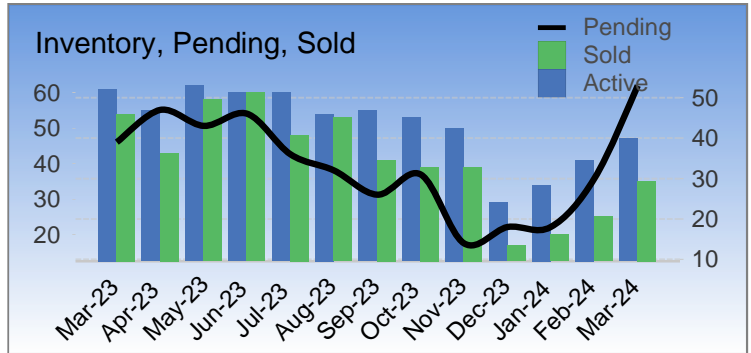
| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 2 | 2 | 3 | 7 | 20 |
| \$500-599K | 6 | 10 | 3 | 20 | 53 |
| \$600-699K | 26 | 21 | 21 | 57 | 47 |
| \$700-799K | 38 | 37 | 46 | 54 | 42 |
| \$800-899K | 32 | 30 | 46 | 57 | 21 |
| \$900-999K | 19 | 25 | 33 | 27 | 6 |
| \$1-1.299M | 24 | 13 | 46 | 24 | 9 |
| \$1.3-1.699M | 10 | 4 | 24 | 3 | 1 |
| \$1.7-1.999M | 2 | 0 | 3 | 0 | 0 |
| \$2-2.999M | 0 | 0 | 0 | 0 | 0 |
| >3M | 0 | 0 | 1 | 1 | 0 |
| Total | 159 | 142 | 226 | 250 | 199 |

Presented by:



Market Activity Summary:

- Inventory: 47 units were listed for sale as of the last day of March - approximately 1.8 months of inventory.
- Sales Activity: 35 units were sold during March,
- Median Sales Price: \$2,250,000 during March
- Average price per sq.ft. in March was \$831
- Average Days-on-Market (DOM) is approximately 13 days
- Sold over Asking: On average, buyers paid 105% of list price in March



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 |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Mar-24 | 47 | 53 | 35 | 1.8 | \$2,368,789 | \$2,250,000 | \$2,447,857 | 13 | \$962 | \$831 | 105% |
| Feb-24 | 41 | 30 | 25 | 2.0 | \$2,108,895 | \$2,100,000 | \$2,161,318 | 25 | \$847 | \$815 | 103% |
| Jan-24 | 34 | 18 | 20 | 1.3 | \$2,105,669 | \$1,913,000 | \$2,112,650 | 30 | \$883 | \$779 | 102% |
| Dec-23 | 29 | 18 | 17 | 0.9 | \$2,595,708 | \$2,200,000 | \$2,580,182 | 36 | \$953 | \$755 | 100% |
| Nov-23 | 50 | 14 | 39 | 1.3 | \$2,015,053 | \$2,000,000 | \$2,000,515 | 22 | \$821 | \$782 | 100% |
| Oct-23 | 53 | 31 | 39 | 1.2 | \$2,270,220 | \$2,025,000 | \$2,270,760 | 24 | \$811 | \$796 | 100% |
| Sep-23 | 55 | 26 | 41 | 1.2 | \$2,087,833 | \$2,075,000 | \$2,128,000 | 15 | \$819 | \$804 | 102% |
| Aug-23 | 54 | 32 | 53 | 1.0 | \$2,191,870 | \$1,995,000 | \$2,189,937 | 19 | \$809 | \$788 | 100% |
| Jul-23 | 60 | 36 | 48 | 1.1 | \$2,125,654 | \$2,120,000 | \$2,155,854 | 12 | \$817 | \$789 | 102% |
| Jun-23 | 60 | 46 | 60 | 1.1 | \$2,365,374 | \$2,080,000 | \$2,348,896 | 16 | \$797 | \$796 | 100% |
| May-23 | 62 | 43 | 58 | 1.2 | \$2,132,796 | \$2,003,750 | \$2,141,256 | 17 | \$784 | \$768 | 101% |
| Apr-23 | 55 | 47 | 43 | 1.4 | \$2,072,441 | \$1,900,000 | \$2,078,381 | 16 | \$800 | \$767 | 101% |
| Mar-23 | 61 | 39 | 54 | 2.0 | \$2,121,594 | \$2,015,000 | \$2,093,356 | 30 | \$797 | \$754 | 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 |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Mar-24 | 35 | -35.2% | \$3,046,975 | 36% | \$2,250,000 | 11.7% | \$2,447,857 | 16.9% | 13 | -56.7% | 105% |
| Mar-23 | 54 | -27% | \$2,240,569 | -9.61% | \$2,015,000 | -15.8% | \$2,093,356 | -13.4% | 30 | 400% | 99% |
| Mar-22 | 74 | -35.1% | \$2,478,670 | 32.9% | \$2,392,500 | 37.1% | \$2,417,872 | 28.3% | 6 | -53.8% | 117% |

Sales Activity and Price Trends

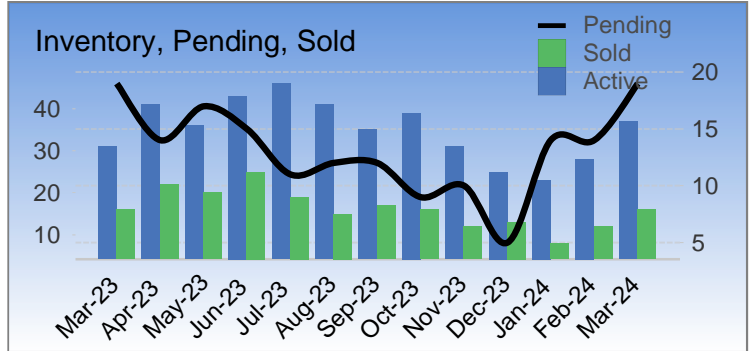
| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 0 | 0 | 0 | 0 | 0 |
| \$500-599K | 0 | 0 | 0 | 0 | 0 |
| \$600-699K | 0 | 0 | 0 | 0 | 0 |
| \$700-799K | 0 | 0 | 0 | 0 | 2 |
| \$800-899K | 0 | 0 | 0 | 3 | 4 |
| \$900-999K | 0 | 1 | 0 | 6 | 8 |
| \$1-1.299M | 4 | 9 | 4 | 24 | 38 |
| \$1.3-1.699M | 15 | 19 | 17 | 76 | 50 |
| \$1.7-1.999M | 12 | 22 | 24 | 48 | 14 |
| \$2-2.999M | 38 | 33 | 72 | 42 | 8 |
| >3M | 11 | 8 | 34 | 22 | 6 |
| Total | 80 | 92 | 151 | 221 | 130 |

Presented by:



Market Activity Summary:

- Inventory: 37 units were listed for sale as of the last day of March - approximately 3.1 months of inventory.
- Sales Activity: 16 units were sold during March,
- Median Sales Price: \$811,250 during March
- Average price per sq.ft. in March was \$384
- Average Days-on-Market (DOM) is approximately 17 days
- Sold over Asking: On average, buyers paid 99% of list price in March



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 |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Mar-24 | 37 | 19 | 16 | 3.1 | \$965,831 | \$811,250 | \$953,468 | 17 | \$411 | \$384 | 99% |
| Feb-24 | 28 | 14 | 12 | 2.6 | \$999,241 | \$815,500 | \$985,625 | 65 | \$404 | \$382 | 99% |
| Jan-24 | 23 | 14 | 8 | 2.2 | \$790,118 | \$778,500 | \$783,125 | 50 | \$401 | \$289 | 99% |
| Dec-23 | 25 | 5 | 13 | 1.8 | \$879,068 | \$835,000 | \$869,461 | 30 | \$391 | \$360 | 99% |
| Nov-23 | 31 | 10 | 12 | 2.1 | \$835,139 | \$781,250 | \$828,958 | 49 | \$373 | \$360 | 99% |
| Oct-23 | 39 | 9 | 16 | 2.4 | \$1,021,468 | \$867,500 | \$980,170 | 71 | \$361 | \$363 | 97% |
| Sep-23 | 35 | 12 | 17 | 2.1 | \$992,917 | \$827,000 | \$961,323 | 41 | \$371 | \$372 | 98% |
| Aug-23 | 41 | 12 | 15 | 2.2 | \$918,933 | \$815,000 | \$909,466 | 24 | \$388 | \$377 | 100% |
| Jul-23 | 46 | 11 | 19 | 2.3 | \$1,063,204 | \$900,000 | \$1,064,578 | 25 | \$399 | \$376 | 100% |
| Jun-23 | 43 | 15 | 25 | 1.9 | \$870,839 | \$785,000 | \$869,220 | 21 | \$413 | \$366 | 100% |
| May-23 | 36 | 17 | 20 | 1.9 | \$1,004,181 | \$876,750 | \$979,463 | 26 | \$428 | \$380 | 99% |
| Apr-23 | 41 | 14 | 22 | 2.5 | \$907,879 | \$844,000 | \$892,242 | 39 | \$433 | \$364 | 99% |
| Mar-23 | 31 | 19 | 16 | 2.4 | \$1,055,314 | \$800,000 | \$962,625 | 54 | \$460 | \$341 | 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 |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Mar-24 | 16 | 0% | \$1,062,661 | -1.11% | \$811,250 | 1.41% | \$953,468 | -0.951% | 17 | -68.5% | 99% |
| Mar-23 | 16 | -52.9% | \$1,074,619 | 8.58% | \$800,000 | -4.48% | \$962,625 | 0.656% | 54 | 200% | 96% |
| Mar-22 | 34 | 6.25% | \$989,734 | 6.36% | \$837,500 | 13.6% | \$956,349 | 25.8% | 18 | -28% | 103% |

Sales Activity and Price Trends

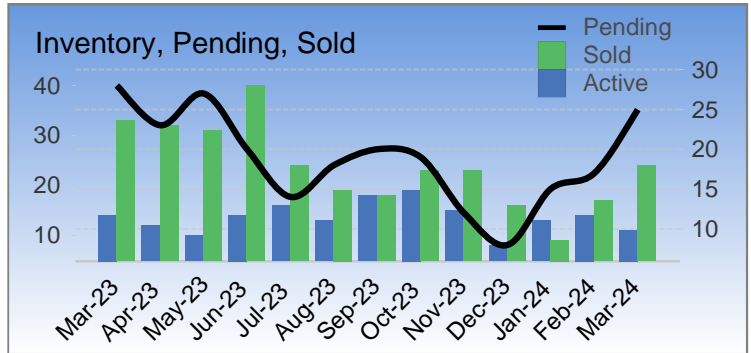
| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 0 | 0 | 1 | 2 | 9 |
| \$500-599K | 0 | 0 | 1 | 14 | 25 |
| \$600-699K | 1 | 11 | 10 | 21 | 23 |
| \$700-799K | 17 | 14 | 25 | 19 | 8 |
| \$800-899K | 7 | 5 | 20 | 9 | 3 |
| \$900-999K | 2 | 0 | 9 | 6 | 1 |
| \$1-1.299M | 4 | 5 | 7 | 9 | 1 |
| \$1.3-1.699M | 4 | 1 | 5 | 2 | 1 |
| \$1.7-1.999M | 1 | 2 | 0 | 0 | 0 |
| \$2-2.999M | 0 | 0 | 1 | 0 | 0 |
| >3M | 0 | 2 | 1 | 0 | 0 |
| Total | 36 | 40 | 80 | 82 | 71 |

Presented by:



Market Activity Summary:

- Inventory: 11 units were listed for sale as of the last day of March - approximately 0.7 months of inventory.
- Sales Activity: 24 units were sold during March,
- Median Sales Price: \$1,865,000 during March
- Average price per sq.ft. in March was \$829
- Average Days-on-Market (DOM) is approximately 9 days
- Sold over Asking: On average, buyers paid 107% of list price in March



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 |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Mar-24 | 11 | 25 | 24 | 0.7 | \$1,812,657 | \$1,865,000 | \$1,905,925 | 9 | \$829 | \$829 | 107% |
| Feb-24 | 14 | 17 | 17 | 1.0 | \$1,608,451 | \$1,630,000 | \$1,680,683 | 11 | \$777 | \$762 | 105% |
| Jan-24 | 13 | 15 | 9 | 0.8 | \$1,351,765 | \$1,428,628 | \$1,372,347 | 25 | \$785 | \$790 | 102% |
| Dec-23 | 8 | 8 | 16 | 0.4 | \$1,719,742 | \$1,650,000 | \$1,738,493 | 16 | \$736 | \$769 | 101% |
| Nov-23 | 15 | 12 | 23 | 0.7 | \$1,791,321 | \$1,730,000 | \$1,808,918 | 19 | \$743 | \$698 | 101% |
| Oct-23 | 19 | 19 | 23 | 1.0 | \$1,728,405 | \$1,600,000 | \$1,756,573 | 14 | \$752 | \$757 | 102% |
| Sep-23 | 18 | 20 | 18 | 0.9 | \$1,843,604 | \$1,752,500 | \$1,867,583 | 13 | \$708 | \$778 | 103% |
| Aug-23 | 13 | 18 | 19 | 0.5 | \$2,032,281 | \$2,100,000 | \$2,093,888 | 10 | \$693 | \$802 | 104% |
| Jul-23 | 16 | 14 | 24 | 0.5 | \$1,612,539 | \$1,517,500 | \$1,728,666 | 10 | \$737 | \$822 | 108% |
| Jun-23 | 14 | 20 | 40 | 0.4 | \$1,659,738 | \$1,690,003 | \$1,756,750 | 8 | \$727 | \$756 | 107% |
| May-23 | 10 | 27 | 31 | 0.3 | \$1,609,478 | \$1,540,000 | \$1,677,828 | 8 | \$756 | \$764 | 105% |
| Apr-23 | 12 | 23 | 32 | 0.5 | \$1,613,371 | \$1,535,000 | \$1,636,809 | 14 | \$740 | \$741 | 103% |
| Mar-23 | 14 | 28 | 33 | 0.8 | \$1,654,982 | \$1,457,000 | \$1,653,130 | 29 | \$728 | \$720 | 102% |

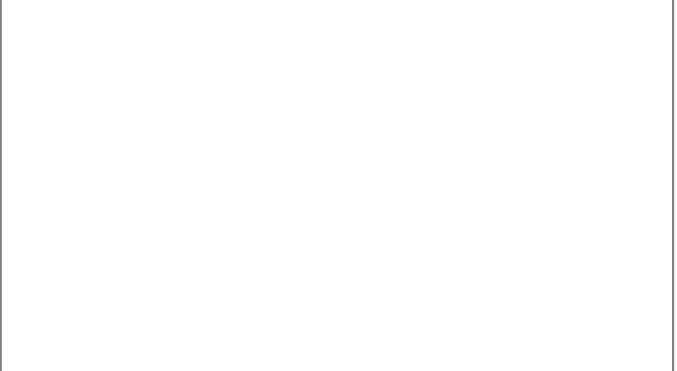
Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Mar-24 | 24 | -27.3% | \$1,753,015 | 6.22% | \$1,865,000 | 28% | \$1,905,925 | 15.3% | 9 | -69% | 107% |
| Mar-23 | 33 | -23.3% | \$1,650,356 | -0.142% | \$1,457,000 | -15.5% | \$1,653,130 | -9.78% | 29 | 222% | 102% |
| Mar-22 | 43 | 34.4% | \$1,652,703 | 19.8% | \$1,725,000 | 24.8% | \$1,832,255 | 23% | 9 | 80% | 121% |

Sales Activity and Price Trends

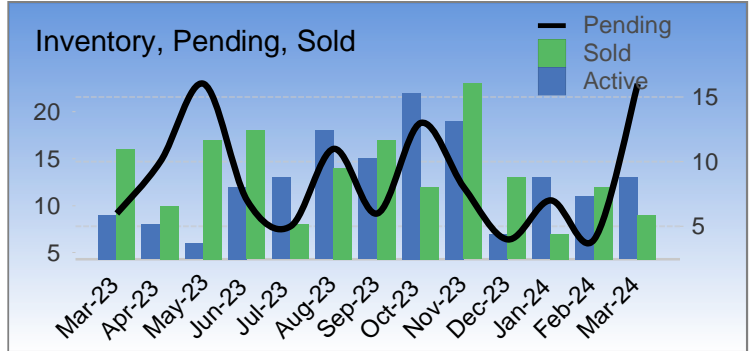
| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 0 | 0 | 0 | 0 | 0 |
| \$500-599K | 0 | 0 | 0 | 0 | 0 |
| \$600-699K | 0 | 0 | 0 | 0 | 0 |
| \$700-799K | 0 | 0 | 0 | 0 | 5 |
| \$800-899K | 0 | 0 | 0 | 3 | 9 |
| \$900-999K | 1 | 1 | 1 | 7 | 16 |
| \$1-1.299M | 10 | 15 | 6 | 31 | 17 |
| \$1.3-1.699M | 18 | 23 | 36 | 34 | 15 |
| \$1.7-1.999M | 9 | 7 | 29 | 14 | 1 |
| \$2-2.999M | 11 | 13 | 17 | 7 | 2 |
| >3M | 1 | 0 | 4 | 0 | 0 |
| Total | 50 | 59 | 93 | 96 | 65 |

Presented by:



Market Activity Summary:

- Inventory: 13 units were listed for sale as of the last day of March - approximately 1.4 months of inventory.
- Sales Activity: 9 units were sold during March,
- Median Sales Price: \$1,280,000 during March
- Average price per sq.ft. in March was \$752
- Average Days-on-Market (DOM) is approximately 26 days
- Sold over Asking: On average, buyers paid 123% of list price in March



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 |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Mar-24 | 13 | 16 | 9 | 1.4 | \$1,100,888 | \$1,280,000 | \$1,338,777 | 26 | \$689 | \$752 | 123% |
| Feb-24 | 11 | 4 | 12 | 1.0 | \$1,195,574 | \$1,364,000 | \$1,479,750 | 18 | \$677 | \$798 | 122% |
| Jan-24 | 13 | 7 | 7 | 1.0 | \$1,043,857 | \$1,078,000 | \$1,078,285 | 47 | \$683 | \$602 | 105% |
| Dec-23 | 7 | 4 | 13 | 0.4 | \$1,101,299 | \$1,184,000 | \$1,208,769 | 25 | \$664 | \$736 | 111% |
| Nov-23 | 19 | 8 | 23 | 1.1 | \$1,079,386 | \$1,105,000 | \$1,207,977 | 17 | \$643 | \$773 | 115% |
| Oct-23 | 22 | 13 | 12 | 1.5 | \$962,333 | \$1,087,500 | \$1,131,666 | 22 | \$633 | \$880 | 119% |
| Sep-23 | 15 | 6 | 17 | 1.2 | \$937,526 | \$941,500 | \$1,119,529 | 21 | \$604 | \$835 | 121% |
| Aug-23 | 18 | 11 | 14 | 1.4 | \$999,667 | \$910,000 | \$1,101,829 | 26 | \$665 | \$818 | 109% |
| Jul-23 | 13 | 5 | 8 | 0.9 | \$1,075,375 | \$1,392,500 | \$1,324,250 | 11 | \$731 | \$782 | 125% |
| Jun-23 | 12 | 7 | 18 | 0.8 | \$1,066,497 | \$1,237,500 | \$1,243,555 | 13 | \$767 | \$815 | 118% |
| May-23 | 6 | 16 | 17 | 0.5 | \$1,096,529 | \$1,210,000 | \$1,269,382 | 19 | \$566 | \$786 | 117% |
| Apr-23 | 8 | 10 | 10 | 0.7 | \$996,789 | \$1,100,000 | \$1,113,500 | 22 | \$599 | \$843 | 113% |
| Mar-23 | 9 | 6 | 16 | 0.9 | \$1,098,212 | \$1,155,000 | \$1,198,750 | 29 | \$596 | \$739 | 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 |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Mar-24 | 9 | -43.8% | \$1,066,177 | 5.19% | \$1,280,000 | 10.8% | \$1,338,777 | 11.7% | 26 | -10.3% | 123% |
| Mar-23 | 16 | -15.8% | \$1,013,569 | -13.6% | \$1,155,000 | -11.3% | \$1,198,750 | -7.58% | 29 | 142% | 110% |
| Mar-22 | 19 | -20.8% | \$1,172,991 | 6.45% | \$1,302,000 | 5.85% | \$1,297,106 | 1.18% | 12 | -14.3% | 135% |

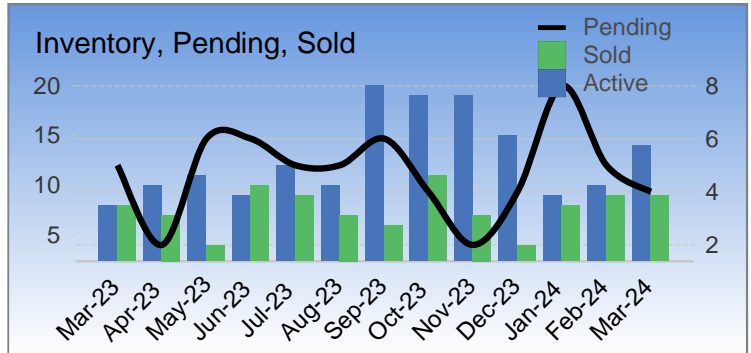
Sales Activity and Price Trends

| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 0 | 0 | 0 | 0 | 1 |
| \$500-599K | 0 | 0 | 0 | 0 | 1 |
| \$600-699K | 0 | 2 | 1 | 0 | 1 |
| \$700-799K | 0 | 2 | 2 | 1 | 3 |
| \$800-899K | 3 | 6 | 1 | 3 | 10 |
| \$900-999K | 5 | 4 | 2 | 3 | 11 |
| \$1-1.299M | 8 | 7 | 15 | 10 | 6 |
| \$1.3-1.699M | 9 | 12 | 13 | 9 | 4 |
| \$1.7-1.999M | 0 | 3 | 6 | 1 | 0 |
| \$2-2.999M | 2 | 0 | 3 | 1 | 0 |
| >3M | 1 | 0 | 0 | 0 | 0 |
| Total | 28 | 36 | 43 | 28 | 37 |

Presented by:

Market Activity Summary:

- Inventory: 14 units were listed for sale as of the last day of March - approximately 1.6 months of inventory.
- Sales Activity: 9 units were sold during March,
- Median Sales Price: \$725,000 during March
- Average price per sq.ft. in March was \$532
- Average Days-on-Market (DOM) is approximately 21 days
- Sold over Asking: On average, buyers paid 102% of list price in March



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 |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Mar-24 | 14 | 4 | 9 | 1.6 | \$714,888 | \$725,000 | \$732,888 | 21 | \$614 | \$532 | 102% |
| Feb-24 | 10 | 5 | 9 | 1.6 | \$721,988 | \$755,000 | \$732,890 | 29 | \$561 | \$444 | 101% |
| Jan-24 | 9 | 8 | 8 | 1.4 | \$693,274 | \$707,500 | \$711,375 | 27 | \$514 | \$394 | 102% |
| Dec-23 | 15 | 4 | 4 | 2.3 | \$857,250 | \$712,500 | \$870,000 | 54 | \$536 | \$559 | 104% |
| Nov-23 | 19 | 2 | 7 | 2.4 | \$745,142 | \$716,000 | \$806,428 | 28 | \$548 | \$504 | 108% |
| Oct-23 | 19 | 4 | 11 | 2.5 | \$759,090 | \$749,000 | \$800,454 | 24 | \$533 | \$521 | 105% |
| Sep-23 | 20 | 6 | 6 | 2.9 | \$723,973 | \$735,000 | \$745,083 | 36 | \$508 | \$555 | 103% |
| Aug-23 | 10 | 5 | 7 | 1.2 | \$750,128 | \$740,000 | \$775,714 | 24 | \$501 | \$578 | 103% |
| Jul-23 | 12 | 5 | 9 | 1.6 | \$719,315 | \$750,000 | \$718,111 | 43 | \$544 | \$478 | 100% |
| Jun-23 | 9 | 6 | 10 | 1.3 | \$840,684 | \$894,000 | \$883,488 | 27 | \$468 | \$470 | 105% |
| May-23 | 11 | 6 | 4 | 2.1 | \$740,747 | \$840,000 | \$765,750 | 18 | \$465 | \$429 | 103% |
| Apr-23 | 10 | 2 | 7 | 1.3 | \$655,000 | \$610,000 | \$682,285 | 37 | \$439 | \$462 | 106% |
| Mar-23 | 8 | 5 | 8 | 1.5 | \$825,611 | \$837,500 | \$811,875 | 45 | \$422 | \$416 | 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 |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Mar-24 | 9 | 12.5% | \$773,175 | 14.6% | \$725,000 | -13.4% | \$732,888 | -9.73% | 21 | -53.3% | 102% |
| Mar-23 | 8 | 0% | \$674,625 | -22.6% | \$837,500 | -10.1% | \$811,875 | -9.46% | 45 | 309% | 99% |
| Mar-22 | 8 | -33.3% | \$871,072 | 23.8% | \$931,436 | 7.37% | \$896,734 | 1.15% | 11 | -21.4% | 115% |

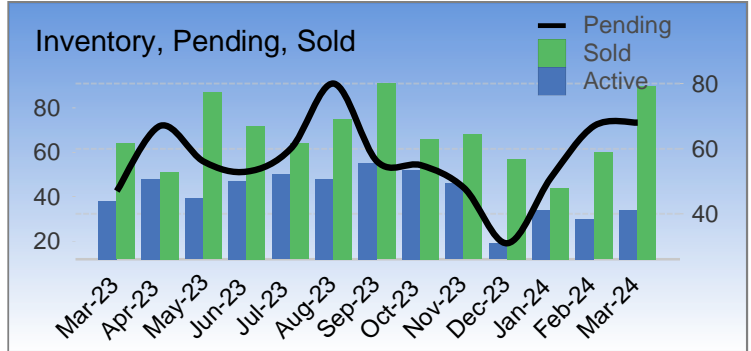
Sales Activity and Price Trends

| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 2 | 1 | 1 | 0 | 5 |
| \$500-599K | 4 | 3 | 0 | 2 | 6 |
| \$600-699K | 5 | 4 | 6 | 7 | 6 |
| \$700-799K | 9 | 2 | 3 | 5 | 4 |
| \$800-899K | 2 | 4 | 5 | 4 | 1 |
| \$900-999K | 1 | 1 | 5 | 2 | 0 |
| \$1-1.299M | 3 | 3 | 3 | 5 | 0 |
| \$1.3-1.699M | 0 | 0 | 1 | 0 | 0 |
| \$1.7-1.999M | 0 | 0 | 1 | 0 | 0 |
| \$2-2.999M | 0 | 0 | 0 | 0 | 0 |
| >3M | 0 | 0 | 0 | 0 | 0 |
| Total | 26 | 18 | 25 | 25 | 22 |

Presented by:

Market Activity Summary:

- Inventory: 34 units were listed for sale as of the last day of March - approximately 0.5 months of inventory.
- Sales Activity: 90 units were sold during March,
- Median Sales Price: \$1,772,625 during March
- Average price per sq.ft. in March was \$1,098
- Average Days-on-Market (DOM) is approximately 9 days
- Sold over Asking: On average, buyers paid 112% of list price in March



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 |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Mar-24 | 34 | 68 | 90 | 0.5 | \$1,748,053 | \$1,772,625 | \$1,946,876 | 9 | \$945 | \$1,098 | 112% |
| Feb-24 | 30 | 67 | 60 | 0.6 | \$1,698,258 | \$1,712,500 | \$1,834,425 | 10 | \$924 | \$1,066 | 109% |
| Jan-24 | 34 | 51 | 44 | 0.6 | \$1,714,332 | \$1,560,000 | \$1,804,452 | 22 | \$1,018 | \$993 | 106% |
| Dec-23 | 19 | 31 | 57 | 0.3 | \$1,541,234 | \$1,511,562 | \$1,608,546 | 15 | \$946 | \$999 | 105% |
| Nov-23 | 46 | 48 | 68 | 0.6 | \$1,645,158 | \$1,520,000 | \$1,697,108 | 15 | \$947 | \$997 | 104% |
| Oct-23 | 52 | 55 | 66 | 0.7 | \$1,770,692 | \$1,710,000 | \$1,868,206 | 14 | \$941 | \$1,002 | 106% |
| Sep-23 | 55 | 56 | 91 | 0.8 | \$1,750,465 | \$1,675,000 | \$1,856,582 | 12 | \$1,007 | \$977 | 107% |
| Aug-23 | 48 | 80 | 75 | 0.7 | \$1,603,435 | \$1,611,700 | \$1,713,447 | 15 | \$996 | \$992 | 108% |
| Jul-23 | 50 | 60 | 64 | 0.7 | \$1,653,920 | \$1,623,000 | \$1,755,139 | 12 | \$979 | \$997 | 106% |
| Jun-23 | 47 | 53 | 72 | 0.7 | \$1,803,696 | \$1,640,500 | \$1,901,673 | 13 | \$1,055 | \$998 | 107% |
| May-23 | 39 | 56 | 87 | 0.6 | \$1,625,425 | \$1,601,000 | \$1,735,716 | 13 | \$1,091 | \$996 | 108% |
| Apr-23 | 48 | 67 | 51 | 0.9 | \$1,499,249 | \$1,480,000 | \$1,571,180 | 13 | \$969 | \$950 | 106% |
| Mar-23 | 38 | 47 | 64 | 0.8 | \$1,618,379 | \$1,510,000 | \$1,661,382 | 19 | \$914 | \$944 | 104% |

Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Mar-24 | 90 | 40.6% | \$1,899,077 | 16.2% | \$1,772,625 | 17.4% | \$1,946,876 | 17.2% | 9 | -52.6% | 112% |
| Mar-23 | 64 | -45.3% | \$1,633,672 | -13.3% | \$1,510,000 | -11.2% | \$1,661,382 | -13.9% | 19 | 138% | 104% |
| Mar-22 | 117 | 0% | \$1,883,842 | 28.5% | \$1,700,000 | 24.5% | \$1,929,741 | 30.2% | 8 | -27.3% | 117% |

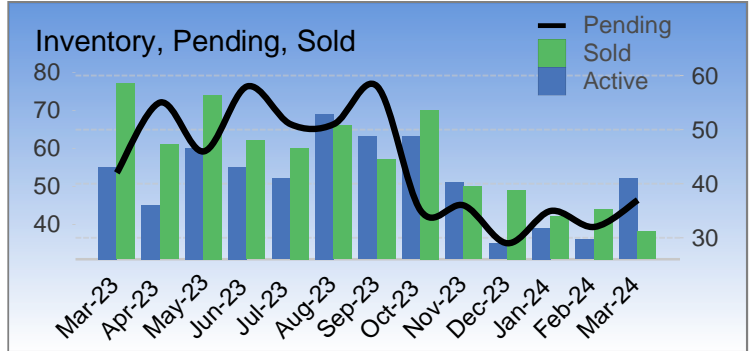
Sales Activity and Price Trends

| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 0 | 0 | 0 | 0 | 0 |
| \$500-599K | 0 | 0 | 0 | 0 | 0 |
| \$600-699K | 0 | 0 | 0 | 1 | 0 |
| \$700-799K | 0 | 1 | 0 | 0 | 11 |
| \$800-899K | 0 | 7 | 2 | 5 | 11 |
| \$900-999K | 0 | 8 | 2 | 10 | 17 |
| \$1-1.299M | 20 | 32 | 15 | 106 | 79 |
| \$1.3-1.699M | 72 | 61 | 97 | 82 | 39 |
| \$1.7-1.999M | 46 | 15 | 62 | 19 | 13 |
| \$2-2.999M | 40 | 17 | 49 | 31 | 21 |
| >3M | 16 | 7 | 19 | 9 | 4 |
| Total | 194 | 148 | 246 | 263 | 195 |

Presented by:

Market Activity Summary:

- Inventory: 52 units were listed for sale as of the last day of March - approximately 1.3 months of inventory.
- Sales Activity: 38 units were sold during March,
- Median Sales Price: \$919,444 during March
- Average price per sq.ft. in March was \$674
- Average Days-on-Market (DOM) is approximately 16 days
- Sold over Asking: On average, buyers paid 108% of list price in March



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 |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Mar-24 | 52 | 37 | 38 | 1.3 | \$923,050 | \$919,444 | \$998,878 | 16 | \$647 | \$674 | 108% |
| Feb-24 | 36 | 32 | 44 | 0.8 | \$1,066,693 | \$1,037,500 | \$1,110,125 | 21 | \$676 | \$662 | 105% |
| Jan-24 | 39 | 35 | 42 | 0.9 | \$1,007,243 | \$895,500 | \$1,030,846 | 36 | \$623 | \$644 | 103% |
| Dec-23 | 35 | 29 | 49 | 0.6 | \$1,070,692 | \$960,000 | \$1,081,883 | 18 | \$653 | \$630 | 101% |
| Nov-23 | 51 | 36 | 50 | 0.9 | \$1,016,454 | \$897,500 | \$1,035,537 | 18 | \$666 | \$623 | 103% |
| Oct-23 | 63 | 35 | 70 | 1.0 | \$966,195 | \$922,500 | \$996,181 | 19 | \$646 | \$636 | 103% |
| Sep-23 | 63 | 58 | 57 | 1.1 | \$1,015,075 | \$970,000 | \$1,069,673 | 13 | \$633 | \$642 | 107% |
| Aug-23 | 69 | 51 | 66 | 1.1 | \$988,745 | \$917,500 | \$1,030,689 | 16 | \$635 | \$654 | 105% |
| Jul-23 | 52 | 51 | 60 | 0.8 | \$996,103 | \$910,000 | \$1,041,481 | 20 | \$652 | \$640 | 106% |
| Jun-23 | 55 | 58 | 62 | 0.9 | \$959,153 | \$922,500 | \$1,013,451 | 16 | \$636 | \$653 | 107% |
| May-23 | 60 | 46 | 74 | 0.9 | \$998,291 | \$905,000 | \$1,046,190 | 18 | \$636 | \$628 | 105% |
| Apr-23 | 45 | 55 | 61 | 0.8 | \$909,897 | \$835,000 | \$948,325 | 22 | \$626 | \$649 | 104% |
| Mar-23 | 55 | 42 | 77 | 1.2 | \$976,940 | \$875,000 | \$998,734 | 30 | \$674 | \$605 | 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 |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Mar-24 | 38 | -50.6% | \$1,098,811 | 8.8% | \$919,444 | 5.08% | \$998,878 | 0.0144% | 16 | -46.7% | 108% |
| Mar-23 | 77 | -13.5% | \$1,009,967 | -8.31% | \$875,000 | -20.5% | \$998,734 | -15.4% | 30 | 233% | 103% |
| Mar-22 | 89 | 21.9% | \$1,101,489 | 21.2% | \$1,100,000 | 32.5% | \$1,180,191 | 28.9% | 9 | -18.2% | 118% |

Sales Activity and Price Trends

| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 0 | 0 | 1 | 0 | 8 |
| \$500-599K | 1 | 2 | 1 | 1 | 14 |
| \$600-699K | 5 | 11 | 8 | 26 | 53 |
| \$700-799K | 13 | 32 | 14 | 41 | 35 |
| \$800-899K | 30 | 45 | 36 | 37 | 18 |
| \$900-999K | 24 | 16 | 31 | 22 | 14 |
| \$1-1.299M | 28 | 31 | 61 | 20 | 15 |
| \$1.3-1.699M | 14 | 11 | 44 | 15 | 3 |
| \$1.7-1.999M | 7 | 4 | 6 | 9 | 0 |
| \$2-2.999M | 2 | 1 | 5 | 1 | 0 |
| >3M | 0 | 0 | 0 | 0 | 0 |
| Total | 124 | 153 | 207 | 172 | 160 |

Presented by:

Market Activity Summary:

- Inventory: 15 units were listed for sale as of the last day of March - approximately 1.8 months of inventory.
- Sales Activity: 11 units were sold during March,
- Median Sales Price: \$825,000 during March
- Average price per sq.ft. in March was \$478
- Average Days-on-Market (DOM) is approximately 9 days
- Sold over Asking: On average, buyers paid 106% of list price in March



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 |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Mar-24 | 15 | 7 | 11 | 1.8 | \$798,531 | \$825,000 | \$842,489 | 9 | \$506 | \$478 | 106% |
| Feb-24 | 11 | 11 | 9 | 1.2 | \$842,494 | \$885,000 | \$856,111 | 17 | \$471 | \$440 | 102% |
| Jan-24 | 16 | 6 | 7 | 1.6 | \$831,669 | \$775,000 | \$823,914 | 46 | \$460 | \$427 | 99% |
| Dec-23 | 8 | 6 | 11 | 0.6 | \$811,671 | \$800,000 | \$855,004 | 21 | \$476 | \$437 | 106% |
| Nov-23 | 13 | 8 | 12 | 1.1 | \$851,729 | \$869,033 | \$844,838 | 37 | \$457 | \$438 | 100% |
| Oct-23 | 18 | 7 | 16 | 1.7 | \$739,687 | \$787,500 | \$764,312 | 33 | \$464 | \$437 | 105% |
| Sep-23 | 22 | 11 | 9 | 1.9 | \$753,411 | \$753,000 | \$768,977 | 23 | \$422 | \$467 | 102% |
| Aug-23 | 23 | 8 | 11 | 1.6 | \$926,717 | \$875,000 | \$953,545 | 28 | \$437 | \$456 | 103% |
| Jul-23 | 17 | 8 | 19 | 1.1 | \$753,736 | \$825,000 | \$793,894 | 15 | \$454 | \$460 | 106% |
| Jun-23 | 10 | 12 | 12 | 1.1 | \$793,329 | \$801,000 | \$805,141 | 16 | \$429 | \$462 | 102% |
| May-23 | 8 | 12 | 20 | 0.8 | \$817,444 | \$910,000 | \$838,100 | 25 | \$418 | \$425 | 102% |
| Apr-23 | 14 | 10 | 8 | 1.8 | \$926,875 | \$950,000 | \$937,492 | 44 | \$430 | \$416 | 102% |
| Mar-23 | 15 | 5 | 11 | 1.4 | \$831,615 | \$830,000 | \$853,409 | 25 | \$439 | \$463 | 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 |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Mar-24 | 11 | 0% | \$904,459 | 5.22% | \$825,000 | -0.602% | \$842,489 | -1.28% | 9 | -64% | 106% |
| Mar-23 | 11 | -38.9% | \$859,585 | -2.63% | \$830,000 | -13.9% | \$853,409 | -14.6% | 25 | 25% | 102% |
| Mar-22 | 18 | 5.88% | \$882,776 | 18.3% | \$964,500 | 20.6% | \$999,783 | 22.4% | 20 | 81.8% | 107% |

Sales Activity and Price Trends

| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 1 | 2 | 1 | 3 | 11 |
| \$500-599K | 0 | 3 | 1 | 4 | 8 |
| \$600-699K | 1 | 4 | 3 | 6 | 14 |
| \$700-799K | 8 | 11 | 7 | 13 | 10 |
| \$800-899K | 10 | 4 | 5 | 12 | 8 |
| \$900-999K | 5 | 7 | 12 | 5 | 0 |
| \$1-1.299M | 1 | 2 | 12 | 7 | 0 |
| \$1.3-1.699M | 1 | 0 | 2 | 0 | 0 |
| \$1.7-1.999M | 0 | 0 | 0 | 0 | 0 |
| \$2-2.999M | 0 | 0 | 0 | 0 | 0 |
| >3M | 0 | 0 | 0 | 0 | 0 |
| Total | 27 | 33 | 43 | 50 | 51 |

Presented by:

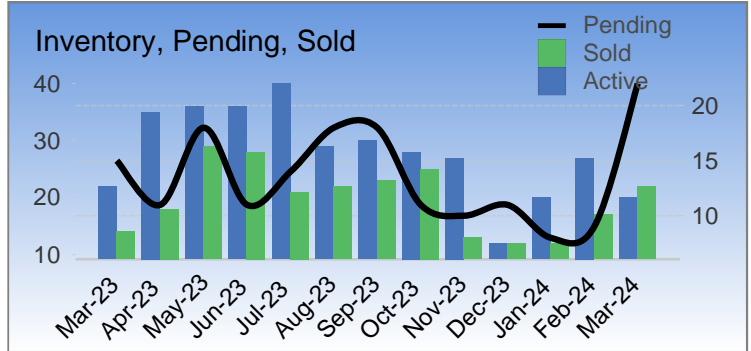
Includes Hercules and Rodeo

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Deemed reliable but not guaranteed

Market Activity Summary:

- Inventory: 20 units were listed for sale as of the last day of March - approximately 1.2 months of inventory.
- Sales Activity: 22 units were sold during March,
- Median Sales Price: \$2,069,500 during March
- Average price per sq.ft. in March was \$873
- Average Days-on-Market (DOM) is approximately 14 days
- Sold over Asking: On average, buyers paid 108% of list price in March



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 |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Mar-24 | 20 | 22 | 22 | 1.2 | \$2,303,545 | \$2,069,500 | \$2,407,500 | 14 | \$930 | \$873 | 108% |
| Feb-24 | 27 | 9 | 17 | 2.0 | \$2,624,464 | \$2,480,000 | \$2,667,718 | 12 | \$887 | \$846 | 103% |
| Jan-24 | 20 | 8 | 12 | 1.6 | \$1,498,500 | \$1,325,000 | \$1,497,136 | 38 | \$840 | \$730 | 101% |
| Dec-23 | 12 | 11 | 12 | 0.7 | \$2,019,250 | \$1,607,500 | \$2,004,285 | 32 | \$858 | \$725 | 102% |
| Nov-23 | 27 | 10 | 13 | 1.4 | \$2,063,076 | \$1,820,000 | \$2,037,538 | 28 | \$865 | \$787 | 100% |
| Oct-23 | 28 | 11 | 25 | 1.2 | \$2,014,440 | \$1,750,000 | \$2,006,900 | 27 | \$847 | \$809 | 101% |
| Sep-23 | 30 | 18 | 23 | 1.4 | \$1,922,217 | \$1,785,000 | \$1,952,304 | 33 | \$850 | \$785 | 103% |
| Aug-23 | 29 | 18 | 22 | 1.2 | \$2,522,318 | \$1,735,500 | \$2,569,845 | 22 | \$804 | \$874 | 103% |
| Jul-23 | 40 | 14 | 21 | 1.5 | \$2,023,995 | \$1,745,000 | \$2,077,884 | 25 | \$809 | \$850 | 103% |
| Jun-23 | 36 | 11 | 28 | 1.4 | \$2,558,357 | \$1,967,500 | \$2,547,107 | 26 | \$845 | \$834 | 100% |
| May-23 | 36 | 18 | 29 | 1.8 | \$2,343,793 | \$2,300,000 | \$2,314,317 | 21 | \$863 | \$881 | 100% |
| Apr-23 | 35 | 11 | 18 | 2.3 | \$2,557,261 | \$2,475,000 | \$2,653,500 | 7 | \$839 | \$907 | 106% |
| Mar-23 | 22 | 15 | 14 | 1.9 | \$1,977,785 | \$1,780,758 | \$1,983,512 | 22 | \$799 | \$869 | 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 |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Mar-24 | 22 | 57.1% | \$2,592,788 | -0.217% | \$2,069,500 | 16.2% | \$2,407,500 | 21.4% | 14 | -36.4% | 108% |
| Mar-23 | 14 | -53.3% | \$2,598,433 | 15.2% | \$1,780,758 | -32.8% | \$1,983,512 | -36.1% | 22 | 29.4% | 102% |
| Mar-22 | 30 | 7.14% | \$2,254,616 | -2.77% | \$2,650,000 | 39.3% | \$3,104,039 | 48.8% | 17 | 54.5% | 116% |

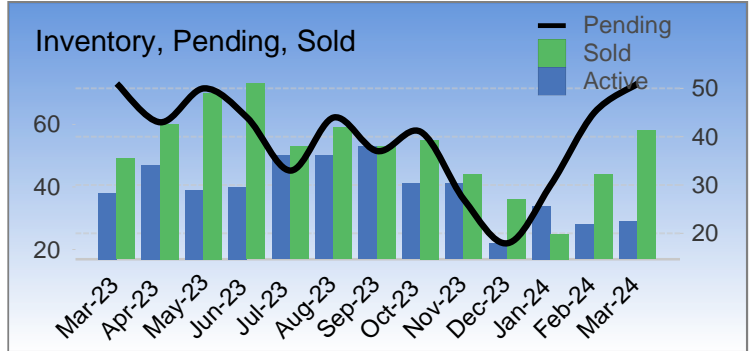
Sales Activity and Price Trends

| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 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 | 0 | 0 | 0 | 1 |
| \$900-999K | 1 | 1 | 1 | 1 | 2 |
| \$1-1.299M | 9 | 7 | 0 | 8 | 2 |
| \$1.3-1.699M | 8 | 8 | 13 | 20 | 15 |
| \$1.7-1.999M | 8 | 5 | 9 | 18 | 7 |
| \$2-2.999M | 14 | 9 | 23 | 17 | 9 |
| >3M | 11 | 5 | 22 | 11 | 2 |
| Total | 51 | 35 | 68 | 75 | 38 |

Presented by:

Market Activity Summary:

- Inventory: 29 units were listed for sale as of the last day of March - approximately 0.7 months of inventory.
- Sales Activity: 58 units were sold during March,
- Median Sales Price: \$1,280,500 during March
- Average price per sq.ft. in March was \$756
- Average Days-on-Market (DOM) is approximately 18 days
- Sold over Asking: On average, buyers paid 106% of list price in March



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 |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Mar-24 | 29 | 51 | 58 | 0.7 | \$1,380,287 | \$1,280,500 | \$1,450,271 | 18 | \$804 | \$756 | 106% |
| Feb-24 | 28 | 45 | 44 | 0.8 | \$1,394,434 | \$1,305,500 | \$1,452,113 | 22 | \$832 | \$754 | 105% |
| Jan-24 | 34 | 30 | 25 | 1.0 | \$1,226,864 | \$1,250,000 | \$1,236,079 | 23 | \$779 | \$695 | 101% |
| Dec-23 | 22 | 18 | 36 | 0.5 | \$1,165,503 | \$1,148,750 | \$1,190,937 | 15 | \$816 | \$697 | 103% |
| Nov-23 | 41 | 27 | 44 | 0.8 | \$1,263,508 | \$1,125,000 | \$1,269,235 | 21 | \$744 | \$670 | 101% |
| Oct-23 | 41 | 41 | 55 | 0.7 | \$1,216,837 | \$1,200,000 | \$1,273,772 | 13 | \$760 | \$701 | 105% |
| Sep-23 | 53 | 37 | 53 | 1.0 | \$1,283,917 | \$1,241,000 | \$1,330,868 | 13 | \$746 | \$708 | 104% |
| Aug-23 | 50 | 44 | 59 | 0.8 | \$1,390,497 | \$1,335,000 | \$1,460,703 | 13 | \$728 | \$712 | 106% |
| Jul-23 | 50 | 33 | 53 | 0.8 | \$1,209,204 | \$1,126,000 | \$1,272,937 | 11 | \$741 | \$735 | 106% |
| Jun-23 | 40 | 44 | 73 | 0.6 | \$1,289,640 | \$1,200,000 | \$1,346,999 | 10 | \$835 | \$715 | 105% |
| May-23 | 39 | 50 | 70 | 0.7 | \$1,267,218 | \$1,152,500 | \$1,313,971 | 14 | \$811 | \$689 | 105% |
| Apr-23 | 47 | 43 | 60 | 0.9 | \$1,226,456 | \$1,229,500 | \$1,269,671 | 16 | \$673 | \$647 | 104% |
| Mar-23 | 38 | 51 | 49 | 0.8 | \$1,198,200 | \$1,110,101 | \$1,227,920 | 17 | \$653 | \$697 | 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 |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Mar-24 | 58 | 18.4% | \$1,466,857 | 6.87% | \$1,280,500 | 15.3% | \$1,450,271 | 18.1% | 18 | 5.88% | 106% |
| Mar-23 | 49 | -50% | \$1,372,504 | 2.71% | \$1,110,101 | -16.8% | \$1,227,920 | -11.5% | 17 | 113% | 103% |
| Mar-22 | 98 | -22.8% | \$1,336,248 | 14.1% | \$1,334,500 | 30.2% | \$1,387,406 | 21.9% | 8 | 33.3% | 116% |

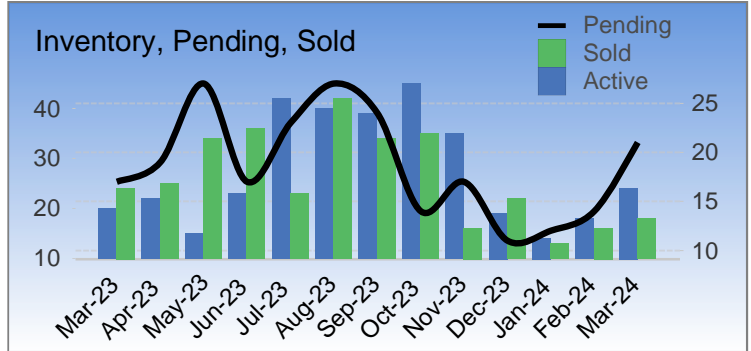
Sales Activity and Price Trends

| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 0 | 1 | 0 | 0 | 0 |
| \$500-599K | 0 | 0 | 0 | 1 | 4 |
| \$600-699K | 0 | 2 | 1 | 7 | 23 |
| \$700-799K | 3 | 9 | 6 | 9 | 39 |
| \$800-899K | 6 | 16 | 12 | 35 | 38 |
| \$900-999K | 17 | 29 | 21 | 49 | 27 |
| \$1-1.299M | 41 | 41 | 77 | 67 | 21 |
| \$1.3-1.699M | 29 | 28 | 66 | 38 | 11 |
| \$1.7-1.999M | 19 | 4 | 20 | 7 | 5 |
| \$2-2.999M | 11 | 7 | 14 | 8 | 2 |
| >3M | 1 | 1 | 1 | 0 | 0 |
| Total | 127 | 138 | 218 | 221 | 170 |

Presented by:

Market Activity Summary:

- Inventory: units were listed for sale as of the last day of March - approximately months of inventory.
- Sales Activity: 18 units were sold during March,
- Median Sales Price: \$911,000 during March
- Average price per sq.ft. in March was \$561
- Average Days-on-Market (DOM) is approximately 11 days
- Sold over Asking: On average, buyers paid 104% of list price in March



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 |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Mar-24 | 24 | 21 | 18 | 1.7 | \$873,771 | \$911,000 | \$914,555 | 11 | \$509 | \$561 | 104% |
| Feb-24 | 18 | 14 | 16 | 1.1 | \$818,852 | \$812,000 | \$824,735 | 19 | \$488 | \$534 | 101% |
| Jan-24 | 14 | 12 | 13 | 0.8 | \$843,307 | \$835,000 | \$851,676 | 32 | \$525 | \$470 | 102% |
| Dec-23 | 19 | 11 | 22 | 0.9 | \$819,709 | \$810,000 | \$824,201 | 31 | \$483 | \$496 | 101% |
| Nov-23 | 35 | 17 | 16 | 1.2 | \$850,796 | \$821,500 | \$857,937 | 23 | \$462 | \$498 | 101% |
| Oct-23 | 45 | 14 | 35 | 1.2 | \$903,180 | \$802,500 | \$903,144 | 28 | \$471 | \$529 | 100% |
| Sep-23 | 39 | 24 | 34 | 1.2 | \$789,717 | \$790,000 | \$812,824 | 14 | \$463 | \$525 | 104% |
| Aug-23 | 40 | 27 | 42 | 1.2 | \$826,987 | \$872,500 | \$845,756 | 13 | \$483 | \$523 | 101% |
| Jul-23 | 42 | 23 | 23 | 1.4 | \$913,334 | \$779,000 | \$906,840 | 33 | \$489 | \$496 | 101% |
| Jun-23 | 23 | 17 | 36 | 0.8 | \$868,431 | \$815,500 | \$899,907 | 19 | \$492 | \$547 | 104% |
| May-23 | 15 | 27 | 34 | 0.6 | \$830,874 | \$850,000 | \$863,833 | 20 | \$473 | \$530 | 104% |
| Apr-23 | 22 | 19 | 25 | 1.2 | \$849,560 | \$765,250 | \$848,357 | 21 | \$544 | \$510 | 100% |
| Mar-23 | 20 | 17 | 24 | 1.2 | \$720,775 | \$760,000 | \$751,537 | 17 | \$521 | \$508 | 104% |

Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Mar-24 | 18 | -25% | \$835,490 | -8.12% | \$911,000 | 19.9% | \$914,555 | 21.7% | 11 | -35.3% | 104% |
| Mar-23 | 24 | -47.8% | \$909,338 | -1.07% | \$760,000 | -18.7% | \$751,537 | -22.6% | 17 | 88.9% | 104% |
| Mar-22 | 46 | 35.3% | \$919,188 | 17.4% | \$935,000 | 13.4% | \$970,489 | 15.2% | 9 | -67.9% | 109% |

Sales Activity and Price Trends

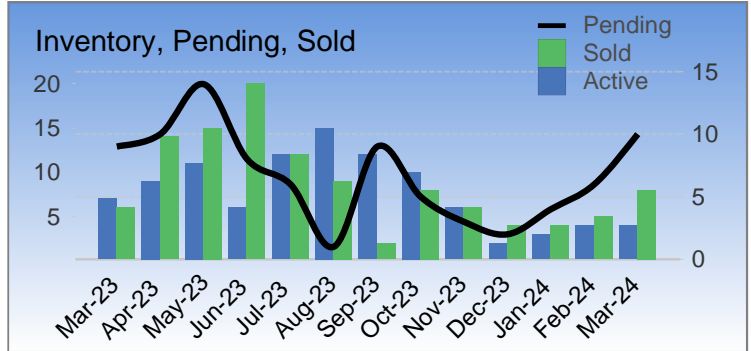
| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 3 | 6 | 1 | 6 | 9 |
| \$500-599K | 3 | 5 | 7 | 11 | 18 |
| \$600-699K | 4 | 12 | 15 | 17 | 18 |
| \$700-799K | 9 | 9 | 15 | 21 | 13 |
| \$800-899K | 8 | 14 | 18 | 17 | 10 |
| \$900-999K | 8 | 4 | 19 | 14 | 5 |
| \$1-1.299M | 11 | 4 | 19 | 9 | 0 |
| \$1.3-1.699M | 2 | 2 | 8 | 1 | 1 |
| \$1.7-1.999M | 0 | 0 | 2 | 1 | 1 |
| \$2-2.999M | 0 | 1 | 1 | 2 | 0 |
| >3M | 0 | 0 | 0 | 0 | 0 |
| Total | 48 | 57 | 105 | 99 | 75 |

Presented by:



Market Activity Summary:

- Inventory: 4 units were listed for sale as of the last day of March - approximately 0.7 months of inventory.
- Sales Activity: 8 units were sold during March,
- Median Sales Price: \$1,940,000 during March
- Average price per sq.ft. in March was \$855
- Average Days-on-Market (DOM) is approximately 7 days
- Sold over Asking: On average, buyers paid 103% of list price in March



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 |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Mar-24 | 4 | 10 | 8 | 0.7 | \$1,972,125 | \$1,940,000 | \$2,015,625 | 7 | \$764 | \$855 | 103% |
| Feb-24 | 4 | 6 | 5 | 0.9 | \$1,953,000 | \$1,728,000 | \$1,983,600 | 9 | \$790 | \$773 | 102% |
| Jan-24 | 3 | 4 | 4 | 0.6 | \$1,709,700 | \$1,675,000 | \$1,749,950 | 15 | \$676 | \$792 | 104% |
| Dec-23 | 2 | 2 | 4 | 0.3 | \$2,005,222 | \$1,917,500 | \$1,927,475 | 51 | \$706 | \$721 | 96% |
| Nov-23 | 6 | 3 | 6 | 1.1 | \$1,675,980 | \$1,648,000 | \$1,717,666 | 36 | \$763 | \$847 | 103% |
| Oct-23 | 10 | 5 | 8 | 1.6 | \$1,852,875 | \$1,685,000 | \$1,863,125 | 20 | \$796 | \$764 | 100% |
| Sep-23 | 12 | 9 | 2 | 1.6 | \$2,922,500 | \$2,925,000 | \$2,925,000 | 20 | \$803 | \$848 | 101% |
| Aug-23 | 15 | 1 | 9 | 1.1 | \$2,067,333 | \$2,105,000 | \$2,096,111 | 21 | \$771 | \$843 | 101% |
| Jul-23 | 12 | 6 | 12 | 0.8 | \$1,828,666 | \$1,760,000 | \$1,878,083 | 12 | \$825 | \$780 | 103% |
| Jun-23 | 6 | 8 | 20 | 0.4 | \$2,046,644 | \$2,103,000 | \$2,149,336 | 10 | \$775 | \$868 | 106% |
| May-23 | 11 | 14 | 15 | 0.9 | \$1,781,600 | \$1,735,000 | \$1,854,366 | 17 | \$763 | \$879 | 104% |
| Apr-23 | 9 | 10 | 14 | 1.3 | \$2,082,440 | \$1,952,500 | \$2,153,761 | 9 | \$792 | \$854 | 105% |
| Mar-23 | 7 | 9 | 6 | 1.8 | \$2,014,166 | \$2,062,500 | \$2,165,000 | 25 | \$788 | \$897 | 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 |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Mar-24 | 8 | 33.3% | \$1,918,923 | 0.541% | \$1,940,000 | -5.94% | \$2,015,625 | -6.9% | 7 | -72% | 103% |
| Mar-23 | 6 | -53.8% | \$1,908,599 | -8.16% | \$2,062,500 | -8.33% | \$2,165,000 | -15.2% | 25 | 178% | 107% |
| Mar-22 | 13 | 8.33% | \$2,078,287 | 12.5% | \$2,250,000 | 16.7% | \$2,552,692 | 25% | 9 | -35.7% | 122% |

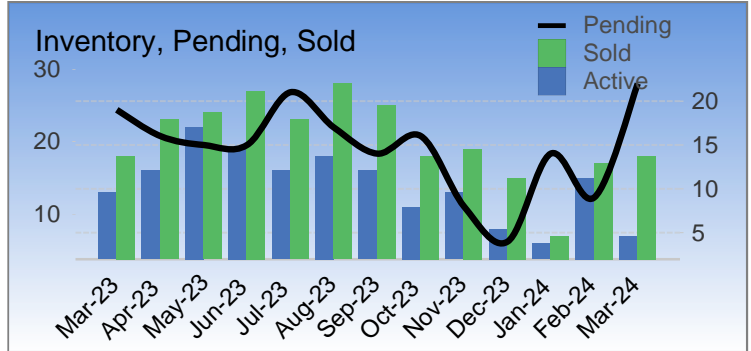
Sales Activity and Price Trends

| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 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 | 0 | 0 | 0 | 0 |
| \$900-999K | 0 | 0 | 0 | 0 | 0 |
| \$1-1.299M | 1 | 0 | 0 | 5 | 5 |
| \$1.3-1.699M | 6 | 3 | 4 | 14 | 13 |
| \$1.7-1.999M | 3 | 6 | 5 | 9 | 4 |
| \$2-2.999M | 7 | 4 | 12 | 10 | 5 |
| >3M | 0 | 0 | 6 | 1 | 0 |
| Total | 17 | 13 | 27 | 39 | 27 |

Presented by:

Market Activity Summary:

- Inventory: 7 units were listed for sale as of the last day of March - approximately 0.5 months of inventory.
- Sales Activity: 18 units were sold during March,
- Median Sales Price: \$1,445,000 during March
- Average price per sq.ft. in March was \$966
- Average Days-on-Market (DOM) is approximately 12 days
- Sold over Asking: On average, buyers paid 111% of list price in March



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 |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Mar-24 | 7 | 22 | 18 | 0.5 | \$1,397,333 | \$1,445,000 | \$1,537,438 | 12 | \$881 | \$966 | 111% |
| Feb-24 | 15 | 9 | 17 | 1.2 | \$1,241,574 | \$1,350,000 | \$1,355,114 | 15 | \$796 | \$922 | 109% |
| Jan-24 | 6 | 14 | 7 | 0.5 | \$1,639,119 | \$1,720,000 | \$1,665,857 | 23 | \$721 | \$768 | 102% |
| Dec-23 | 8 | 4 | 15 | 0.5 | \$1,274,399 | \$1,280,000 | \$1,271,459 | 13 | \$817 | \$808 | 101% |
| Nov-23 | 13 | 8 | 19 | 0.7 | \$1,226,245 | \$1,288,000 | \$1,244,116 | 19 | \$747 | \$848 | 101% |
| Oct-23 | 11 | 16 | 18 | 0.6 | \$1,380,229 | \$1,412,775 | \$1,411,308 | 8 | \$824 | \$775 | 102% |
| Sep-23 | 16 | 14 | 25 | 0.7 | \$1,287,657 | \$1,310,004 | \$1,343,084 | 16 | \$785 | \$843 | 105% |
| Aug-23 | 18 | 17 | 28 | 0.7 | \$1,243,238 | \$1,337,500 | \$1,326,964 | 11 | \$757 | \$822 | 107% |
| Jul-23 | 16 | 21 | 23 | 0.6 | \$1,210,979 | \$1,200,000 | \$1,275,304 | 13 | \$778 | \$810 | 106% |
| Jun-23 | 19 | 15 | 27 | 0.8 | \$1,257,832 | \$1,360,000 | \$1,347,370 | 19 | \$786 | \$849 | 108% |
| May-23 | 22 | 15 | 24 | 1.1 | \$1,264,768 | \$1,300,500 | \$1,342,070 | 11 | \$772 | \$826 | 107% |
| Apr-23 | 16 | 16 | 23 | 0.9 | \$1,173,203 | \$1,205,000 | \$1,227,821 | 12 | \$791 | \$785 | 105% |
| Mar-23 | 13 | 19 | 18 | 0.9 | \$1,208,318 | \$1,142,500 | \$1,207,277 | 19 | \$814 | \$780 | 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 |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Mar-24 | 18 | 0% | \$1,195,722 | -2.31% | \$1,445,000 | 26.5% | \$1,537,438 | 27.3% | 12 | -36.8% | 111% |
| Mar-23 | 18 | -56.1% | \$1,224,017 | -12.8% | \$1,142,500 | -25.1% | \$1,207,277 | -24.2% | 19 | 217% | 100% |
| Mar-22 | 41 | 24.2% | \$1,404,251 | 24.2% | \$1,525,439 | 30.4% | \$1,591,693 | 33.5% | 6 | -25% | 116% |

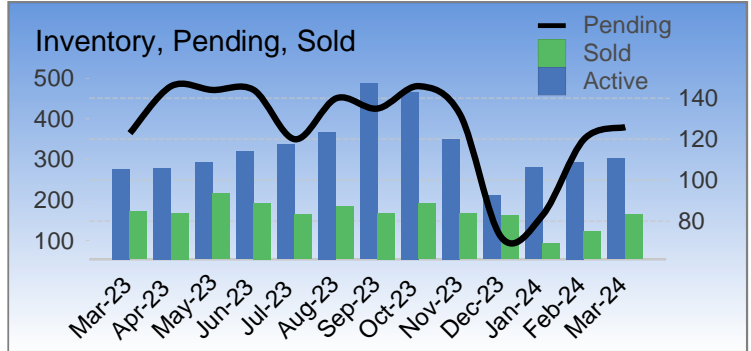
Sales Activity and Price Trends

| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 0 | 0 | 0 | 0 | 0 |
| \$500-599K | 0 | 0 | 0 | 0 | 0 |
| \$600-699K | 0 | 0 | 0 | 0 | 1 |
| \$700-799K | 0 | 2 | 0 | 1 | 7 |
| \$800-899K | 0 | 6 | 0 | 6 | 12 |
| \$900-999K | 2 | 10 | 1 | 9 | 10 |
| \$1-1.299M | 11 | 17 | 18 | 40 | 18 |
| \$1.3-1.699M | 20 | 10 | 42 | 17 | 5 |
| \$1.7-1.999M | 5 | 1 | 5 | 3 | 0 |
| \$2-2.999M | 4 | 2 | 9 | 0 | 0 |
| >3M | 0 | 0 | 0 | 0 | 1 |
| Total | 42 | 48 | 75 | 76 | 54 |

Presented by:

Market Activity Summary:

- Inventory: 302 units were listed for sale as of the last day of March - approximately 2.5 months of inventory.
- Sales Activity: 164 units were sold during March,
- Median Sales Price: \$1,107,500 during March
- Average price per sq.ft. in March was \$664
- Average Days-on-Market (DOM) is approximately 28 days
- Sold over Asking: On average, buyers paid 110% of list price in March



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 |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Mar-24 | 302 | 126 | 164 | 2.5 | \$1,071,899 | \$1,107,500 | \$1,199,165 | 28 | \$591 | \$664 | 110% |
| Feb-24 | 294 | 120 | 123 | 2.4 | \$1,033,867 | \$905,000 | \$1,148,590 | 36 | \$582 | \$631 | 110% |
| Jan-24 | 281 | 83 | 94 | 2.0 | \$805,144 | \$722,500 | \$841,454 | 47 | \$568 | \$546 | 103% |
| Dec-23 | 211 | 72 | 162 | 1.2 | \$1,096,105 | \$952,500 | \$1,141,856 | 31 | \$564 | \$630 | 106% |
| Nov-23 | 351 | 132 | 167 | 2.0 | \$1,059,489 | \$1,050,000 | \$1,168,034 | 28 | \$556 | \$634 | 110% |
| Oct-23 | 466 | 146 | 192 | 2.6 | \$1,085,350 | \$1,129,000 | \$1,221,594 | 23 | \$582 | \$712 | 112% |
| Sep-23 | 487 | 135 | 168 | 2.9 | \$1,093,770 | \$1,125,000 | \$1,238,374 | 28 | \$583 | \$708 | 112% |
| Aug-23 | 368 | 140 | 185 | 2.1 | \$1,031,237 | \$975,000 | \$1,133,867 | 28 | \$575 | \$654 | 110% |
| Jul-23 | 337 | 120 | 165 | 1.8 | \$1,073,888 | \$1,020,000 | \$1,193,431 | 22 | \$576 | \$682 | 112% |
| Jun-23 | 319 | 144 | 193 | 1.7 | \$1,146,646 | \$1,075,000 | \$1,294,574 | 21 | \$604 | \$706 | 113% |
| May-23 | 293 | 144 | 217 | 1.6 | \$1,109,388 | \$1,050,000 | \$1,240,767 | 29 | \$609 | \$704 | 112% |
| Apr-23 | 279 | 146 | 169 | 1.9 | \$1,044,711 | \$950,000 | \$1,181,505 | 29 | \$601 | \$658 | 112% |
| Mar-23 | 277 | 123 | 172 | 2.3 | \$1,114,569 | \$1,050,000 | \$1,235,865 | 31 | \$601 | \$692 | 111% |

Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Mar-24 | 164 | -4.65% | \$1,118,972 | -2.75% | \$1,107,500 | 5.48% | \$1,199,165 | -2.97% | 28 | -9.68% | 110% |
| Mar-23 | 172 | -37.7% | \$1,150,572 | 2.52% | \$1,050,000 | -4.76% | \$1,235,865 | -4.3% | 31 | 72.2% | 111% |
| Mar-22 | 276 | 0.73% | \$1,122,268 | 3.15% | \$1,102,500 | 12.8% | \$1,291,443 | 12.1% | 18 | -14.3% | 125% |

Sales Activity and Price Trends

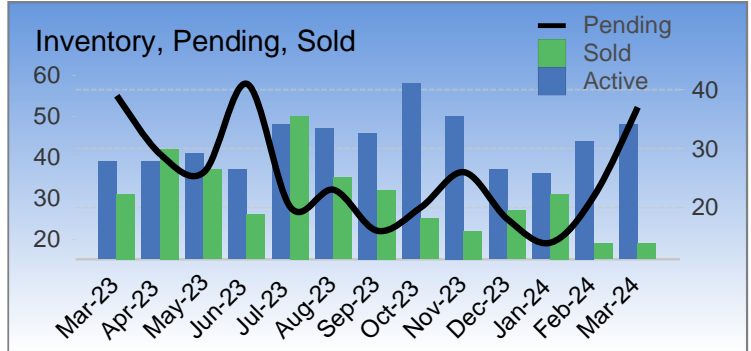
| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 54 | 39 | 28 | 60 | 59 |
| \$500-599K | 49 | 42 | 51 | 64 | 64 |
| \$600-699K | 36 | 39 | 58 | 46 | 45 |
| \$700-799K | 33 | 32 | 46 | 60 | 36 |
| \$800-899K | 20 | 29 | 42 | 53 | 41 |
| \$900-999K | 19 | 23 | 46 | 42 | 22 |
| \$1-1.299M | 50 | 52 | 87 | 86 | 46 |
| \$1.3-1.699M | 56 | 54 | 92 | 80 | 40 |
| \$1.7-1.999M | 24 | 31 | 50 | 28 | 15 |
| \$2-2.999M | 34 | 23 | 44 | 36 | 20 |
| >3M | 6 | 8 | 24 | 6 | 10 |
| Total | 381 | 372 | 568 | 561 | 398 |

Presented by:

Custom geography for Oakland RES includes Oakland, Emeryville, Piedmont
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 and Data Shares. Neither the Association nor its MLS and Data Shares guarantee or are in any way responsible for its accuracy. Data in this report may not reflect all real estate activity in the market....

Market Activity Summary:

- Inventory: 48 units were listed for sale as of the last day of March - approximately 2.1 months of inventory.
- Sales Activity: 19 units were sold during March,
- Median Sales Price: \$645,000 during March
- Average price per sq.ft. in March was \$377
- Average Days-on-Market (DOM) is approximately 19 days
- Sold over Asking: On average, buyers paid 102% of list price in March



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 |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Mar-24 | 48 | 37 | 19 | 2.1 | \$650,244 | \$645,000 | \$662,809 | 19 | \$397 | \$377 | 102% |
| Feb-24 | 44 | 22 | 19 | 1.8 | \$710,420 | \$669,000 | \$706,017 | 22 | \$407 | \$353 | 100% |
| Jan-24 | 36 | 14 | 31 | 1.4 | \$740,790 | \$740,000 | \$739,895 | 50 | \$417 | \$338 | 100% |
| Dec-23 | 37 | 18 | 27 | 1.6 | \$669,084 | \$660,000 | \$672,094 | 56 | \$387 | \$361 | 100% |
| Nov-23 | 50 | 26 | 22 | 1.9 | \$664,593 | \$640,500 | \$664,010 | 25 | \$358 | \$373 | 100% |
| Oct-23 | 58 | 20 | 25 | 1.9 | \$700,492 | \$689,000 | \$700,997 | 26 | \$358 | \$339 | 100% |
| Sep-23 | 46 | 16 | 32 | 1.2 | \$681,015 | \$672,500 | \$685,310 | 24 | \$352 | \$349 | 101% |
| Aug-23 | 47 | 23 | 35 | 1.3 | \$715,227 | \$695,000 | \$717,985 | 20 | \$362 | \$340 | 101% |
| Jul-23 | 48 | 20 | 50 | 1.3 | \$708,811 | \$683,000 | \$716,132 | 23 | \$366 | \$337 | 101% |
| Jun-23 | 37 | 41 | 26 | 1.1 | \$746,611 | \$722,500 | \$766,534 | 15 | \$380 | \$377 | 103% |
| May-23 | 41 | 26 | 37 | 1.1 | \$691,522 | \$700,000 | \$706,553 | 23 | \$334 | \$344 | 103% |
| Apr-23 | 39 | 29 | 42 | 1.3 | \$676,770 | \$686,147 | \$680,563 | 36 | \$327 | \$331 | 101% |
| Mar-23 | 39 | 39 | 31 | 1.4 | \$667,856 | \$674,990 | \$663,161 | 40 | \$369 | \$328 | 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 |
|--------|------|----------|----------------|----------|----------------|----------|----------------|----------|-------------|----------|-------------------------|
| Mar-24 | 19 | -38.7% | \$714,961 | 0.449% | \$645,000 | -4.44% | \$662,809 | -0.0531% | 19 | -52.5% | 102% |
| Mar-23 | 31 | -49.2% | \$711,768 | -2.95% | \$674,990 | -10% | \$663,161 | -14.7% | 40 | 186% | 99% |
| Mar-22 | 61 | 15.1% | \$733,385 | 17.7% | \$749,990 | 16.6% | \$777,677 | 18.5% | 14 | -61.1% | 104% |

Sales Activity and Price Trends

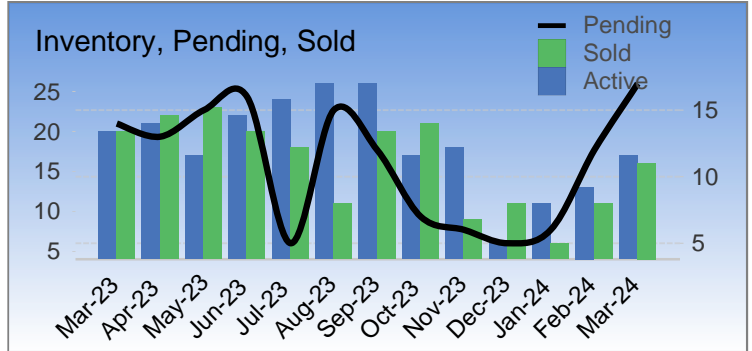
| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 3 | 6 | 4 | 10 | 45 |
| \$500-599K | 9 | 23 | 17 | 38 | 42 |
| \$600-699K | 24 | 30 | 34 | 42 | 17 |
| \$700-799K | 16 | 23 | 41 | 24 | 3 |
| \$800-899K | 7 | 3 | 24 | 6 | 1 |
| \$900-999K | 6 | 0 | 15 | 3 | 2 |
| \$1-1.299M | 4 | 1 | 6 | 2 | 0 |
| \$1.3-1.699M | 0 | 0 | 3 | 0 | 0 |
| \$1.7-1.999M | 0 | 0 | 0 | 0 | 0 |
| \$2-2.999M | 0 | 0 | 0 | 0 | 0 |
| >3M | 0 | 0 | 0 | 0 | 0 |
| Total | 69 | 86 | 144 | 125 | 110 |

Presented by:



Market Activity Summary:

- Inventory: 17 units were listed for sale as of the last day of March - approximately 1.5 months of inventory.
- Sales Activity: 16 units were sold during March,
- Median Sales Price: \$2,062,500 during March
- Average price per sq.ft. in March was \$822
- Average Days-on-Market (DOM) is approximately 8 days
- Sold over Asking: On average, buyers paid 106% of list price in March



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 |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Mar-24 | 17 | 17 | 16 | 1.5 | \$2,099,743 | \$2,062,500 | \$2,189,750 | 8 | \$983 | \$822 | 106% |
| Feb-24 | 13 | 12 | 11 | 1.4 | \$2,487,000 | \$2,225,000 | \$2,533,181 | 39 | \$935 | \$882 | 102% |
| Jan-24 | 11 | 6 | 6 | 1.3 | \$1,960,000 | \$2,000,000 | \$2,012,500 | 33 | \$860 | \$750 | 108% |
| Dec-23 | 6 | 5 | 11 | 0.4 | \$1,854,727 | \$1,600,000 | \$1,805,454 | 20 | \$852 | \$774 | 98% |
| Nov-23 | 18 | 6 | 9 | 1.1 | \$1,733,000 | \$2,011,000 | \$1,787,250 | 24 | \$820 | \$742 | 105% |
| Oct-23 | 17 | 7 | 21 | 1.0 | \$2,110,809 | \$2,000,000 | \$2,092,904 | 26 | \$799 | \$773 | 101% |
| Sep-23 | 26 | 12 | 20 | 1.6 | \$2,115,800 | \$2,002,500 | \$2,142,000 | 19 | \$817 | \$812 | 103% |
| Aug-23 | 26 | 15 | 11 | 1.6 | \$2,161,817 | \$2,200,000 | \$2,201,363 | 19 | \$802 | \$790 | 103% |
| Jul-23 | 24 | 5 | 18 | 1.2 | \$2,394,777 | \$2,550,000 | \$2,442,333 | 24 | \$739 | \$849 | 103% |
| Jun-23 | 22 | 16 | 20 | 1.0 | \$1,909,300 | \$1,925,000 | \$2,046,150 | 14 | \$793 | \$880 | 107% |
| May-23 | 17 | 15 | 23 | 0.8 | \$2,177,347 | \$2,030,000 | \$2,265,510 | 20 | \$794 | \$836 | 104% |
| Apr-23 | 21 | 13 | 22 | 1.4 | \$2,004,681 | \$1,990,000 | \$2,052,954 | 24 | \$755 | \$803 | 103% |
| Mar-23 | 20 | 14 | 20 | 2.1 | \$2,086,600 | \$1,887,500 | \$2,076,525 | 39 | \$809 | \$812 | 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 |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Mar-24 | 16 | -20% | \$2,233,225 | -1.46% | \$2,062,500 | 9.27% | \$2,189,750 | 5.45% | 8 | -79.5% | 106% |
| Mar-23 | 20 | 5.26% | \$2,266,222 | -8.14% | \$1,887,500 | -13.8% | \$2,076,525 | -10.1% | 39 | 95% | 99% |
| Mar-22 | 19 | -36.7% | \$2,466,965 | 16.5% | \$2,190,000 | 15.6% | \$2,310,578 | 12.9% | 20 | -20% | 115% |

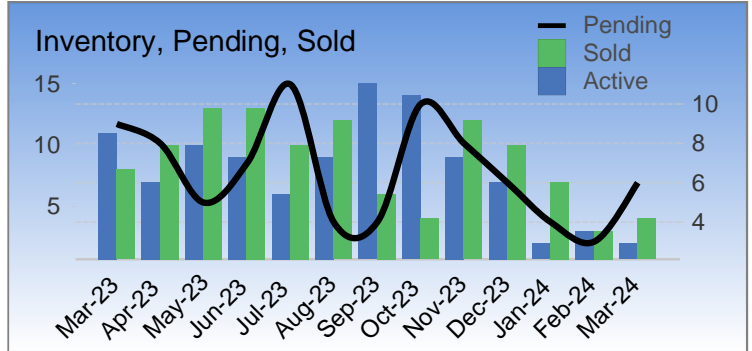
Sales Activity and Price Trends

| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 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 | 0 | 0 | 0 | 0 |
| \$900-999K | 0 | 0 | 0 | 0 | 2 |
| \$1-1.299M | 4 | 5 | 0 | 0 | 9 |
| \$1.3-1.699M | 4 | 10 | 10 | 14 | 13 |
| \$1.7-1.999M | 4 | 3 | 7 | 16 | 11 |
| \$2-2.999M | 14 | 6 | 11 | 20 | 8 |
| >3M | 7 | 4 | 5 | 3 | 3 |
| Total | 33 | 28 | 33 | 53 | 46 |

Presented by:

Market Activity Summary:

- Inventory: 2 units were listed for sale as of the last day of March - approximately 0.4 months of inventory.
- Sales Activity: 4 units were sold during March,
- Median Sales Price: \$730,000 during March
- Average price per sq.ft. in March was \$454
- Average Days-on-Market (DOM) is approximately 22 days
- Sold over Asking: On average, buyers paid 105% of list price in March



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 |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Mar-24 | 2 | 6 | 4 | 0.4 | \$711,250 | \$730,000 | \$747,500 | 22 | \$489 | \$454 | 105% |
| Feb-24 | 3 | 3 | 3 | 0.5 | \$701,333 | \$700,000 | \$711,666 | 7 | \$480 | \$461 | 101% |
| Jan-24 | 2 | 4 | 7 | 0.2 | \$787,414 | \$800,000 | \$777,142 | 41 | \$439 | \$451 | 99% |
| Dec-23 | 7 | 6 | 10 | 0.8 | \$755,494 | \$763,500 | \$763,100 | 36 | \$443 | \$424 | 101% |
| Nov-23 | 9 | 8 | 12 | 1.2 | \$755,666 | \$797,500 | \$783,190 | 21 | \$433 | \$537 | 104% |
| Oct-23 | 14 | 10 | 4 | 1.9 | \$803,474 | \$790,000 | \$843,972 | 16 | \$456 | \$501 | 105% |
| Sep-23 | 15 | 4 | 6 | 1.6 | \$894,563 | \$873,000 | \$935,500 | 15 | \$496 | \$512 | 104% |
| Aug-23 | 9 | 4 | 12 | 0.8 | \$726,570 | \$765,500 | \$747,729 | 17 | \$474 | \$504 | 103% |
| Jul-23 | 6 | 11 | 10 | 0.5 | \$694,877 | \$730,000 | \$735,630 | 21 | \$493 | \$483 | 106% |
| Jun-23 | 9 | 7 | 13 | 0.8 | \$800,299 | \$760,000 | \$791,615 | 33 | \$477 | \$477 | 99% |
| May-23 | 10 | 5 | 13 | 1.1 | \$773,518 | \$795,000 | \$808,307 | 31 | \$480 | \$476 | 105% |
| Apr-23 | 7 | 8 | 10 | 1.1 | \$745,290 | \$745,000 | \$751,340 | 36 | \$531 | \$526 | 101% |
| Mar-23 | 11 | 9 | 8 | 1.8 | \$749,867 | \$743,000 | \$763,500 | 21 | \$465 | \$451 | 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 |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Mar-24 | 4 | -50% | \$700,340 | -7.2% | \$730,000 | -1.75% | \$747,500 | -2.1% | 22 | 4.76% | 105% |
| Mar-23 | 8 | -52.9% | \$754,658 | -2.89% | \$743,000 | -7.13% | \$763,500 | -8.62% | 21 | 90.9% | 102% |
| Mar-22 | 17 | 30.8% | \$777,142 | 6.05% | \$800,000 | 4.58% | \$835,517 | 6.47% | 11 | 22.2% | 109% |

Sales Activity and Price Trends

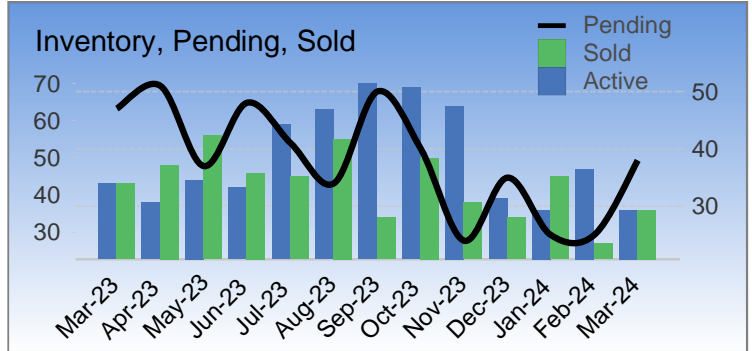
| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 0 | 1 | 0 | 2 | 3 |
| \$500-599K | 0 | 2 | 1 | 6 | 12 |
| \$600-699K | 2 | 4 | 3 | 7 | 11 |
| \$700-799K | 6 | 8 | 14 | 15 | 2 |
| \$800-899K | 6 | 1 | 8 | 5 | 0 |
| \$900-999K | 0 | 2 | 4 | 3 | 0 |
| \$1-1.299M | 0 | 0 | 3 | 2 | 0 |
| \$1.3-1.699M | 0 | 0 | 0 | 0 | 0 |
| \$1.7-1.999M | 0 | 0 | 0 | 0 | 0 |
| \$2-2.999M | 0 | 0 | 0 | 0 | 0 |
| >3M | 0 | 0 | 0 | 0 | 0 |
| Total | 14 | 18 | 33 | 40 | 28 |

Presented by:



Market Activity Summary:

- Inventory: 36 units were listed for sale as of the last day of March - approximately 1.0 months of inventory.
- Sales Activity: 36 units were sold during March,
- Median Sales Price: \$590,000 during March
- Average price per sq.ft. in March was \$402
- Average Days-on-Market (DOM) is approximately 25 days
- Sold over Asking: On average, buyers paid 102% of list price in March



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 |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Mar-24 | 36 | 38 | 36 | 1.0 | \$585,737 | \$590,000 | \$595,921 | 25 | \$370 | \$402 | 102% |
| Feb-24 | 47 | 25 | 27 | 1.4 | \$616,982 | \$625,000 | \$629,800 | 25 | \$368 | \$387 | 103% |
| Jan-24 | 36 | 25 | 45 | 0.9 | \$645,790 | \$625,000 | \$646,180 | 49 | \$384 | \$363 | 101% |
| Dec-23 | 39 | 35 | 34 | 1.1 | \$589,840 | \$575,000 | \$596,682 | 18 | \$369 | \$376 | 102% |
| Nov-23 | 64 | 24 | 38 | 1.6 | \$655,588 | \$704,495 | \$663,201 | 30 | \$356 | \$356 | 101% |
| Oct-23 | 69 | 40 | 50 | 1.5 | \$577,951 | \$604,000 | \$587,012 | 20 | \$354 | \$389 | 102% |
| Sep-23 | 70 | 50 | 34 | 1.6 | \$602,839 | \$592,500 | \$609,088 | 19 | \$358 | \$378 | 101% |
| Aug-23 | 63 | 34 | 55 | 1.3 | \$611,002 | \$629,000 | \$623,207 | 19 | \$354 | \$380 | 102% |
| Jul-23 | 59 | 41 | 45 | 1.3 | \$626,738 | \$625,000 | \$642,811 | 17 | \$367 | \$380 | 103% |
| Jun-23 | 42 | 48 | 46 | 0.9 | \$606,592 | \$613,500 | \$620,449 | 11 | \$353 | \$373 | 103% |
| May-23 | 44 | 37 | 56 | 1.0 | \$590,077 | \$615,000 | \$607,219 | 18 | \$358 | \$385 | 103% |
| Apr-23 | 38 | 51 | 48 | 0.9 | \$611,246 | \$612,500 | \$624,324 | 30 | \$368 | \$383 | 102% |
| Mar-23 | 43 | 47 | 43 | 1.1 | \$610,892 | \$580,000 | \$614,907 | 41 | \$369 | \$372 | 101% |

Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Mar-24 | 36 | -16.3% | \$589,910 | -7.5% | \$590,000 | 1.72% | \$595,921 | -3.09% | 25 | -39% | 102% |
| Mar-23 | 43 | -40.3% | \$637,743 | -7.16% | \$580,000 | -10.9% | \$614,907 | -8.06% | 41 | 173% | 101% |
| Mar-22 | 72 | 14.3% | \$686,896 | 23.3% | \$651,000 | 7.6% | \$668,786 | 8.47% | 15 | 36.4% | 105% |

Sales Activity and Price Trends

| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 18 | 36 | 24 | 35 | 97 |
| \$500-599K | 32 | 39 | 40 | 42 | 24 |
| \$600-699K | 31 | 25 | 54 | 30 | 18 |
| \$700-799K | 16 | 7 | 29 | 10 | 3 |
| \$800-899K | 8 | 8 | 19 | 13 | 0 |
| \$900-999K | 0 | 9 | 10 | 1 | 0 |
| \$1-1.299M | 3 | 1 | 6 | 0 | 0 |
| \$1.3-1.699M | 0 | 0 | 0 | 0 | 0 |
| \$1.7-1.999M | 0 | 0 | 0 | 0 | 0 |
| \$2-2.999M | 0 | 0 | 0 | 0 | 0 |
| >3M | 0 | 0 | 0 | 0 | 0 |
| Total | 108 | 125 | 182 | 131 | 142 |

Presented by:



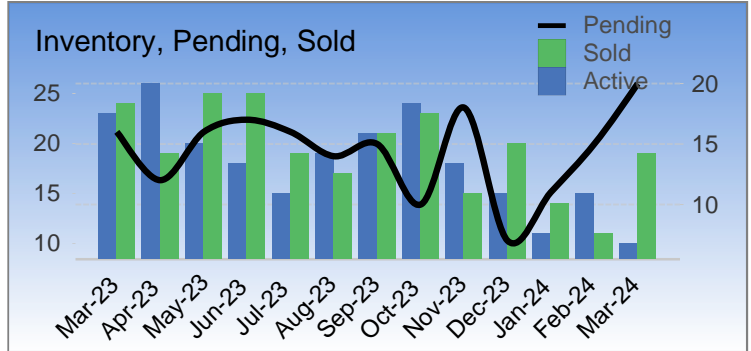
Includes Pittsburg and Bay Point

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Deemed reliable but not guaranteed

Market Activity Summary:

- Inventory: 10 units were listed for sale as of the last day of March - approximately 0.7 months of inventory.
- Sales Activity: 19 units were sold during March,
- Median Sales Price: \$1,150,000 during March
- Average price per sq.ft. in March was \$687
- Average Days-on-Market (DOM) is approximately 8 days
- Sold over Asking: On average, buyers paid 107% of list price in March



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 |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Mar-24 | 10 | 20 | 19 | 0.7 | \$1,129,184 | \$1,150,000 | \$1,201,342 | 8 | \$601 | \$687 | 107% |
| Feb-24 | 15 | 15 | 11 | 1.0 | \$1,052,763 | \$1,003,500 | \$1,078,227 | 40 | \$616 | \$633 | 102% |
| Jan-24 | 11 | 11 | 14 | 0.7 | \$1,203,957 | \$1,187,500 | \$1,186,144 | 38 | \$615 | \$604 | 99% |
| Dec-23 | 15 | 7 | 20 | 0.8 | \$1,084,295 | \$958,500 | \$1,076,600 | 26 | \$568 | \$614 | 100% |
| Nov-23 | 18 | 18 | 15 | 0.9 | \$958,550 | \$940,000 | \$980,933 | 18 | \$577 | \$609 | 103% |
| Oct-23 | 24 | 10 | 23 | 1.2 | \$1,164,430 | \$1,145,000 | \$1,172,426 | 22 | \$617 | \$622 | 101% |
| Sep-23 | 21 | 15 | 21 | 1.2 | \$1,176,310 | \$1,125,000 | \$1,197,366 | 14 | \$562 | \$644 | 102% |
| Aug-23 | 19 | 14 | 17 | 1.0 | \$1,232,823 | \$1,325,000 | \$1,272,411 | 17 | \$570 | \$597 | 103% |
| Jul-23 | 15 | 16 | 19 | 0.7 | \$1,144,657 | \$1,200,000 | \$1,177,599 | 15 | \$611 | \$665 | 103% |
| Jun-23 | 18 | 17 | 25 | 0.9 | \$1,102,694 | \$1,105,000 | \$1,154,860 | 10 | \$581 | \$695 | 105% |
| May-23 | 20 | 16 | 25 | 0.9 | \$1,017,568 | \$1,084,000 | \$1,082,024 | 18 | \$584 | \$702 | 106% |
| Apr-23 | 26 | 12 | 19 | 1.2 | \$1,187,684 | \$1,220,200 | \$1,236,905 | 13 | \$627 | \$693 | 105% |
| Mar-23 | 23 | 16 | 24 | 1.2 | \$979,283 | \$935,000 | \$993,566 | 13 | \$623 | \$626 | 101% |

Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Mar-24 | 19 | -20.8% | \$1,197,238 | 2.98% | \$1,150,000 | 23% | \$1,201,342 | 20.9% | 8 | -38.5% | 107% |
| Mar-23 | 24 | -35.1% | \$1,162,621 | 4.93% | \$935,000 | -17.6% | \$993,566 | -14.7% | 13 | 44.4% | 101% |
| Mar-22 | 37 | -7.5% | \$1,107,945 | 14.6% | \$1,135,000 | 13.5% | \$1,164,567 | 15.4% | 9 | -50% | 114% |

Sales Activity and Price Trends

| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 0 | 0 | 0 | 1 | 1 |
| \$500-599K | 0 | 1 | 0 | 1 | 2 |
| \$600-699K | 3 | 6 | 2 | 5 | 12 |
| \$700-799K | 5 | 6 | 7 | 17 | 9 |
| \$800-899K | 4 | 9 | 8 | 11 | 7 |
| \$900-999K | 4 | 7 | 4 | 14 | 7 |
| \$1-1.299M | 12 | 20 | 21 | 32 | 3 |
| \$1.3-1.699M | 13 | 6 | 15 | 10 | 2 |
| \$1.7-1.999M | 1 | 1 | 3 | 0 | 1 |
| \$2-2.999M | 2 | 1 | 0 | 0 | 0 |
| >3M | 0 | 0 | 0 | 0 | 0 |
| Total | 44 | 57 | 60 | 91 | 44 |

Presented by:



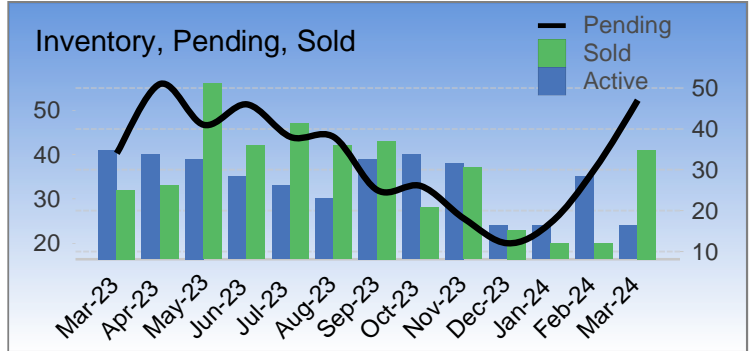
Includes Pleasant Hill and Pacheco

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Deemed reliable but not guaranteed

Market Activity Summary:

- Inventory: 24 units were listed for sale as of the last day of March - approximately 0.9 months of inventory.
- Sales Activity: 41 units were sold during March,
- Median Sales Price: \$1,948,800 during March
- Average price per sq.ft. in March was \$856
- Average Days-on-Market (DOM) is approximately 16 days
- Sold over Asking: On average, buyers paid 104% of list price in March



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 |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Mar-24 | 24 | 47 | 41 | 0.9 | \$2,216,378 | \$1,948,800 | \$2,284,680 | 16 | \$853 | \$856 | 104% |
| Feb-24 | 35 | 30 | 20 | 1.7 | \$2,148,021 | \$1,825,000 | \$2,138,675 | 20 | \$847 | \$897 | 102% |
| Jan-24 | 24 | 17 | 20 | 0.9 | \$2,489,241 | \$1,725,000 | \$2,458,081 | 31 | \$812 | \$856 | 100% |
| Dec-23 | 24 | 12 | 23 | 0.9 | \$1,701,516 | \$1,501,000 | \$1,739,647 | 14 | \$829 | \$847 | 104% |
| Nov-23 | 38 | 18 | 37 | 1.1 | \$1,902,210 | \$1,712,000 | \$1,931,898 | 12 | \$839 | \$809 | 102% |
| Oct-23 | 40 | 26 | 28 | 1.1 | \$2,092,702 | \$1,764,500 | \$2,120,298 | 14 | \$849 | \$821 | 102% |
| Sep-23 | 39 | 25 | 43 | 0.9 | \$1,971,236 | \$1,725,000 | \$1,993,600 | 11 | \$834 | \$848 | 102% |
| Aug-23 | 30 | 38 | 42 | 0.7 | \$2,090,983 | \$1,855,000 | \$2,085,044 | 16 | \$843 | \$856 | 100% |
| Jul-23 | 33 | 38 | 47 | 0.7 | \$1,953,506 | \$1,825,000 | \$2,020,170 | 12 | \$827 | \$877 | 105% |
| Jun-23 | 35 | 46 | 42 | 0.8 | \$1,859,515 | \$1,690,000 | \$1,930,478 | 13 | \$864 | \$858 | 105% |
| May-23 | 39 | 41 | 56 | 1.0 | \$1,815,542 | \$1,797,500 | \$1,870,794 | 13 | \$886 | \$859 | 104% |
| Apr-23 | 40 | 51 | 33 | 1.4 | \$1,840,535 | \$1,750,000 | \$1,897,272 | 9 | \$869 | \$853 | 104% |
| Mar-23 | 41 | 34 | 32 | 1.7 | \$2,072,874 | \$1,848,500 | \$2,048,625 | 18 | \$868 | \$793 | 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 |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Mar-24 | 41 | 28.1% | \$2,299,790 | 5.76% | \$1,948,800 | 5.43% | \$2,284,680 | 11.5% | 16 | -11.1% | 104% |
| Mar-23 | 32 | -39.6% | \$2,174,464 | 3.61% | \$1,848,500 | -9.83% | \$2,048,625 | -11.4% | 18 | 157% | 100% |
| Mar-22 | 53 | -32.1% | \$2,098,774 | 12.6% | \$2,050,000 | 36% | \$2,312,239 | 33.9% | 7 | -22.2% | 119% |

Sales Activity and Price Trends

| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 0 | 0 | 0 | 0 | 0 |
| \$500-599K | 0 | 0 | 0 | 0 | 2 |
| \$600-699K | 0 | 0 | 0 | 1 | 1 |
| \$700-799K | 0 | 0 | 0 | 3 | 1 |
| \$800-899K | 0 | 0 | 0 | 0 | 5 |
| \$900-999K | 0 | 0 | 0 | 6 | 14 |
| \$1-1.299M | 8 | 11 | 3 | 43 | 39 |
| \$1.3-1.699M | 17 | 31 | 31 | 51 | 19 |
| \$1.7-1.999M | 20 | 11 | 27 | 9 | 6 |
| \$2-2.999M | 20 | 10 | 33 | 25 | 10 |
| >3M | 16 | 8 | 16 | 4 | 2 |
| Total | 81 | 71 | 110 | 142 | 99 |

Presented by:



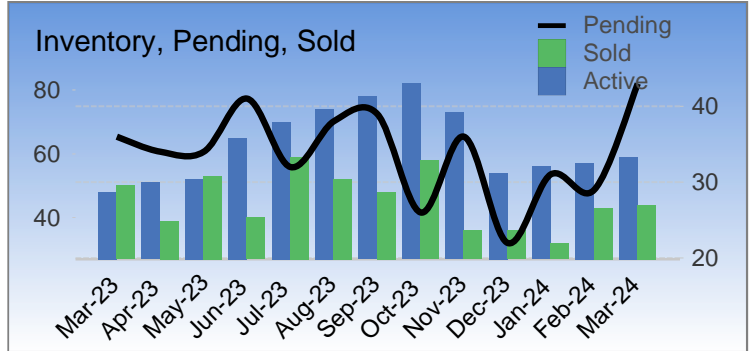
Includes Pleasanton and Sunol

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Deemed reliable but not guaranteed

Market Activity Summary:

- Inventory: 59 units were listed for sale as of the last day of March - approximately 1.6 months of inventory.
- Sales Activity: 44 units were sold during March,
- Median Sales Price: \$756,500 during March
- Average price per sq.ft. in March was \$499
- Average Days-on-Market (DOM) is approximately 47 days
- Sold over Asking: On average, buyers paid 104% of list price in March



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 |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Mar-24 | 59 | 43 | 44 | 1.6 | \$726,190 | \$756,500 | \$753,445 | 47 | \$548 | \$499 | 104% |
| Feb-24 | 57 | 29 | 43 | 1.6 | \$722,476 | \$720,000 | \$750,606 | 26 | \$540 | \$526 | 105% |
| Jan-24 | 56 | 31 | 32 | 1.7 | \$562,904 | \$585,000 | \$581,148 | 32 | \$526 | \$538 | 103% |
| Dec-23 | 54 | 22 | 36 | 1.3 | \$625,700 | \$558,000 | \$632,650 | 27 | \$539 | \$495 | 102% |
| Nov-23 | 73 | 36 | 36 | 1.6 | \$691,933 | \$680,000 | \$730,775 | 18 | \$543 | \$483 | 106% |
| Oct-23 | 82 | 26 | 58 | 1.6 | \$636,370 | \$625,000 | \$659,452 | 19 | \$525 | \$503 | 104% |
| Sep-23 | 78 | 39 | 48 | 1.5 | \$745,809 | \$692,800 | \$789,714 | 19 | \$518 | \$557 | 106% |
| Aug-23 | 74 | 38 | 52 | 1.5 | \$736,872 | \$712,500 | \$776,307 | 22 | \$500 | \$567 | 106% |
| Jul-23 | 70 | 32 | 59 | 1.5 | \$670,579 | \$705,000 | \$718,408 | 21 | \$498 | \$552 | 107% |
| Jun-23 | 65 | 41 | 40 | 1.6 | \$726,850 | \$735,000 | \$778,004 | 22 | \$498 | \$526 | 108% |
| May-23 | 52 | 34 | 53 | 1.1 | \$624,966 | \$618,888 | \$668,878 | 32 | \$512 | \$532 | 107% |
| Apr-23 | 51 | 34 | 39 | 1.3 | \$722,126 | \$680,000 | \$758,868 | 31 | \$485 | \$491 | 105% |
| Mar-23 | 48 | 36 | 50 | 1.6 | \$661,397 | \$637,500 | \$674,370 | 35 | \$490 | \$479 | 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 |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Mar-24 | 44 | -12% | \$715,346 | 0.146% | \$756,500 | 18.7% | \$753,445 | 11.7% | 47 | 34.3% | 104% |
| Mar-23 | 50 | -28.6% | \$714,303 | -2.07% | \$637,500 | -18.3% | \$674,370 | -21.9% | 35 | 150% | 102% |
| Mar-22 | 70 | 18.6% | \$729,374 | 15.7% | \$780,500 | 7.51% | \$863,412 | 13.2% | 14 | -17.6% | 114% |

Sales Activity and Price Trends

| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 15 | 17 | 12 | 28 | 52 |
| \$500-599K | 29 | 20 | 26 | 37 | 43 |
| \$600-699K | 22 | 22 | 23 | 27 | 18 |
| \$700-799K | 16 | 14 | 29 | 15 | 14 |
| \$800-899K | 18 | 9 | 19 | 16 | 14 |
| \$900-999K | 6 | 5 | 11 | 12 | 6 |
| \$1-1.299M | 12 | 10 | 24 | 3 | 2 |
| \$1.3-1.699M | 1 | 2 | 3 | 2 | 3 |
| \$1.7-1.999M | 0 | 0 | 2 | 1 | 0 |
| \$2-2.999M | 0 | 0 | 1 | 1 | 1 |
| >3M | 0 | 0 | 0 | 0 | 0 |
| Total | 119 | 99 | 150 | 142 | 153 |

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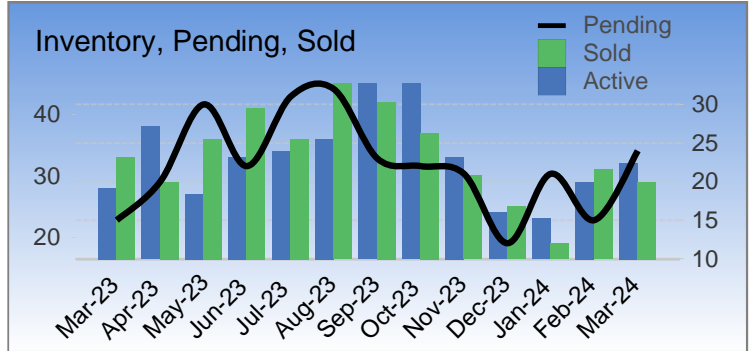
Includes Richmond, North Richmond and Point Richmond

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Deemed reliable but not guaranteed

Market Activity Summary:

- Inventory: 32 units were listed for sale as of the last day of March - approximately 1.3 months of inventory.
- Sales Activity: 29 units were sold during March,
- Median Sales Price: \$908,000 during March
- Average price per sq.ft. in March was \$691
- Average Days-on-Market (DOM) is approximately 15 days
- Sold over Asking: On average, buyers paid 107% of list price in March



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 |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Mar-24 | 32 | 24 | 29 | 1.3 | \$931,085 | \$908,000 | \$992,034 | 15 | \$649 | \$691 | 107% |
| Feb-24 | 29 | 15 | 31 | 1.2 | \$879,052 | \$875,000 | \$907,911 | 25 | \$659 | \$656 | 104% |
| Jan-24 | 23 | 21 | 19 | 1.0 | \$820,205 | \$805,000 | \$859,726 | 23 | \$655 | \$602 | 105% |
| Dec-23 | 24 | 12 | 25 | 0.8 | \$860,957 | \$800,000 | \$866,045 | 25 | \$641 | \$643 | 101% |
| Nov-23 | 33 | 21 | 30 | 0.9 | \$847,689 | \$844,000 | \$871,216 | 16 | \$670 | \$604 | 103% |
| Oct-23 | 45 | 22 | 37 | 1.1 | \$886,290 | \$850,000 | \$938,351 | 18 | \$646 | \$642 | 105% |
| Sep-23 | 45 | 23 | 42 | 1.1 | \$795,704 | \$840,000 | \$857,533 | 12 | \$667 | \$683 | 108% |
| Aug-23 | 36 | 32 | 45 | 0.9 | \$887,027 | \$900,000 | \$952,151 | 15 | \$650 | \$610 | 107% |
| Jul-23 | 34 | 31 | 36 | 0.9 | \$879,627 | \$837,500 | \$936,131 | 18 | \$663 | \$627 | 108% |
| Jun-23 | 33 | 22 | 41 | 1.0 | \$857,557 | \$865,000 | \$919,914 | 10 | \$651 | \$666 | 108% |
| May-23 | 27 | 30 | 36 | 0.8 | \$929,850 | \$937,500 | \$999,475 | 22 | \$679 | \$582 | 107% |
| Apr-23 | 38 | 20 | 29 | 1.3 | \$845,922 | \$838,000 | \$887,340 | 18 | \$637 | \$613 | 105% |
| Mar-23 | 28 | 15 | 33 | 1.2 | \$832,284 | \$840,000 | \$861,272 | 19 | \$645 | \$638 | 104% |

Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Mar-24 | 29 | -12.1% | \$918,268 | 10.3% | \$908,000 | 8.1% | \$992,034 | 15.2% | 15 | -21.1% | 107% |
| Mar-23 | 33 | -26.7% | \$832,329 | -10.7% | \$840,000 | -11.8% | \$861,272 | -12.2% | 19 | 111% | 104% |
| Mar-22 | 45 | -6.25% | \$932,401 | 12.8% | \$952,000 | 14.4% | \$980,766 | 13.5% | 9 | 0% | 120% |

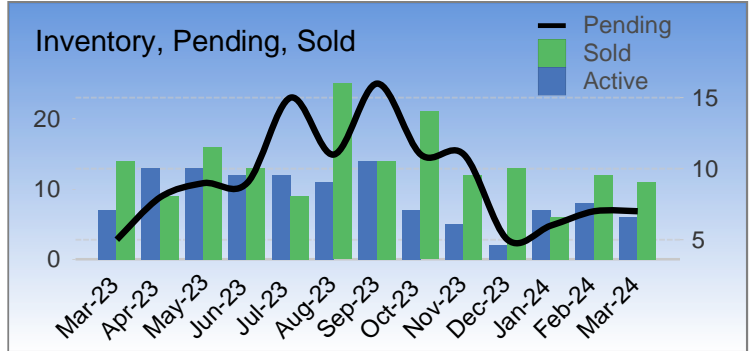
Sales Activity and Price Trends

| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 0 | 2 | 0 | 0 | 1 |
| \$500-599K | 1 | 5 | 1 | 3 | 7 |
| \$600-699K | 6 | 5 | 2 | 5 | 22 |
| \$700-799K | 15 | 28 | 16 | 33 | 31 |
| \$800-899K | 23 | 26 | 21 | 31 | 7 |
| \$900-999K | 13 | 7 | 30 | 10 | 8 |
| \$1-1.299M | 16 | 10 | 29 | 17 | 5 |
| \$1.3-1.699M | 4 | 2 | 14 | 2 | 1 |
| \$1.7-1.999M | 1 | 0 | 2 | 0 | 0 |
| \$2-2.999M | 0 | 0 | 0 | 0 | 0 |
| >3M | 0 | 0 | 0 | 0 | 0 |
| Total | 79 | 85 | 115 | 101 | 82 |

Presented by:

Market Activity Summary:

- Inventory: 6 units were listed for sale as of the last day of March - approximately 0.6 months of inventory.
- Sales Activity: 11 units were sold during March,
- Median Sales Price: \$899,888 during March
- Average price per sq.ft. in March was \$698
- Average Days-on-Market (DOM) is approximately 12 days
- Sold over Asking: On average, buyers paid 110% of list price in March



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 |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Mar-24 | 6 | 7 | 11 | 0.6 | \$831,420 | \$899,888 | \$919,262 | 12 | \$841 | \$698 | 110% |
| Feb-24 | 8 | 7 | 12 | 0.8 | \$817,222 | \$885,500 | \$903,912 | 11 | \$738 | \$719 | 111% |
| Jan-24 | 7 | 6 | 6 | 0.7 | \$740,166 | \$779,444 | \$762,148 | 19 | \$712 | \$673 | 103% |
| Dec-23 | 2 | 5 | 13 | 0.2 | \$808,692 | \$856,000 | \$860,769 | 15 | \$539 | \$694 | 107% |
| Nov-23 | 5 | 11 | 12 | 0.3 | \$778,240 | \$795,000 | \$800,437 | 17 | \$608 | \$638 | 104% |
| Oct-23 | 7 | 11 | 21 | 0.4 | \$770,408 | \$810,000 | \$822,852 | 12 | \$651 | \$652 | 107% |
| Sep-23 | 14 | 16 | 14 | 0.9 | \$788,134 | \$844,250 | \$818,964 | 13 | \$607 | \$692 | 104% |
| Aug-23 | 11 | 11 | 25 | 0.7 | \$839,260 | \$870,000 | \$877,868 | 17 | \$599 | \$642 | 105% |
| Jul-23 | 12 | 15 | 9 | 1.0 | \$768,222 | \$818,000 | \$791,444 | 17 | \$644 | \$764 | 103% |
| Jun-23 | 12 | 9 | 13 | 1.0 | \$780,598 | \$850,000 | \$829,138 | 10 | \$629 | \$646 | 106% |
| May-23 | 13 | 9 | 16 | 1.0 | \$803,162 | \$829,400 | \$837,425 | 14 | \$624 | \$574 | 104% |
| Apr-23 | 13 | 8 | 9 | 1.3 | \$832,320 | \$840,000 | \$884,444 | 13 | \$644 | \$578 | 106% |
| Mar-23 | 7 | 5 | 14 | 0.7 | \$797,559 | \$820,000 | \$817,642 | 17 | \$539 | \$635 | 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 |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Mar-24 | 11 | -21.4% | \$840,716 | 0.113% | \$899,888 | 9.74% | \$919,262 | 12.4% | 12 | -29.4% | 110% |
| Mar-23 | 14 | 16.7% | \$839,765 | -2.81% | \$820,000 | -7.87% | \$817,642 | -12.4% | 17 | 88.9% | 103% |
| Mar-22 | 12 | -25% | \$864,075 | 13.6% | \$890,000 | 9.34% | \$933,041 | 14.3% | 9 | 12.5% | 109% |

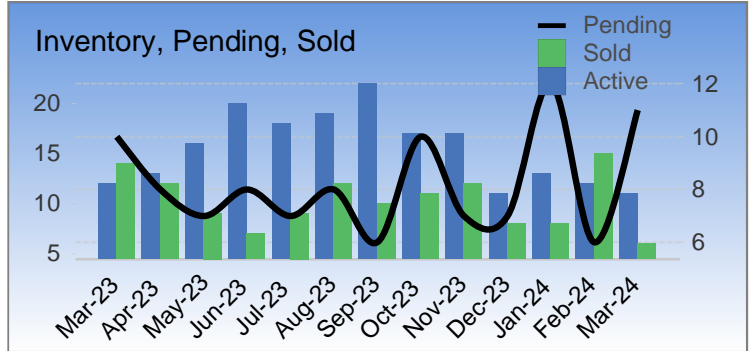
Sales Activity and Price Trends

| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 0 | 0 | 0 | 0 | 1 |
| \$500-599K | 0 | 1 | 1 | 0 | 0 |
| \$600-699K | 1 | 3 | 1 | 7 | 15 |
| \$700-799K | 8 | 12 | 3 | 18 | 16 |
| \$800-899K | 9 | 9 | 15 | 21 | 1 |
| \$900-999K | 6 | 4 | 12 | 3 | 0 |
| \$1-1.299M | 5 | 1 | 8 | 0 | 0 |
| \$1.3-1.699M | 0 | 0 | 0 | 0 | 0 |
| \$1.7-1.999M | 0 | 0 | 0 | 0 | 0 |
| \$2-2.999M | 0 | 0 | 0 | 0 | 0 |
| >3M | 0 | 0 | 0 | 0 | 0 |
| Total | 29 | 30 | 40 | 49 | 33 |

Presented by:

Market Activity Summary:

- Inventory: 11 units were listed for sale as of the last day of March - approximately 1.2 months of inventory.
- Sales Activity: 6 units were sold during March,
- Median Sales Price: \$621,250 during March
- Average price per sq.ft. in March was \$526
- Average Days-on-Market (DOM) is approximately 34 days
- Sold over Asking: On average, buyers paid 100% of list price in March



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 |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Mar-24 | 11 | 11 | 6 | 1.2 | \$617,833 | \$621,250 | \$617,083 | 34 | \$527 | \$526 | 100% |
| Feb-24 | 12 | 6 | 15 | 1.3 | \$583,759 | \$620,000 | \$609,860 | 36 | \$531 | \$515 | 105% |
| Jan-24 | 13 | 12 | 8 | 1.5 | \$534,218 | \$560,000 | \$557,250 | 31 | \$528 | \$460 | 106% |
| Dec-23 | 11 | 7 | 8 | 1.1 | \$547,647 | \$540,000 | \$555,085 | 21 | \$478 | \$524 | 102% |
| Nov-23 | 17 | 7 | 12 | 1.5 | \$545,316 | \$575,000 | \$559,500 | 18 | \$470 | \$475 | 105% |
| Oct-23 | 17 | 10 | 11 | 1.5 | \$614,272 | \$650,000 | \$642,000 | 30 | \$504 | \$508 | 104% |
| Sep-23 | 22 | 6 | 10 | 2.2 | \$578,599 | \$611,000 | \$594,900 | 18 | \$487 | \$530 | 102% |
| Aug-23 | 19 | 8 | 12 | 2.1 | \$598,241 | \$590,000 | \$605,083 | 31 | \$515 | \$506 | 101% |
| Jul-23 | 18 | 7 | 9 | 2.2 | \$653,419 | \$685,000 | \$682,829 | 32 | \$526 | \$554 | 104% |
| Jun-23 | 20 | 8 | 7 | 2.1 | \$572,500 | \$640,000 | \$604,285 | 16 | \$528 | \$519 | 105% |
| May-23 | 16 | 7 | 9 | 1.4 | \$627,416 | \$700,000 | \$665,666 | 34 | \$551 | \$584 | 107% |
| Apr-23 | 13 | 8 | 12 | 1.3 | \$628,074 | \$697,500 | \$660,500 | 20 | \$510 | \$512 | 106% |
| Mar-23 | 12 | 10 | 14 | 1.2 | \$586,267 | \$564,950 | \$588,850 | 39 | \$508 | \$518 | 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 |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Mar-24 | 6 | -57.1% | \$650,172 | 10.5% | \$621,250 | 9.97% | \$617,083 | 4.79% | 34 | -12.8% | 100% |
| Mar-23 | 14 | -44% | \$588,579 | -2.94% | \$564,950 | -18.1% | \$588,850 | -14.7% | 39 | 333% | 100% |
| Mar-22 | 25 | 8.7% | \$606,401 | 12.1% | \$690,000 | 16.9% | \$690,100 | 12.8% | 9 | -30.8% | 110% |

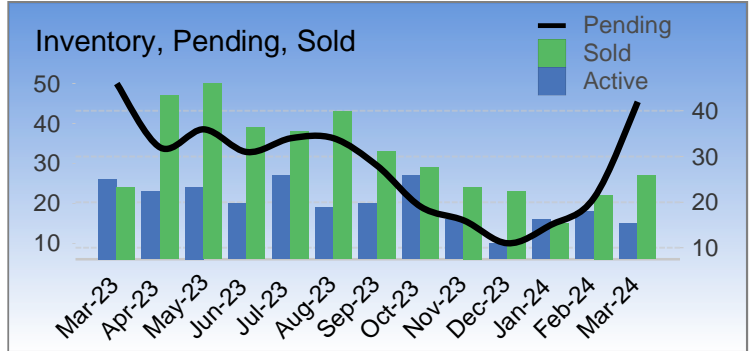
Sales Activity and Price Trends

| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 6 | 6 | 4 | 7 | 14 |
| \$500-599K | 8 | 12 | 7 | 21 | 15 |
| \$600-699K | 9 | 6 | 13 | 10 | 4 |
| \$700-799K | 5 | 4 | 12 | 4 | 0 |
| \$800-899K | 1 | 1 | 6 | 1 | 0 |
| \$900-999K | 0 | 0 | 1 | 1 | 0 |
| \$1-1.299M | 0 | 0 | 1 | 0 | 0 |
| \$1.3-1.699M | 0 | 0 | 0 | 0 | 0 |
| \$1.7-1.999M | 0 | 0 | 0 | 0 | 0 |
| \$2-2.999M | 0 | 0 | 0 | 0 | 0 |
| >3M | 0 | 0 | 0 | 0 | 0 |
| Total | 29 | 29 | 44 | 44 | 33 |

Presented by:

Market Activity Summary:

- Inventory: 15 units were listed for sale as of the last day of March - approximately 0.7 months of inventory.
- Sales Activity: 27 units were sold during March,
- Median Sales Price: \$1,670,000 during March
- Average price per sq.ft. in March was \$868
- Average Days-on-Market (DOM) is approximately 10 days
- Sold over Asking: On average, buyers paid 107% of list price in March



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 |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Mar-24 | 15 | 42 | 27 | 0.7 | \$1,651,139 | \$1,670,000 | \$1,764,444 | 10 | \$765 | \$868 | 107% |
| Feb-24 | 18 | 21 | 22 | 0.9 | \$1,729,576 | \$1,850,000 | \$1,831,227 | 22 | \$764 | \$858 | 106% |
| Jan-24 | 16 | 15 | 15 | 0.8 | \$1,749,103 | \$1,680,000 | \$1,779,600 | 31 | \$808 | \$793 | 102% |
| Dec-23 | 10 | 11 | 23 | 0.4 | \$1,647,616 | \$1,550,000 | \$1,650,519 | 17 | \$789 | \$816 | 100% |
| Nov-23 | 16 | 16 | 24 | 0.6 | \$1,887,270 | \$1,699,000 | \$1,899,229 | 19 | \$776 | \$744 | 101% |
| Oct-23 | 27 | 19 | 29 | 0.8 | \$1,914,749 | \$1,839,001 | \$1,929,739 | 13 | \$764 | \$758 | 101% |
| Sep-23 | 20 | 28 | 33 | 0.5 | \$1,800,338 | \$1,770,000 | \$1,833,322 | 14 | \$737 | \$754 | 102% |
| Aug-23 | 19 | 34 | 43 | 0.5 | \$1,739,802 | \$1,680,000 | \$1,791,255 | 12 | \$689 | \$819 | 104% |
| Jul-23 | 27 | 34 | 38 | 0.6 | \$1,930,453 | \$1,862,500 | \$1,962,009 | 14 | \$729 | \$764 | 103% |
| Jun-23 | 20 | 31 | 39 | 0.4 | \$1,832,038 | \$1,850,000 | \$1,898,074 | 11 | \$704 | \$783 | 104% |
| May-23 | 24 | 36 | 50 | 0.6 | \$1,775,885 | \$1,760,000 | \$1,848,258 | 10 | \$704 | \$774 | 104% |
| Apr-23 | 23 | 32 | 47 | 0.8 | \$1,775,521 | \$1,715,000 | \$1,832,489 | 22 | \$724 | \$774 | 105% |
| Mar-23 | 26 | 46 | 24 | 1.6 | \$1,826,306 | \$1,793,500 | \$1,866,970 | 15 | \$750 | \$771 | 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 |
|--------|------|----------|----------------|----------|----------------|----------|----------------|----------|-------------|----------|-------------------------|
| Mar-24 | 27 | 12.5% | \$1,982,464 | 11% | \$1,670,000 | -6.89% | \$1,764,444 | -5.49% | 10 | -33.3% | 107% |
| Mar-23 | 24 | -61.9% | \$1,785,818 | -6.35% | \$1,793,500 | -15.6% | \$1,866,970 | -14.1% | 15 | 114% | 103% |
| Mar-22 | 63 | -7.35% | \$1,906,857 | 29.7% | \$2,125,000 | 36% | \$2,174,073 | 31.9% | 7 | 0% | 117% |

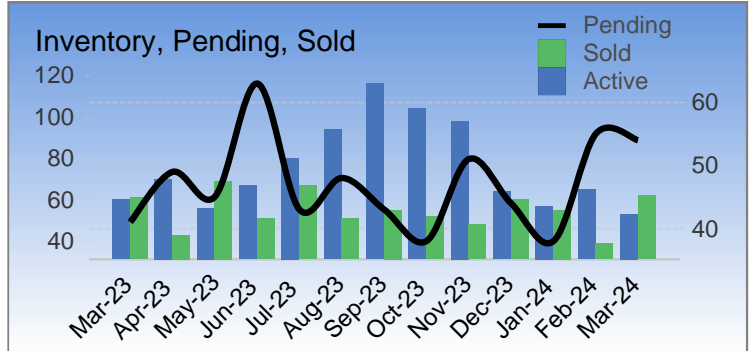
Sales Activity and Price Trends

| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 0 | 0 | 0 | 0 | 0 |
| \$500-599K | 0 | 0 | 0 | 0 | 0 |
| \$600-699K | 0 | 0 | 0 | 1 | 1 |
| \$700-799K | 1 | 0 | 0 | 1 | 3 |
| \$800-899K | 2 | 1 | 1 | 2 | 9 |
| \$900-999K | 0 | 0 | 0 | 0 | 12 |
| \$1-1.299M | 2 | 5 | 5 | 30 | 45 |
| \$1.3-1.699M | 26 | 21 | 18 | 62 | 34 |
| \$1.7-1.999M | 17 | 10 | 36 | 19 | 5 |
| \$2-2.999M | 15 | 10 | 57 | 14 | 7 |
| >3M | 1 | 3 | 9 | 1 | 0 |
| Total | 64 | 50 | 126 | 130 | 116 |

Presented by:

Market Activity Summary:

- Inventory: 53 units were listed for sale as of the last day of March - approximately 1.1 months of inventory.
- Sales Activity: 62 units were sold during March,
- Median Sales Price: \$797,475 during March
- Average price per sq.ft. in March was \$385
- Average Days-on-Market (DOM) is approximately 22 days
- Sold over Asking: On average, buyers paid 101% of list price in March



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 |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Mar-24 | 53 | 54 | 62 | 1.1 | \$817,435 | \$797,475 | \$821,205 | 22 | \$501 | \$385 | 101% |
| Feb-24 | 65 | 55 | 39 | 1.3 | \$790,214 | \$745,000 | \$788,588 | 32 | \$470 | \$397 | 100% |
| Jan-24 | 57 | 38 | 55 | 1.1 | \$714,235 | \$686,500 | \$706,401 | 50 | \$474 | \$372 | 99% |
| Dec-23 | 64 | 44 | 60 | 1.2 | \$752,206 | \$703,500 | \$739,738 | 25 | \$476 | \$367 | 99% |
| Nov-23 | 98 | 51 | 48 | 1.9 | \$753,931 | \$700,000 | \$752,138 | 26 | \$443 | \$384 | 100% |
| Oct-23 | 104 | 38 | 52 | 2.1 | \$732,928 | \$680,000 | \$730,461 | 20 | \$405 | \$383 | 100% |
| Sep-23 | 116 | 43 | 55 | 2.0 | \$799,522 | \$749,000 | \$798,298 | 22 | \$434 | \$364 | 100% |
| Aug-23 | 94 | 48 | 51 | 1.7 | \$755,608 | \$714,020 | \$749,759 | 24 | \$442 | \$363 | 100% |
| Jul-23 | 80 | 43 | 67 | 1.3 | \$748,973 | \$710,000 | \$756,777 | 15 | \$416 | \$376 | 102% |
| Jun-23 | 67 | 63 | 51 | 1.3 | \$715,244 | \$699,950 | \$718,491 | 21 | \$424 | \$366 | 101% |
| May-23 | 56 | 45 | 69 | 1.0 | \$710,135 | \$700,000 | \$704,398 | 22 | \$425 | \$349 | 100% |
| Apr-23 | 70 | 49 | 43 | 1.7 | \$727,334 | \$725,000 | \$716,058 | 32 | \$401 | \$361 | 99% |
| Mar-23 | 60 | 41 | 61 | 1.5 | \$725,286 | \$705,000 | \$720,445 | 44 | \$406 | \$346 | 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 |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Mar-24 | 62 | 1.64% | \$817,751 | 6.94% | \$797,475 | 13.1% | \$821,205 | 14% | 22 | -50% | 101% |
| Mar-23 | 61 | -28.2% | \$764,698 | -11.3% | \$705,000 | -13.5% | \$720,445 | -16.9% | 44 | 340% | 100% |
| Mar-22 | 85 | 1.19% | \$862,362 | 36% | \$815,000 | 28.9% | \$866,576 | 32% | 10 | 25% | 108% |

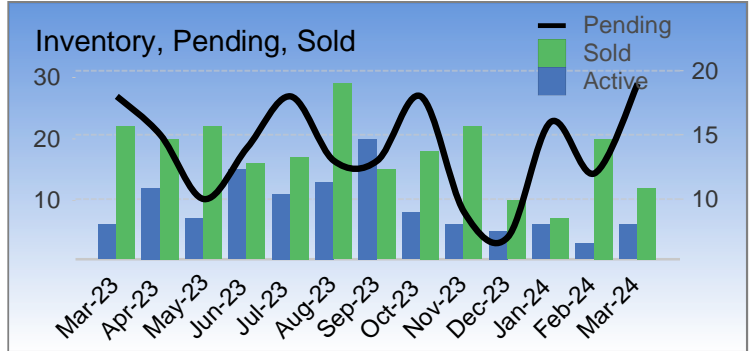
Sales Activity and Price Trends

| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 12 | 12 | 9 | 31 | 96 |
| \$500-599K | 23 | 22 | 21 | 50 | 91 |
| \$600-699K | 35 | 34 | 38 | 46 | 21 |
| \$700-799K | 25 | 20 | 50 | 27 | 10 |
| \$800-899K | 28 | 18 | 47 | 13 | 2 |
| \$900-999K | 11 | 10 | 21 | 6 | 2 |
| \$1-1.299M | 18 | 8 | 27 | 5 | 4 |
| \$1.3-1.699M | 3 | 0 | 2 | 4 | 1 |
| \$1.7-1.999M | 0 | 0 | 1 | 1 | 0 |
| \$2-2.999M | 1 | 0 | 2 | 0 | 0 |
| >3M | 0 | 0 | 0 | 0 | 0 |
| Total | 156 | 124 | 218 | 183 | 227 |

Presented by:

Market Activity Summary:

- Inventory: 6 units were listed for sale as of the last day of March - approximately 0.5 months of inventory.
- Sales Activity: 12 units were sold during March,
- Median Sales Price: \$1,564,000 during March
- Average price per sq.ft. in March was \$840
- Average Days-on-Market (DOM) is approximately 7 days
- Sold over Asking: On average, buyers paid 111% of list price in March



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 |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Mar-24 | 6 | 19 | 12 | 0.5 | \$1,392,986 | \$1,564,000 | \$1,542,177 | 7 | \$778 | \$840 | 111% |
| Feb-24 | 3 | 12 | 20 | 0.3 | \$1,327,527 | \$1,465,000 | \$1,426,850 | 11 | \$826 | \$855 | 108% |
| Jan-24 | 6 | 16 | 7 | 0.5 | \$1,130,992 | \$1,250,000 | \$1,119,285 | 21 | \$772 | \$765 | 99% |
| Dec-23 | 5 | 7 | 10 | 0.3 | \$1,147,172 | \$1,142,500 | \$1,215,900 | 10 | \$745 | \$767 | 106% |
| Nov-23 | 6 | 9 | 22 | 0.3 | \$1,312,618 | \$1,290,000 | \$1,335,631 | 20 | \$763 | \$767 | 102% |
| Oct-23 | 8 | 18 | 18 | 0.4 | \$1,262,148 | \$1,229,000 | \$1,333,916 | 15 | \$757 | \$813 | 106% |
| Sep-23 | 20 | 13 | 15 | 1.0 | \$1,386,845 | \$1,450,000 | \$1,460,555 | 14 | \$786 | \$844 | 106% |
| Aug-23 | 13 | 13 | 29 | 0.6 | \$1,337,603 | \$1,325,000 | \$1,390,344 | 15 | \$797 | \$790 | 104% |
| Jul-23 | 11 | 18 | 17 | 0.6 | \$1,341,210 | \$1,425,000 | \$1,433,058 | 9 | \$758 | \$825 | 108% |
| Jun-23 | 15 | 14 | 16 | 0.8 | \$1,222,104 | \$1,352,500 | \$1,291,437 | 9 | \$770 | \$795 | 105% |
| May-23 | 7 | 10 | 22 | 0.4 | \$1,345,662 | \$1,375,000 | \$1,415,156 | 8 | \$748 | \$790 | 106% |
| Apr-23 | 12 | 15 | 20 | 0.7 | \$1,239,886 | \$1,288,000 | \$1,298,949 | 8 | \$755 | \$792 | 105% |
| Mar-23 | 6 | 18 | 22 | 0.4 | \$1,229,225 | \$1,290,000 | \$1,293,818 | 24 | \$663 | \$785 | 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 |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Mar-24 | 12 | -45.5% | \$1,336,735 | 4.1% | \$1,564,000 | 21.2% | \$1,542,177 | 19.2% | 7 | -70.8% | 111% |
| Mar-23 | 22 | -15.4% | \$1,284,119 | -18% | \$1,290,000 | -19% | \$1,293,818 | -18.4% | 24 | 167% | 106% |
| Mar-22 | 26 | -25.7% | \$1,565,372 | 39.6% | \$1,592,654 | 48.8% | \$1,584,896 | 45.8% | 9 | -25% | 115% |

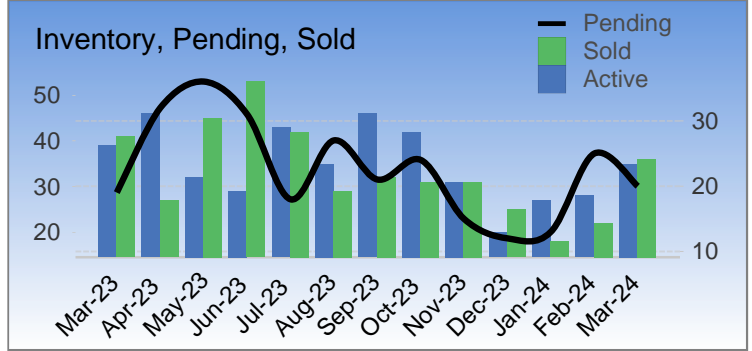
Sales Activity and Price Trends

| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 0 | 0 | 0 | 0 | 0 |
| \$500-599K | 0 | 0 | 0 | 0 | 1 |
| \$600-699K | 0 | 0 | 0 | 1 | 4 |
| \$700-799K | 1 | 0 | 2 | 5 | 8 |
| \$800-899K | 1 | 4 | 2 | 8 | 13 |
| \$900-999K | 3 | 6 | 4 | 5 | 10 |
| \$1-1.299M | 6 | 13 | 9 | 28 | 14 |
| \$1.3-1.699M | 24 | 22 | 30 | 10 | 2 |
| \$1.7-1.999M | 2 | 2 | 15 | 1 | 0 |
| \$2-2.999M | 2 | 2 | 9 | 0 | 0 |
| >3M | 0 | 0 | 0 | 0 | 0 |
| Total | 39 | 49 | 71 | 58 | 52 |

Presented by:

Market Activity Summary:

- Inventory: 35 units were listed for sale as of the last day of March - approximately 1.5 months of inventory.
- Sales Activity: 36 units were sold during March,
- Median Sales Price: \$1,582,500 during March
- Average price per sq.ft. in March was \$827
- Average Days-on-Market (DOM) is approximately 15 days
- Sold over Asking: On average, buyers paid 107% of list price in March



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 |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Mar-24 | 35 | 20 | 36 | 1.5 | \$1,559,633 | \$1,582,500 | \$1,657,319 | 15 | \$816 | \$827 | 107% |
| Feb-24 | 28 | 25 | 22 | 1.4 | \$1,475,850 | \$1,450,000 | \$1,551,363 | 16 | \$767 | \$802 | 106% |
| Jan-24 | 27 | 13 | 18 | 1.1 | \$1,471,550 | \$1,462,500 | \$1,476,330 | 31 | \$765 | \$683 | 101% |
| Dec-23 | 20 | 12 | 25 | 0.7 | \$1,406,631 | \$1,400,000 | \$1,424,908 | 21 | \$794 | \$715 | 102% |
| Nov-23 | 31 | 15 | 31 | 1.0 | \$1,597,193 | \$1,420,000 | \$1,600,580 | 17 | \$733 | \$718 | 101% |
| Oct-23 | 42 | 24 | 31 | 1.4 | \$1,510,864 | \$1,511,250 | \$1,526,294 | 17 | \$776 | \$756 | 102% |
| Sep-23 | 46 | 21 | 32 | 1.4 | \$1,652,668 | \$1,465,000 | \$1,689,765 | 22 | \$754 | \$768 | 104% |
| Aug-23 | 35 | 27 | 29 | 0.8 | \$1,448,618 | \$1,400,000 | \$1,484,896 | 18 | \$775 | \$760 | 103% |
| Jul-23 | 43 | 18 | 42 | 0.9 | \$1,666,356 | \$1,505,000 | \$1,729,309 | 16 | \$792 | \$753 | 105% |
| Jun-23 | 29 | 31 | 53 | 0.7 | \$1,590,820 | \$1,527,000 | \$1,649,294 | 24 | \$769 | \$746 | 104% |
| May-23 | 32 | 36 | 45 | 0.9 | \$1,720,608 | \$1,615,000 | \$1,793,666 | 19 | \$744 | \$731 | 106% |
| Apr-23 | 46 | 32 | 27 | 1.7 | \$1,509,621 | \$1,425,000 | \$1,532,888 | 18 | \$723 | \$793 | 101% |
| Mar-23 | 39 | 19 | 41 | 1.9 | \$1,553,619 | \$1,515,000 | \$1,576,325 | 20 | \$757 | \$729 | 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 |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Mar-24 | 36 | -12.2% | \$1,785,708 | 3.54% | \$1,582,500 | 4.46% | \$1,657,319 | 5.14% | 15 | -25% | 107% |
| Mar-23 | 41 | -19.6% | \$1,724,710 | 1.54% | \$1,515,000 | -10.9% | \$1,576,325 | -14.8% | 20 | 186% | 102% |
| Mar-22 | 51 | -12.1% | \$1,698,579 | 20.8% | \$1,700,000 | 10.6% | \$1,850,184 | 16.4% | 7 | -41.7% | 114% |

Sales Activity and Price Trends

| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 0 | 0 | 0 | 0 | 0 |
| \$500-599K | 0 | 0 | 0 | 0 | 0 |
| \$600-699K | 1 | 1 | 0 | 2 | 0 |
| \$700-799K | 0 | 0 | 1 | 3 | 3 |
| \$800-899K | 2 | 0 | 1 | 2 | 6 |
| \$900-999K | 0 | 2 | 3 | 12 | 20 |
| \$1-1.299M | 16 | 15 | 14 | 33 | 29 |
| \$1.3-1.699M | 33 | 19 | 39 | 41 | 27 |
| \$1.7-1.999M | 12 | 17 | 27 | 20 | 8 |
| \$2-2.999M | 12 | 4 | 20 | 12 | 1 |
| >3M | 0 | 3 | 7 | 1 | 0 |
| Total | 76 | 61 | 112 | 126 | 94 |

Presented by: