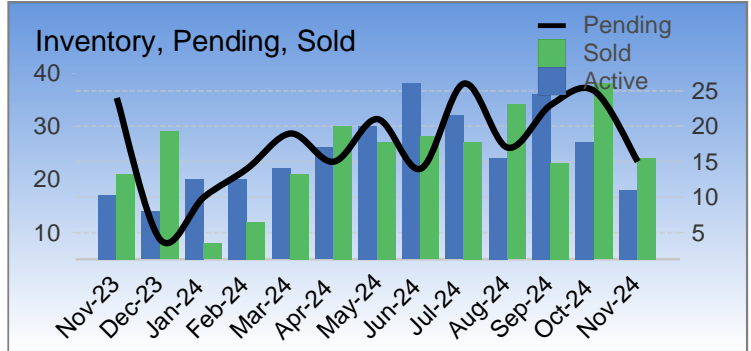


Market Activity Summary:

- Inventory: 18 units were listed for sale as of the last day of November - approximately 0.6 months of inventory.
- Sales Activity: 24 units were sold during November,
- Median Sales Price: \$1,437,500 during November
- Average price per sq.ft. in November was \$808
- Average Days-on-Market (DOM) is approximately 21 days
- Sold over Asking: On average, buyers paid 113% of list price in November



Monthly Market Activity

| Month | Active | Pending | Sold | Months Supply | Avg List Price | Med Sale Price | Avg Sale Price | Average DOM | Avg \$ SqFt Active | Avg \$ SqFt Sold | Sale Price / List Price |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Nov-24 | 18 | 15 | 24 | 0.6 | \$1,295,354 | \$1,437,500 | \$1,452,745 | 21 | \$783 | \$808 | 113% |
| Oct-24 | 27 | 25 | 38 | 0.9 | \$1,204,102 | \$1,375,000 | \$1,348,492 | 24 | \$765 | \$800 | 114% |
| Sep-24 | 36 | 23 | 23 | 1.3 | \$1,263,995 | \$1,305,000 | \$1,357,429 | 21 | \$670 | \$738 | 108% |
| Aug-24 | 24 | 17 | 34 | 0.8 | \$1,278,761 | \$1,325,000 | \$1,370,852 | 22 | \$678 | \$788 | 108% |
| Jul-24 | 32 | 26 | 27 | 1.2 | \$1,411,106 | \$1,500,000 | \$1,527,292 | 13 | \$695 | \$829 | 110% |
| Jun-24 | 38 | 14 | 28 | 1.3 | \$1,190,420 | \$1,302,250 | \$1,365,505 | 21 | \$733 | \$856 | 116% |
| May-24 | 30 | 21 | 27 | 1.2 | \$1,425,111 | \$1,450,000 | \$1,575,259 | 22 | \$728 | \$794 | 112% |
| Apr-24 | 26 | 15 | 30 | 1.2 | \$1,223,600 | \$1,437,500 | \$1,422,079 | 19 | \$697 | \$812 | 118% |
| Mar-24 | 22 | 19 | 21 | 1.6 | \$1,327,854 | \$1,427,000 | \$1,471,085 | 14 | \$695 | \$822 | 112% |
| Feb-24 | 20 | 14 | 12 | 1.2 | \$1,540,916 | \$1,571,500 | \$1,618,916 | 20 | \$666 | \$703 | 110% |
| Jan-24 | 20 | 10 | 8 | 1.0 | \$1,029,624 | \$1,102,500 | \$1,098,125 | 64 | \$654 | \$835 | 104% |
| Dec-23 | 14 | 4 | 29 | 0.6 | \$1,227,203 | \$1,305,000 | \$1,336,456 | 24 | \$678 | \$741 | 110% |
| Nov-23 | 17 | 24 | 21 | 0.7 | \$1,236,005 | \$1,300,000 | \$1,377,434 | 15 | \$644 | \$857 | 114% |

Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Nov-24 | 24 | 14.3% | \$1,325,272 | -7.11% | \$1,437,500 | 10.6% | \$1,452,745 | 5.47% | 21 | 40% | 113% |
| Nov-23 | 21 | -19.2% | \$1,426,765 | 21.8% | \$1,300,000 | -3.7% | \$1,377,434 | 1.26% | 15 | -31.8% | 114% |
| Nov-22 | 26 | -46.9% | \$1,171,373 | 10.4% | \$1,350,000 | 0% | \$1,360,277 | -5.67% | 22 | 46.7% | 107% |

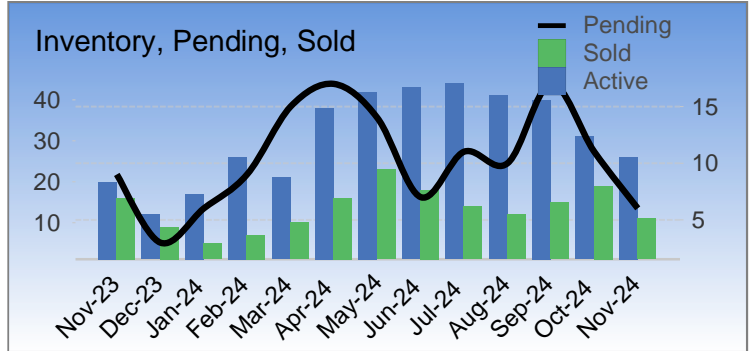
Sales Activity and Price Trends

| 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 | 1 | 0 |
| \$500-599K | 2 | 0 | 1 | 2 | 1 |
| \$600-699K | 2 | 2 | 6 | 3 | 9 |
| \$700-799K | 8 | 8 | 7 | 7 | 7 |
| \$800-899K | 9 | 9 | 12 | 11 | 20 |
| \$900-999K | 12 | 25 | 11 | 14 | 27 |
| \$1-1.299M | 69 | 75 | 79 | 82 | 124 |
| \$1.3-1.699M | 110 | 92 | 139 | 129 | 79 |
| \$1.7-1.999M | 38 | 27 | 48 | 30 | 22 |
| \$2-2.999M | 18 | 15 | 53 | 19 | 12 |
| >3M | 2 | 0 | 3 | 3 | 2 |
| Total | 272 | 254 | 360 | 301 | 303 |

Presented by:

Market Activity Summary:

- Inventory: 26 units were listed for sale as of the last day of November - approximately 1.7 months of inventory.
- Sales Activity: 11 units were sold during November,
- Median Sales Price: \$2,500,000 during November
- Average price per sq.ft. in November was \$791
- Average Days-on-Market (DOM) is approximately 44 days
- Sold over Asking: On average, buyers paid 97% of list price in November



Monthly Market Activity

| Month | Active | Pending | Sold | Months Supply | Avg List Price | Med Sale Price | Avg Sale Price | Average DOM | Avg \$ SqFt Active | Avg \$ SqFt Sold | Sale Price / List Price |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Nov-24 | 26 | 6 | 11 | 1.7 | \$2,504,727 | \$2,500,000 | \$2,435,000 | 44 | \$816 | \$791 | 97% |
| Oct-24 | 31 | 11 | 19 | 2.0 | \$3,007,565 | \$3,100,000 | \$2,934,052 | 26 | \$830 | \$828 | 98% |
| Sep-24 | 40 | 17 | 15 | 2.9 | \$3,028,200 | \$3,156,000 | \$2,941,716 | 26 | \$879 | \$795 | 98% |
| Aug-24 | 41 | 10 | 12 | 2.8 | \$2,710,333 | \$2,350,000 | \$2,774,083 | 22 | \$818 | \$989 | 104% |
| Jul-24 | 44 | 11 | 14 | 2.4 | \$2,952,067 | \$2,675,000 | \$2,907,493 | 28 | \$867 | \$889 | 99% |
| Jun-24 | 43 | 7 | 18 | 2.3 | \$3,018,749 | \$2,800,000 | \$2,986,666 | 22 | \$863 | \$806 | 100% |
| May-24 | 42 | 14 | 23 | 2.6 | \$2,845,212 | \$2,800,000 | \$2,907,973 | 11 | \$837 | \$883 | 103% |
| Apr-24 | 38 | 17 | 16 | 3.5 | \$2,808,062 | \$2,845,000 | \$2,876,250 | 21 | \$838 | \$828 | 103% |
| Mar-24 | 21 | 15 | 10 | 2.9 | \$3,074,490 | \$2,995,000 | \$3,069,250 | 24 | \$810 | \$881 | 100% |
| Feb-24 | 26 | 9 | 7 | 3.7 | \$2,241,000 | \$2,000,000 | \$2,292,571 | 30 | \$846 | \$875 | 103% |
| Jan-24 | 17 | 6 | 5 | 1.7 | \$2,199,800 | \$2,225,000 | \$2,155,000 | 55 | \$884 | \$744 | 98% |
| Dec-23 | 12 | 3 | 9 | 1.1 | \$2,661,811 | \$2,650,000 | \$2,584,333 | 25 | \$847 | \$795 | 97% |
| Nov-23 | 20 | 9 | 16 | 1.5 | \$2,662,375 | \$2,025,000 | \$2,623,750 | 28 | \$879 | \$760 | 100% |

Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|-----------|-------------|----------|-------------------------|
| Nov-24 | 11 | -31.3% | \$3,473,285 | -15% | \$2,500,000 | 23.5% | \$2,435,000 | -7.19% | 44 | 57.1% | 97% |
| Nov-23 | 16 | 45.5% | \$4,087,363 | 10.8% | \$2,025,000 | -9.4% | \$2,623,750 | 3.02% | 28 | -9.68% | 100% |
| Nov-22 | 11 | -38.9% | \$3,689,892 | 35.4% | \$2,235,000 | -11.9% | \$2,546,818 | -0.00495% | 31 | 6.9% | 97% |

Sales Activity and Price Trends

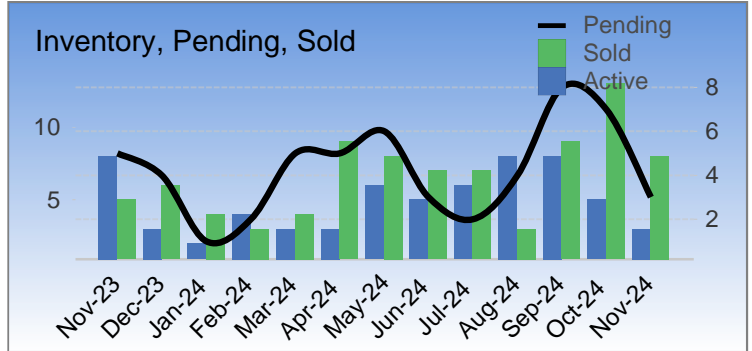
| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 0 | 0 | 0 | 0 | 0 |
| \$500-599K | 0 | 0 | 0 | 0 | 0 |
| \$600-699K | 0 | 0 | 0 | 0 | 0 |
| \$700-799K | 0 | 0 | 0 | 0 | 0 |
| \$800-899K | 0 | 0 | 1 | 0 | 0 |
| \$900-999K | 0 | 0 | 0 | 0 | 1 |
| \$1-1.299M | 0 | 2 | 0 | 2 | 8 |
| \$1.3-1.699M | 5 | 18 | 6 | 15 | 54 |
| \$1.7-1.999M | 16 | 21 | 12 | 31 | 52 |
| \$2-2.999M | 71 | 60 | 66 | 151 | 62 |
| >3M | 58 | 54 | 68 | 75 | 21 |
| Total | 150 | 155 | 153 | 274 | 198 |

Presented by:



Market Activity Summary:

- Inventory: 3 units were listed for sale as of the last day of November - approximately 0.3 months of inventory.
- Sales Activity: 8 units were sold during November,
- Median Sales Price: \$1,325,000 during November
- Average price per sq.ft. in November was \$1,083
- Average Days-on-Market (DOM) is approximately 11 days
- Sold over Asking: On average, buyers paid 129% of list price in November



Monthly Market Activity

| Month | Active | Pending | Sold | Months Supply | Avg List Price | Med Sale Price | Avg Sale Price | Average DOM | Avg \$ SqFt Active | Avg \$ SqFt Sold | Sale Price / List Price |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Nov-24 | 3 | 3 | 8 | 0.3 | \$1,088,250 | \$1,325,000 | \$1,411,930 | 11 | \$1,012 | \$1,083 | 129% |
| Oct-24 | 5 | 7 | 13 | 0.6 | \$1,094,738 | \$1,280,000 | \$1,299,691 | 18 | \$1,001 | \$972 | 116% |
| Sep-24 | 8 | 8 | 9 | 1.3 | \$1,242,222 | \$1,215,000 | \$1,421,666 | 34 | \$894 | \$929 | 115% |
| Aug-24 | 8 | 4 | 3 | 1.4 | \$1,536,333 | \$2,470,000 | \$2,140,000 | 12 | \$826 | \$1,062 | 137% |
| Jul-24 | 6 | 2 | 7 | 0.8 | \$1,223,571 | \$1,680,000 | \$1,496,428 | 17 | \$931 | \$1,009 | 121% |
| Jun-24 | 5 | 3 | 7 | 0.6 | \$1,031,542 | \$1,050,000 | \$1,184,285 | 16 | \$957 | \$948 | 112% |
| May-24 | 6 | 6 | 8 | 0.9 | \$1,298,000 | \$1,625,000 | \$1,616,250 | 14 | \$921 | \$1,091 | 125% |
| Apr-24 | 3 | 5 | 9 | 0.6 | \$1,185,322 | \$1,350,000 | \$1,363,987 | 15 | \$859 | \$1,005 | 115% |
| 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% |

Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Nov-24 | 8 | 60% | \$1,045,000 | 1.53% | \$1,325,000 | -11.1% | \$1,411,930 | -7.46% | 11 | -8.33% | 129% |
| Nov-23 | 5 | 400% | \$1,029,209 | -0.511% | \$1,490,000 | 56.8% | \$1,525,800 | 60.6% | 12 | 0% | 121% |
| Nov-22 | 1 | -92.3% | \$1,034,500 | -16.8% | \$950,000 | -44.6% | \$950,000 | -43.6% | 12 | -14.3% | 106% |

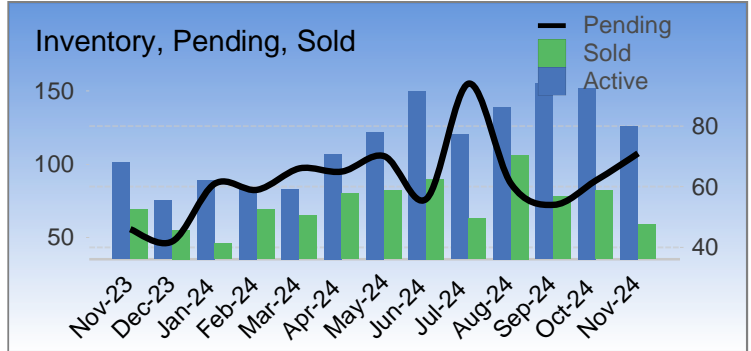
Sales Activity and Price Trends

| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 2 | 0 | 0 | 0 | 0 |
| \$500-599K | 1 | 0 | 0 | 0 | 0 |
| \$600-699K | 2 | 0 | 0 | 1 | 2 |
| \$700-799K | 0 | 0 | 1 | 0 | 2 |
| \$800-899K | 3 | 3 | 2 | 3 | 8 |
| \$900-999K | 5 | 4 | 5 | 6 | 7 |
| \$1-1.299M | 21 | 17 | 20 | 23 | 21 |
| \$1.3-1.699M | 21 | 21 | 32 | 29 | 18 |
| \$1.7-1.999M | 7 | 4 | 11 | 17 | 8 |
| \$2-2.999M | 13 | 11 | 7 | 10 | 1 |
| >3M | 0 | 1 | 0 | 0 | 0 |
| Total | 75 | 61 | 78 | 89 | 67 |

Presented by:

Market Activity Summary:

- Inventory: 126 units were listed for sale as of the last day of November - approximately 1.8 months of inventory.
- Sales Activity: 59 units were sold during November,
- Median Sales Price: \$604,000 during November
- Average price per sq.ft. in November was \$347
- Average Days-on-Market (DOM) is approximately 23 days
- Sold over Asking: On average, buyers paid 101% of list price in November



Monthly Market Activity

| Month | Active | Pending | Sold | Months Supply | Avg List Price | Med Sale Price | Avg Sale Price | Average DOM | Avg \$ SqFt Active | Avg \$ SqFt Sold | Sale Price / List Price |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Nov-24 | 126 | 71 | 59 | 1.8 | \$591,022 | \$604,000 | \$594,786 | 23 | \$343 | \$347 | 101% |
| Oct-24 | 152 | 62 | 82 | 1.8 | \$598,969 | \$620,000 | \$607,052 | 25 | \$340 | \$353 | 102% |
| Sep-24 | 155 | 54 | 78 | 2.0 | \$629,448 | \$630,000 | \$634,684 | 27 | \$347 | \$362 | 102% |
| Aug-24 | 139 | 61 | 106 | 1.7 | \$632,433 | \$638,000 | \$636,382 | 24 | \$350 | \$349 | 101% |
| Jul-24 | 120 | 94 | 63 | 1.5 | \$645,061 | \$631,000 | \$651,148 | 21 | \$345 | \$352 | 101% |
| Jun-24 | 150 | 56 | 90 | 1.8 | \$621,077 | \$640,000 | \$637,134 | 26 | \$337 | \$352 | 103% |
| May-24 | 122 | 70 | 82 | 1.7 | \$614,458 | \$626,500 | \$623,605 | 26 | \$336 | \$358 | 102% |
| Apr-24 | 107 | 65 | 80 | 1.6 | \$637,563 | \$644,458 | \$648,631 | 27 | \$346 | \$341 | 102% |
| Mar-24 | 83 | 66 | 65 | 1.5 | \$638,034 | \$640,000 | \$650,778 | 18 | \$349 | \$358 | 102% |
| Feb-24 | 83 | 59 | 69 | 1.5 | \$616,794 | \$632,000 | \$630,189 | 21 | \$347 | \$336 | 103% |
| Jan-24 | 89 | 61 | 46 | 1.6 | \$614,417 | \$619,500 | \$619,723 | 31 | \$352 | \$347 | 101% |
| Dec-23 | 75 | 42 | 55 | 1.1 | \$628,814 | \$630,000 | \$630,117 | 27 | \$334 | \$336 | 101% |
| Nov-23 | 101 | 46 | 69 | 1.4 | \$635,338 | \$642,000 | \$646,397 | 32 | \$330 | \$333 | 102% |

Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Nov-24 | 59 | -14.5% | \$622,130 | 0.873% | \$604,000 | -5.92% | \$594,786 | -7.98% | 23 | -28.1% | 101% |
| Nov-23 | 69 | -2.82% | \$616,746 | -0.662% | \$642,000 | 7% | \$646,397 | 5.34% | 32 | 0% | 102% |
| Nov-22 | 71 | -45% | \$620,857 | -6.69% | \$600,000 | -4% | \$613,619 | -3.6% | 32 | 68.4% | 100% |

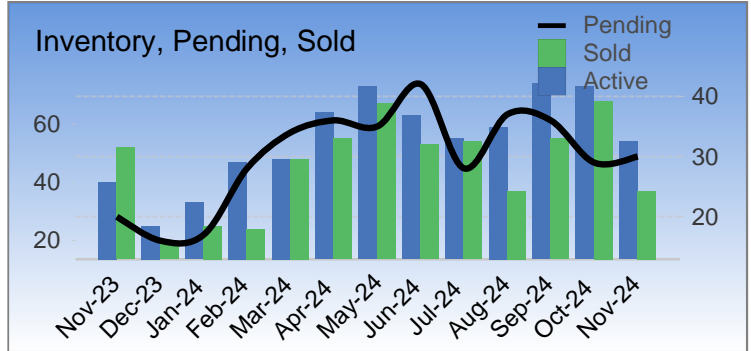
Sales Activity and Price Trends

| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 106 | 125 | 98 | 197 | 511 |
| \$500-599K | 219 | 186 | 213 | 335 | 361 |
| \$600-699K | 246 | 287 | 326 | 293 | 122 |
| \$700-799K | 166 | 147 | 234 | 171 | 33 |
| \$800-899K | 67 | 51 | 154 | 82 | 12 |
| \$900-999K | 15 | 12 | 49 | 19 | 0 |
| \$1-1.299M | 1 | 5 | 20 | 6 | 1 |
| \$1.3-1.699M | 0 | 0 | 1 | 0 | 0 |
| \$1.7-1.999M | 0 | 0 | 0 | 0 | 0 |
| \$2-2.999M | 0 | 0 | 0 | 0 | 0 |
| >3M | 0 | 0 | 0 | 0 | 0 |
| Total | 820 | 813 | 1095 | 1103 | 1040 |

Presented by:

Market Activity Summary:

- Inventory: 54 units were listed for sale as of the last day of November - approximately 1.0 months of inventory.
- Sales Activity: 37 units were sold during November,
- Median Sales Price: \$1,485,626 during November
- Average price per sq.ft. in November was \$892
- Average Days-on-Market (DOM) is approximately 25 days
- Sold over Asking: On average, buyers paid 120% of list price in November



Monthly Market Activity

| Month | Active | Pending | Sold | Months Supply | Avg List Price | Med Sale Price | Avg Sale Price | Average DOM | Avg \$ SqFt Active | Avg \$ SqFt Sold | Sale Price / List Price |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Nov-24 | 54 | 30 | 37 | 1.0 | \$1,351,452 | \$1,485,626 | \$1,605,854 | 25 | \$786 | \$892 | 120% |
| Oct-24 | 73 | 29 | 68 | 1.4 | \$1,380,564 | \$1,587,500 | \$1,698,109 | 20 | \$793 | \$961 | 125% |
| Sep-24 | 74 | 36 | 55 | 1.6 | \$1,398,123 | \$1,600,000 | \$1,675,626 | 22 | \$766 | \$866 | 120% |
| Aug-24 | 59 | 37 | 37 | 1.2 | \$1,247,202 | \$1,360,000 | \$1,494,709 | 23 | \$784 | \$974 | 122% |
| Jul-24 | 55 | 28 | 54 | 0.9 | \$1,401,440 | \$1,457,500 | \$1,652,313 | 21 | \$719 | \$921 | 119% |
| Jun-24 | 63 | 42 | 53 | 1.1 | \$1,486,118 | \$1,550,000 | \$1,757,441 | 22 | \$774 | \$930 | 121% |
| May-24 | 73 | 35 | 67 | 1.3 | \$1,436,805 | \$1,550,000 | \$1,767,066 | 16 | \$756 | \$994 | 126% |
| Apr-24 | 64 | 36 | 55 | 1.5 | \$1,324,087 | \$1,400,000 | \$1,560,426 | 14 | \$785 | \$940 | 120% |
| Mar-24 | 48 | 34 | 48 | 1.5 | \$1,567,790 | \$1,717,000 | \$1,781,702 | 20 | \$807 | \$913 | 115% |
| Feb-24 | 47 | 28 | 24 | 2.1 | \$1,293,583 | \$1,380,000 | \$1,491,558 | 19 | \$811 | \$905 | 120% |
| Jan-24 | 33 | 17 | 25 | 1.1 | \$1,451,559 | \$1,250,001 | \$1,529,980 | 32 | \$775 | \$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% |

Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Nov-24 | 37 | -28.8% | \$1,456,725 | 11.5% | \$1,485,626 | 0.891% | \$1,605,854 | -0.877% | 25 | 31.6% | 120% |
| Nov-23 | 52 | 0% | \$1,306,166 | -0.327% | \$1,472,500 | 0% | \$1,620,055 | 1.91% | 19 | 0% | 118% |
| Nov-22 | 52 | -42.9% | \$1,310,451 | -7.84% | \$1,472,500 | -8.54% | \$1,589,730 | -9.53% | 19 | 11.8% | 113% |

Sales Activity and Price Trends

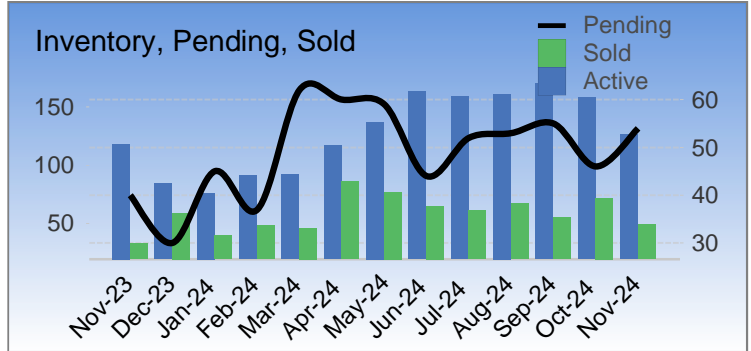
| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 1 | 0 | 0 | 1 | 0 |
| \$500-599K | 4 | 2 | 0 | 1 | 2 |
| \$600-699K | 3 | 4 | 0 | 0 | 0 |
| \$700-799K | 10 | 10 | 4 | 4 | 7 |
| \$800-899K | 17 | 19 | 12 | 13 | 23 |
| \$900-999K | 25 | 29 | 18 | 23 | 34 |
| \$1-1.299M | 98 | 97 | 85 | 102 | 135 |
| \$1.3-1.699M | 167 | 134 | 200 | 200 | 174 |
| \$1.7-1.999M | 69 | 79 | 115 | 99 | 50 |
| \$2-2.999M | 106 | 83 | 149 | 90 | 62 |
| >3M | 23 | 19 | 52 | 25 | 12 |
| Total | 523 | 476 | 635 | 558 | 499 |

Presented by:

Includes Berkeley and Kensington
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Market Activity Summary:

- Inventory: 126 units were listed for sale as of the last day of November - approximately 2.2 months of inventory.
- Sales Activity: 49 units were sold during November,
- Median Sales Price: \$745,000 during November
- Average price per sq.ft. in November was \$400
- Average Days-on-Market (DOM) is approximately 35 days
- Sold over Asking: On average, buyers paid 99% of list price in November



Monthly Market Activity

| Month | Active | Pending | Sold | Months Supply | Avg List Price | Med Sale Price | Avg Sale Price | Average DOM | Avg \$ SqFt Active | Avg \$ SqFt Sold | Sale Price / List Price |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Nov-24 | 126 | 54 | 49 | 2.2 | \$864,250 | \$745,000 | \$851,017 | 35 | \$511 | \$400 | 99% |
| Oct-24 | 158 | 46 | 72 | 2.5 | \$903,812 | \$820,000 | \$896,321 | 39 | \$489 | \$387 | 99% |
| Sep-24 | 170 | 55 | 55 | 2.8 | \$908,894 | \$847,000 | \$895,883 | 39 | \$489 | \$396 | 99% |
| Aug-24 | 161 | 53 | 67 | 2.5 | \$897,465 | \$815,000 | \$874,072 | 32 | \$510 | \$371 | 98% |
| Jul-24 | 159 | 52 | 61 | 2.3 | \$910,912 | \$875,000 | \$919,360 | 19 | \$513 | \$400 | 101% |
| Jun-24 | 163 | 44 | 65 | 2.1 | \$923,293 | \$840,000 | \$928,881 | 27 | \$501 | \$405 | 101% |
| May-24 | 137 | 59 | 77 | 2.0 | \$902,940 | \$850,000 | \$914,026 | 18 | \$516 | \$393 | 101% |
| Apr-24 | 117 | 60 | 86 | 2.0 | \$872,981 | \$837,500 | \$878,195 | 28 | \$512 | \$392 | 101% |
| Mar-24 | 92 | 62 | 46 | 2.1 | \$885,185 | \$829,500 | \$877,730 | 42 | \$454 | \$386 | 100% |
| Feb-24 | 91 | 37 | 48 | 1.9 | \$867,674 | \$860,000 | \$871,486 | 37 | \$464 | \$389 | 100% |
| Jan-24 | 76 | 45 | 40 | 1.8 | \$791,275 | \$756,500 | \$780,850 | 43 | \$474 | \$379 | 99% |
| Dec-23 | 84 | 30 | 59 | 1.9 | \$899,117 | \$780,000 | \$881,322 | 45 | \$464 | \$390 | 99% |
| Nov-23 | 118 | 40 | 33 | 2.7 | \$845,930 | \$825,000 | \$850,161 | 37 | \$442 | \$402 | 101% |

Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Nov-24 | 49 | 48.5% | \$914,364 | 6.75% | \$745,000 | -9.7% | \$851,017 | 0.101% | 35 | -5.41% | 99% |
| Nov-23 | 33 | -35.3% | \$856,516 | 1.01% | \$825,000 | 8.55% | \$850,161 | 8.72% | 37 | -17.8% | 101% |
| Nov-22 | 51 | -49.5% | \$847,973 | 0.558% | \$760,000 | -8.43% | \$781,969 | -8.72% | 45 | 165% | 98% |

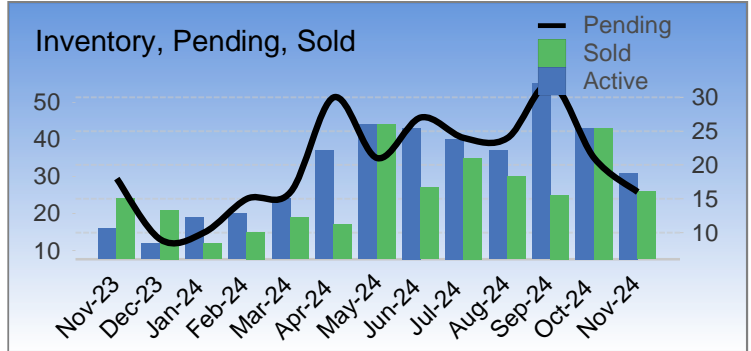
Sales Activity and Price Trends

| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 11 | 18 | 15 | 35 | 128 |
| \$500-599K | 43 | 46 | 63 | 109 | 263 |
| \$600-699K | 96 | 115 | 92 | 176 | 253 |
| \$700-799K | 141 | 128 | 171 | 221 | 181 |
| \$800-899K | 131 | 110 | 152 | 202 | 108 |
| \$900-999K | 86 | 69 | 130 | 165 | 39 |
| \$1-1.299M | 105 | 88 | 176 | 132 | 37 |
| \$1.3-1.699M | 40 | 36 | 61 | 33 | 9 |
| \$1.7-1.999M | 6 | 4 | 8 | 5 | 0 |
| \$2-2.999M | 7 | 1 | 4 | 4 | 1 |
| >3M | 0 | 0 | 2 | 1 | 0 |
| Total | 666 | 615 | 874 | 1083 | 1019 |

Presented by:

Market Activity Summary:

- Inventory: 31 units were listed for sale as of the last day of November - approximately 1.1 months of inventory.
- Sales Activity: 26 units were sold during November,
- Median Sales Price: \$1,265,500 during November
- Average price per sq.ft. in November was \$702
- Average Days-on-Market (DOM) is approximately 20 days
- Sold over Asking: On average, buyers paid 103% of list price in November



Monthly Market Activity

| Month | Active | Pending | Sold | Months Supply | Avg List Price | Med Sale Price | Avg Sale Price | Average DOM | Avg \$ SqFt Active | Avg \$ SqFt Sold | Sale Price / List Price |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Nov-24 | 31 | 16 | 26 | 1.1 | \$1,285,975 | \$1,265,500 | \$1,319,076 | 20 | \$774 | \$702 | 103% |
| Oct-24 | 43 | 21 | 43 | 1.3 | \$1,192,870 | \$1,200,000 | \$1,252,289 | 17 | \$750 | \$705 | 105% |
| Sep-24 | 55 | 32 | 25 | 1.8 | \$1,191,817 | \$1,185,000 | \$1,238,547 | 20 | \$713 | \$746 | 104% |
| Aug-24 | 37 | 24 | 30 | 1.2 | \$1,233,966 | \$1,195,000 | \$1,257,484 | 20 | \$753 | \$709 | 102% |
| Jul-24 | 40 | 24 | 35 | 1.1 | \$1,206,896 | \$1,102,000 | \$1,216,053 | 23 | \$727 | \$703 | 101% |
| Jun-24 | 43 | 27 | 27 | 1.5 | \$1,235,109 | \$1,250,000 | \$1,325,222 | 15 | \$749 | \$752 | 107% |
| May-24 | 44 | 21 | 44 | 1.7 | \$1,200,235 | \$1,237,500 | \$1,284,633 | 16 | \$752 | \$736 | 107% |
| Apr-24 | 37 | 30 | 17 | 2.2 | \$1,216,046 | \$1,375,000 | \$1,323,705 | 11 | \$740 | \$731 | 109% |
| Mar-24 | 24 | 16 | 19 | 1.6 | \$1,233,075 | \$1,250,000 | \$1,274,628 | 16 | \$693 | \$734 | 104% |
| Feb-24 | 20 | 15 | 15 | 1.3 | \$1,260,524 | \$1,240,000 | \$1,307,512 | 11 | \$688 | \$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% |

Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Nov-24 | 26 | 8.33% | \$1,359,762 | 16.7% | \$1,265,500 | 15% | \$1,319,076 | 15% | 20 | 53.8% | 103% |
| Nov-23 | 24 | 4.35% | \$1,165,193 | 8.85% | \$1,100,000 | 0% | \$1,147,282 | -0.311% | 13 | -53.6% | 102% |
| Nov-22 | 23 | -51.1% | \$1,070,497 | -5.94% | \$1,100,000 | -15.8% | \$1,150,864 | -11% | 28 | 115% | 99% |

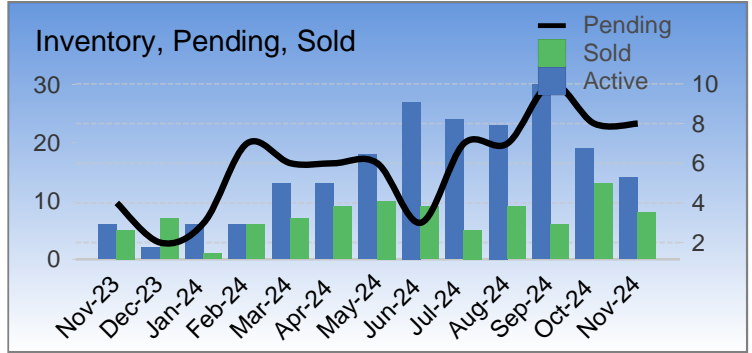
Sales Activity and Price Trends

| 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 | 0 | 5 |
| \$600-699K | 0 | 4 | 6 | 3 | 30 |
| \$700-799K | 12 | 8 | 15 | 23 | 69 |
| \$800-899K | 20 | 29 | 33 | 45 | 84 |
| \$900-999K | 31 | 48 | 42 | 40 | 77 |
| \$1-1.299M | 106 | 83 | 116 | 132 | 144 |
| \$1.3-1.699M | 92 | 91 | 142 | 142 | 39 |
| \$1.7-1.999M | 25 | 22 | 34 | 29 | 6 |
| \$2-2.999M | 6 | 7 | 21 | 16 | 1 |
| >3M | 1 | 2 | 0 | 1 | 0 |
| Total | 293 | 295 | 409 | 431 | 455 |

Presented by:

Market Activity Summary:

- Inventory: 14 units were listed for sale as of the last day of November - approximately 1.6 months of inventory.
- Sales Activity: 8 units were sold during November,
- Median Sales Price: \$1,002,500 during November
- Average price per sq.ft. in November was \$450
- Average Days-on-Market (DOM) is approximately 30 days
- Sold over Asking: On average, buyers paid 100% of list price in November



Monthly Market Activity

| Month | Active | Pending | Sold | Months Supply | Avg List Price | Med Sale Price | Avg Sale Price | Average DOM | Avg \$ SqFt Active | Avg \$ SqFt Sold | Sale Price / List Price |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Nov-24 | 14 | 8 | 8 | 1.6 | \$1,045,987 | \$1,002,500 | \$1,051,125 | 30 | \$525 | \$450 | 100% |
| Oct-24 | 19 | 8 | 13 | 2.0 | \$1,198,000 | \$1,070,000 | \$1,216,846 | 39 | \$520 | \$535 | 102% |
| Sep-24 | 30 | 10 | 6 | 4.5 | \$972,166 | \$912,500 | \$989,500 | 20 | \$516 | \$535 | 102% |
| Aug-24 | 23 | 7 | 9 | 3.0 | \$1,104,111 | \$1,050,000 | \$1,136,555 | 35 | \$508 | \$574 | 103% |
| Jul-24 | 24 | 7 | 5 | 3.0 | \$1,325,400 | \$1,300,000 | \$1,327,000 | 12 | \$492 | \$497 | 100% |
| Jun-24 | 27 | 3 | 9 | 2.9 | \$1,493,655 | \$1,525,000 | \$1,542,466 | 19 | \$493 | \$565 | 104% |
| May-24 | 18 | 6 | 10 | 2.1 | \$1,268,200 | \$1,307,500 | \$1,302,700 | 19 | \$521 | \$527 | 103% |
| Apr-24 | 13 | 6 | 9 | 1.8 | \$1,074,755 | \$1,099,000 | \$1,097,888 | 16 | \$525 | \$537 | 102% |
| Mar-24 | 13 | 6 | 7 | 2.8 | \$1,206,714 | \$1,300,000 | \$1,262,714 | 11 | \$539 | \$518 | 105% |
| Feb-24 | 6 | 7 | 6 | 1.3 | \$1,311,500 | \$1,180,000 | \$1,309,333 | 7 | \$516 | \$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% |

Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Nov-24 | 8 | 60% | \$1,488,100 | 19.3% | \$1,002,500 | 7.33% | \$1,051,125 | -1.93% | 30 | 131% | 100% |
| Nov-23 | 5 | -37.5% | \$1,247,285 | 2.88% | \$934,000 | -7.98% | \$1,071,800 | 6.03% | 13 | -61.8% | 103% |
| Nov-22 | 8 | -42.9% | \$1,212,362 | 21.2% | \$1,015,000 | -13.1% | \$1,010,875 | -21.3% | 34 | 162% | 99% |

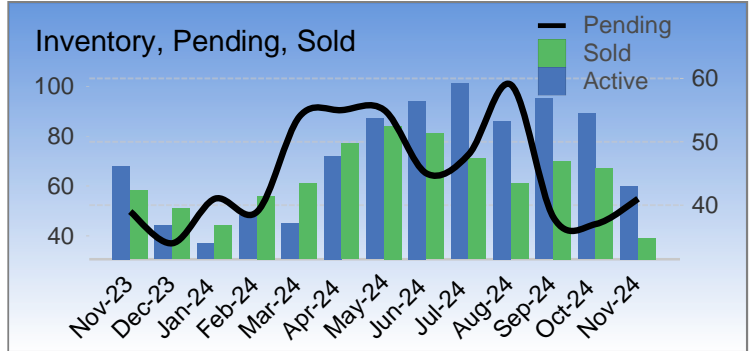
Sales Activity and Price Trends

| 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 | 1 | 0 | 0 | 3 | 7 |
| \$700-799K | 2 | 5 | 6 | 8 | 27 |
| \$800-899K | 7 | 9 | 14 | 16 | 29 |
| \$900-999K | 16 | 18 | 19 | 28 | 41 |
| \$1-1.299M | 27 | 45 | 47 | 65 | 22 |
| \$1.3-1.699M | 22 | 37 | 50 | 37 | 9 |
| \$1.7-1.999M | 5 | 2 | 6 | 0 | 0 |
| \$2-2.999M | 3 | 0 | 1 | 1 | 0 |
| >3M | 0 | 0 | 0 | 0 | 0 |
| Total | 83 | 116 | 143 | 158 | 136 |

Presented by:

Market Activity Summary:

- Inventory: 60 units were listed for sale as of the last day of November - approximately 1.1 months of inventory.
- Sales Activity: 39 units were sold during November,
- Median Sales Price: \$815,000 during November
- Average price per sq.ft. in November was \$529
- Average Days-on-Market (DOM) is approximately 21 days
- Sold over Asking: On average, buyers paid 101% of list price in November



Monthly Market Activity

| Month | Active | Pending | Sold | Months Supply | Avg List Price | Med Sale Price | Avg Sale Price | Average DOM | Avg \$ SqFt Active | Avg \$ SqFt Sold | Sale Price / List Price |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Nov-24 | 60 | 41 | 39 | 1.1 | \$865,911 | \$815,000 | \$873,836 | 21 | \$538 | \$529 | 101% |
| Oct-24 | 89 | 37 | 67 | 1.4 | \$871,430 | \$855,000 | \$878,498 | 23 | \$548 | \$530 | 101% |
| Sep-24 | 95 | 38 | 70 | 1.5 | \$870,920 | \$850,500 | \$883,500 | 26 | \$539 | \$546 | 102% |
| Aug-24 | 86 | 59 | 61 | 1.2 | \$885,867 | \$820,000 | \$895,375 | 22 | \$545 | \$519 | 101% |
| Jul-24 | 101 | 48 | 71 | 1.3 | \$867,978 | \$820,000 | \$887,538 | 19 | \$538 | \$544 | 103% |
| Jun-24 | 94 | 45 | 81 | 1.2 | \$840,163 | \$830,000 | \$862,961 | 18 | \$529 | \$554 | 103% |
| May-24 | 87 | 55 | 84 | 1.2 | \$872,296 | \$847,500 | \$897,613 | 12 | \$557 | \$559 | 103% |
| Apr-24 | 72 | 55 | 77 | 1.1 | \$852,766 | \$815,000 | \$896,394 | 14 | \$568 | \$560 | 105% |
| Mar-24 | 45 | 54 | 61 | 0.9 | \$861,553 | \$835,000 | \$898,543 | 17 | \$553 | \$531 | 104% |
| Feb-24 | 48 | 39 | 56 | 1.0 | \$872,877 | \$849,000 | \$897,817 | 25 | \$553 | \$540 | 103% |
| Jan-24 | 37 | 41 | 44 | 0.7 | \$789,920 | \$794,000 | \$806,884 | 29 | \$544 | \$544 | 103% |
| Dec-23 | 44 | 34 | 51 | 0.7 | \$853,882 | \$810,000 | \$857,615 | 29 | \$539 | \$527 | 101% |
| Nov-23 | 68 | 39 | 58 | 1.1 | \$792,668 | \$772,500 | \$814,444 | 17 | \$527 | \$530 | 103% |

Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Nov-24 | 39 | -32.8% | \$884,156 | 7.11% | \$815,000 | 5.5% | \$873,836 | 7.29% | 21 | 23.5% | 101% |
| Nov-23 | 58 | 20.8% | \$825,476 | 3.44% | \$772,500 | 1.31% | \$814,444 | 0.837% | 17 | -46.9% | 103% |
| Nov-22 | 48 | -58.3% | \$798,021 | -4.55% | \$762,500 | -5.86% | \$807,687 | -2.62% | 32 | 113% | 99% |

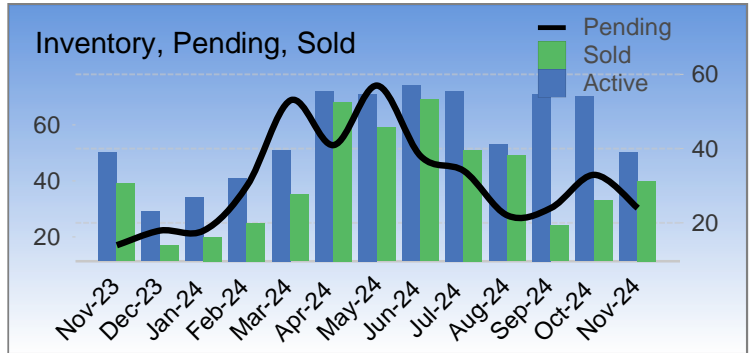
Sales Activity and Price Trends

| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 8 | 14 | 10 | 11 | 43 |
| \$500-599K | 24 | 43 | 42 | 52 | 183 |
| \$600-699K | 109 | 96 | 123 | 211 | 286 |
| \$700-799K | 167 | 169 | 178 | 258 | 240 |
| \$800-899K | 136 | 149 | 205 | 275 | 136 |
| \$900-999K | 91 | 97 | 139 | 162 | 58 |
| \$1-1.299M | 122 | 93 | 160 | 157 | 51 |
| \$1.3-1.699M | 51 | 32 | 81 | 58 | 6 |
| \$1.7-1.999M | 3 | 1 | 12 | 0 | 0 |
| \$2-2.999M | 0 | 2 | 0 | 0 | 0 |
| >3M | 0 | 0 | 1 | 1 | 0 |
| Total | 711 | 696 | 951 | 1185 | 1003 |

Presented by:

Market Activity Summary:

- Inventory: 50 units were listed for sale as of the last day of November - approximately 1.6 months of inventory.
- Sales Activity: 40 units were sold during November,
- Median Sales Price: \$2,000,000 during November
- Average price per sq.ft. in November was \$774
- Average Days-on-Market (DOM) is approximately 22 days
- Sold over Asking: On average, buyers paid 99% of list price in November



Monthly Market Activity

| Month | Active | Pending | Sold | Months Supply | Avg List Price | Med Sale Price | Avg Sale Price | Average DOM | Avg \$ SqFt Active | Avg \$ SqFt Sold | Sale Price / List Price |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Nov-24 | 50 | 24 | 40 | 1.6 | \$2,146,690 | \$2,000,000 | \$2,117,156 | 22 | \$896 | \$774 | 99% |
| Oct-24 | 70 | 33 | 33 | 2.0 | \$2,549,454 | \$2,325,000 | \$2,566,478 | 15 | \$867 | \$777 | 101% |
| Sep-24 | 71 | 24 | 24 | 1.7 | \$2,262,828 | \$2,107,500 | \$2,253,070 | 28 | \$875 | \$772 | 100% |
| Aug-24 | 53 | 22 | 49 | 1.0 | \$2,581,613 | \$2,110,000 | \$2,590,263 | 28 | \$881 | \$815 | 101% |
| Jul-24 | 72 | 34 | 51 | 1.2 | \$2,306,133 | \$2,130,000 | \$2,348,211 | 16 | \$856 | \$848 | 103% |
| Jun-24 | 74 | 38 | 69 | 1.1 | \$2,347,499 | \$2,215,000 | \$2,387,483 | 14 | \$894 | \$825 | 102% |
| May-24 | 71 | 57 | 59 | 1.3 | \$2,371,067 | \$2,205,000 | \$2,410,738 | 12 | \$890 | \$825 | 103% |
| Apr-24 | 72 | 41 | 68 | 1.7 | \$2,383,876 | \$2,200,000 | \$2,411,610 | 13 | \$877 | \$821 | 102% |
| Mar-24 | 51 | 53 | 35 | 2.0 | \$2,368,789 | \$2,250,000 | \$2,447,857 | 13 | \$930 | \$831 | 105% |
| Feb-24 | 41 | 30 | 25 | 2.0 | \$2,108,895 | \$2,100,000 | \$2,160,318 | 25 | \$845 | \$815 | 103% |
| Jan-24 | 34 | 18 | 20 | 1.3 | \$2,105,669 | \$1,913,000 | \$2,112,650 | 30 | \$882 | \$779 | 102% |
| Dec-23 | 29 | 18 | 17 | 0.9 | \$2,595,708 | \$2,200,000 | \$2,580,182 | 36 | \$952 | \$755 | 100% |
| Nov-23 | 50 | 14 | 39 | 1.3 | \$2,015,053 | \$2,000,000 | \$2,000,515 | 22 | \$820 | \$782 | 100% |

Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Nov-24 | 40 | 2.56% | \$1,951,090 | -14% | \$2,000,000 | 0% | \$2,117,156 | 5.83% | 22 | 0% | 99% |
| Nov-23 | 39 | 5.41% | \$2,267,453 | -1.03% | \$2,000,000 | -4.76% | \$2,000,515 | -5.34% | 22 | -26.7% | 100% |
| Nov-22 | 37 | -49.3% | \$2,291,140 | 19.2% | \$2,100,000 | 10.1% | \$2,113,418 | 3.8% | 30 | 173% | 95% |

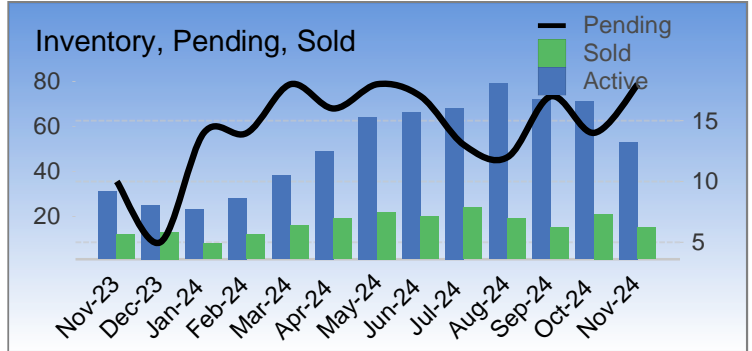
Sales Activity and Price Trends

| 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 | 1 | 0 | 0 | 0 | 6 |
| \$800-899K | 0 | 0 | 1 | 3 | 11 |
| \$900-999K | 0 | 2 | 2 | 7 | 30 |
| \$1-1.299M | 11 | 20 | 15 | 64 | 179 |
| \$1.3-1.699M | 75 | 85 | 89 | 236 | 337 |
| \$1.7-1.999M | 85 | 123 | 89 | 219 | 107 |
| \$2-2.999M | 226 | 198 | 280 | 319 | 108 |
| >3M | 75 | 45 | 100 | 80 | 25 |
| Total | 473 | 473 | 576 | 928 | 803 |

Presented by:

Market Activity Summary:

- Inventory: 53 units were listed for sale as of the last day of November - approximately 3.1 months of inventory.
- Sales Activity: 15 units were sold during November,
- Median Sales Price: \$840,000 during November
- Average price per sq.ft. in November was \$314
- Average Days-on-Market (DOM) is approximately 41 days
- Sold over Asking: On average, buyers paid 101% of list price in November



Monthly Market Activity

| Month | Active | Pending | Sold | Months Supply | Avg List Price | Med Sale Price | Avg Sale Price | Average DOM | Avg \$ SqFt Active | Avg \$ SqFt Sold | Sale Price / List Price |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Nov-24 | 53 | 18 | 15 | 3.1 | \$841,253 | \$840,000 | \$842,308 | 41 | \$374 | \$314 | 101% |
| Oct-24 | 71 | 14 | 21 | 3.9 | \$925,589 | \$800,000 | \$897,980 | 42 | \$372 | \$381 | 98% |
| Sep-24 | 72 | 17 | 15 | 3.7 | \$914,139 | \$855,000 | \$896,653 | 54 | \$386 | \$427 | 98% |
| Aug-24 | 79 | 12 | 19 | 3.8 | \$922,473 | \$860,000 | \$886,763 | 42 | \$396 | \$378 | 97% |
| Jul-24 | 68 | 13 | 24 | 3.2 | \$962,443 | \$880,000 | \$947,362 | 40 | \$403 | \$375 | 99% |
| Jun-24 | 66 | 17 | 20 | 3.3 | \$1,002,890 | \$822,500 | \$995,189 | 25 | \$411 | \$395 | 100% |
| May-24 | 64 | 18 | 22 | 3.4 | \$922,529 | \$836,500 | \$924,000 | 27 | \$395 | \$395 | 100% |
| Apr-24 | 49 | 16 | 19 | 3.1 | \$1,055,452 | \$930,000 | \$1,044,378 | 29 | \$401 | \$393 | 100% |
| Mar-24 | 38 | 18 | 16 | 3.2 | \$965,831 | \$811,250 | \$953,468 | 17 | \$400 | \$384 | 99% |
| Feb-24 | 28 | 14 | 12 | 2.6 | \$999,241 | \$815,500 | \$985,625 | 65 | \$402 | \$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% |

Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Nov-24 | 15 | 25% | \$925,594 | -3.03% | \$840,000 | 7.52% | \$842,308 | 1.61% | 41 | -16.3% | 101% |
| Nov-23 | 12 | -40% | \$954,483 | 11.2% | \$781,250 | -12.5% | \$828,958 | -16.1% | 49 | -7.55% | 99% |
| Nov-22 | 20 | -39.4% | \$858,009 | -2.78% | \$892,500 | 7.53% | \$987,665 | 12.7% | 53 | 130% | 98% |

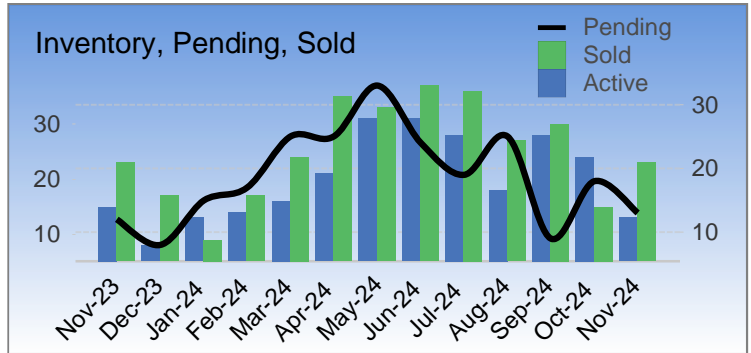
Sales Activity and Price Trends

| 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 | 5 | 25 |
| \$500-599K | 7 | 2 | 5 | 25 | 100 |
| \$600-699K | 22 | 32 | 30 | 58 | 127 |
| \$700-799K | 51 | 48 | 79 | 85 | 47 |
| \$800-899K | 37 | 39 | 57 | 72 | 37 |
| \$900-999K | 18 | 17 | 31 | 28 | 15 |
| \$1-1.299M | 28 | 29 | 35 | 52 | 21 |
| \$1.3-1.699M | 24 | 8 | 24 | 21 | 10 |
| \$1.7-1.999M | 3 | 5 | 5 | 1 | 1 |
| \$2-2.999M | 1 | 4 | 3 | 3 | 3 |
| >3M | 0 | 2 | 1 | 0 | 1 |
| Total | 191 | 186 | 271 | 350 | 387 |

Presented by:

Market Activity Summary:

- Inventory: 13 units were listed for sale as of the last day of November - approximately 0.6 months of inventory.
- Sales Activity: 23 units were sold during November,
- Median Sales Price: \$1,875,000 during November
- Average price per sq.ft. in November was \$747
- Average Days-on-Market (DOM) is approximately 20 days
- Sold over Asking: On average, buyers paid 103% of list price in November



Monthly Market Activity

| Month | Active | Pending | Sold | Months Supply | Avg List Price | Med Sale Price | Avg Sale Price | Average DOM | Avg \$ SqFt Active | Avg \$ SqFt Sold | Sale Price / List Price |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Nov-24 | 13 | 13 | 23 | 0.6 | \$1,909,266 | \$1,875,000 | \$1,953,126 | 20 | \$848 | \$747 | 103% |
| Oct-24 | 24 | 18 | 15 | 1.0 | \$1,552,655 | \$1,600,000 | \$1,616,416 | 13 | \$803 | \$804 | 105% |
| Sep-24 | 28 | 9 | 30 | 0.9 | \$1,829,158 | \$1,684,500 | \$1,854,313 | 17 | \$773 | \$773 | 102% |
| Aug-24 | 18 | 25 | 27 | 0.5 | \$1,679,452 | \$1,575,000 | \$1,724,630 | 12 | \$747 | \$810 | 103% |
| Jul-24 | 28 | 19 | 36 | 0.8 | \$1,706,530 | \$1,632,500 | \$1,758,035 | 11 | \$772 | \$820 | 103% |
| Jun-24 | 31 | 24 | 37 | 0.9 | \$1,822,373 | \$1,900,000 | \$1,890,561 | 10 | \$780 | \$808 | 104% |
| May-24 | 31 | 33 | 33 | 1.0 | \$1,646,599 | \$1,530,000 | \$1,781,881 | 7 | \$748 | \$871 | 109% |
| Apr-24 | 21 | 25 | 35 | 0.8 | \$1,641,051 | \$1,710,000 | \$1,791,464 | 8 | \$790 | \$860 | 110% |
| Mar-24 | 16 | 25 | 24 | 1.0 | \$1,812,657 | \$1,865,000 | \$1,905,925 | 9 | \$774 | \$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 | 17 | 0.4 | \$1,720,075 | \$1,650,000 | \$1,738,035 | 16 | \$736 | \$754 | 101% |
| Nov-23 | 15 | 12 | 23 | 0.7 | \$1,791,321 | \$1,730,000 | \$1,808,918 | 19 | \$743 | \$698 | 101% |

Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Nov-24 | 23 | 0% | \$1,755,865 | 2.59% | \$1,875,000 | 8.38% | \$1,953,126 | 7.97% | 20 | 5.26% | 103% |
| Nov-23 | 23 | -23.3% | \$1,711,551 | -5.72% | \$1,730,000 | 45.1% | \$1,808,918 | 33.6% | 19 | -48.6% | 101% |
| Nov-22 | 30 | 11.1% | \$1,815,342 | 23.8% | \$1,192,500 | -14.8% | \$1,354,330 | -12.9% | 37 | 363% | 97% |

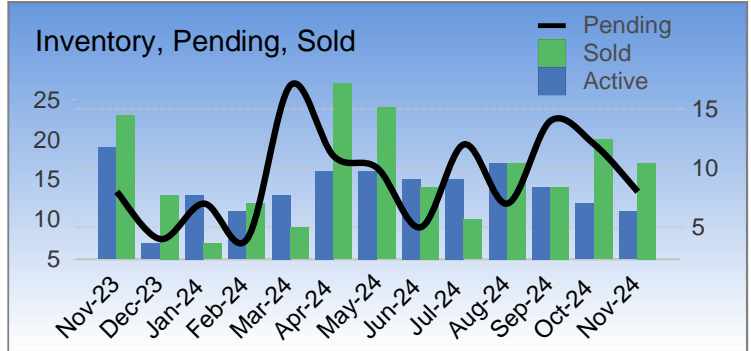
Sales Activity and Price Trends

| 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 | 0 | 1 | 0 | 11 |
| \$800-899K | 0 | 0 | 5 | 7 | 53 |
| \$900-999K | 3 | 4 | 14 | 18 | 69 |
| \$1-1.299M | 36 | 48 | 58 | 123 | 181 |
| \$1.3-1.699M | 115 | 96 | 139 | 178 | 94 |
| \$1.7-1.999M | 45 | 44 | 73 | 84 | 15 |
| \$2-2.999M | 81 | 72 | 87 | 74 | 8 |
| >3M | 6 | 5 | 11 | 2 | 0 |
| Total | 286 | 269 | 388 | 486 | 432 |

Presented by:

Market Activity Summary:

- Inventory: 11 units were listed for sale as of the last day of November - approximately 0.6 months of inventory.
- Sales Activity: 17 units were sold during November,
- Median Sales Price: \$1,400,000 during November
- Average price per sq.ft. in November was \$751
- Average Days-on-Market (DOM) is approximately 18 days
- Sold over Asking: On average, buyers paid 126% of list price in November



Monthly Market Activity

| Month | Active | Pending | Sold | Months Supply | Avg List Price | Med Sale Price | Avg Sale Price | Average DOM | Avg \$ SqFt Active | Avg \$ SqFt Sold | Sale Price / List Price |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Nov-24 | 11 | 8 | 17 | 0.6 | \$1,159,705 | \$1,400,000 | \$1,450,823 | 18 | \$812 | \$751 | 126% |
| Oct-24 | 12 | 12 | 20 | 0.7 | \$1,038,925 | \$1,182,906 | \$1,178,302 | 18 | \$715 | \$729 | 115% |
| Sep-24 | 14 | 14 | 14 | 1.0 | \$1,069,571 | \$1,275,000 | \$1,303,769 | 18 | \$837 | \$813 | 121% |
| Aug-24 | 17 | 7 | 17 | 1.3 | \$1,040,405 | \$998,000 | \$1,169,265 | 22 | \$802 | \$806 | 112% |
| Jul-24 | 15 | 12 | 10 | 0.9 | \$912,900 | \$1,042,996 | \$1,066,249 | 26 | \$809 | \$770 | 117% |
| Jun-24 | 15 | 5 | 14 | 0.7 | \$996,814 | \$1,170,000 | \$1,170,001 | 16 | \$707 | \$813 | 119% |
| May-24 | 16 | 10 | 24 | 0.9 | \$943,872 | \$1,110,000 | \$1,141,104 | 14 | \$698 | \$834 | 122% |
| Apr-24 | 16 | 11 | 27 | 1.0 | \$1,089,514 | \$1,340,000 | \$1,368,884 | 11 | \$602 | \$873 | 127% |
| Mar-24 | 13 | 17 | 9 | 1.4 | \$1,100,888 | \$1,280,000 | \$1,338,777 | 26 | \$706 | \$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% |

Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Nov-24 | 17 | -26.1% | \$1,300,846 | 40.3% | \$1,400,000 | 26.7% | \$1,450,823 | 20.1% | 18 | 5.88% | 126% |
| Nov-23 | 23 | 21.1% | \$927,180 | -9.37% | \$1,105,000 | -10.6% | \$1,207,977 | -0.47% | 17 | -5.56% | 115% |
| Nov-22 | 19 | -38.7% | \$1,023,000 | -7.68% | \$1,236,000 | 5.64% | \$1,213,684 | -5.18% | 18 | 20% | 109% |

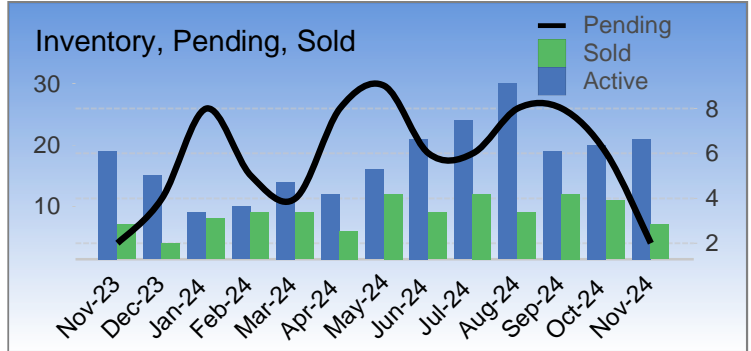
Sales Activity and Price Trends

| 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 | 2 |
| \$500-599K | 1 | 1 | 0 | 1 | 2 |
| \$600-699K | 2 | 2 | 2 | 1 | 4 |
| \$700-799K | 6 | 11 | 3 | 6 | 15 |
| \$800-899K | 17 | 19 | 13 | 13 | 27 |
| \$900-999K | 27 | 21 | 15 | 11 | 37 |
| \$1-1.299M | 50 | 46 | 58 | 59 | 48 |
| \$1.3-1.699M | 46 | 46 | 59 | 59 | 28 |
| \$1.7-1.999M | 13 | 6 | 29 | 15 | 5 |
| \$2-2.999M | 8 | 2 | 10 | 4 | 1 |
| >3M | 1 | 1 | 2 | 0 | 1 |
| Total | 171 | 155 | 192 | 169 | 170 |

Presented by:

Market Activity Summary:

- Inventory: 21 units were listed for sale as of the last day of November - approximately 2.3 months of inventory.
- Sales Activity: 7 units were sold during November,
- Median Sales Price: \$830,000 during November
- Average price per sq.ft. in November was \$416
- Average Days-on-Market (DOM) is approximately 67 days
- Sold over Asking: On average, buyers paid 101% of list price in November



Monthly Market Activity

| Month | Active | Pending | Sold | Months Supply | Avg List Price | Med Sale Price | Avg Sale Price | Average DOM | Avg \$ SqFt Active | Avg \$ SqFt Sold | Sale Price / List Price |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Nov-24 | 21 | 2 | 7 | 2.3 | \$866,714 | \$830,000 | \$872,000 | 67 | \$523 | \$416 | 101% |
| Oct-24 | 20 | 6 | 11 | 2.0 | \$810,081 | \$861,000 | \$826,999 | 55 | \$524 | \$475 | 103% |
| Sep-24 | 19 | 8 | 12 | 1.9 | \$782,900 | \$717,500 | \$817,000 | 31 | \$512 | \$528 | 105% |
| Aug-24 | 30 | 8 | 9 | 3.1 | \$789,444 | \$750,000 | \$835,888 | 35 | \$503 | \$461 | 106% |
| Jul-24 | 24 | 6 | 12 | 2.4 | \$767,574 | \$762,500 | \$768,824 | 36 | \$479 | \$469 | 100% |
| Jun-24 | 21 | 6 | 9 | 2.3 | \$770,994 | \$736,000 | \$816,411 | 22 | \$471 | \$526 | 105% |
| May-24 | 16 | 9 | 12 | 1.8 | \$701,249 | \$675,000 | \$721,666 | 15 | \$540 | \$559 | 103% |
| Apr-24 | 12 | 8 | 6 | 1.8 | \$664,333 | \$728,000 | \$736,000 | 37 | \$628 | \$515 | 109% |
| Mar-24 | 14 | 4 | 9 | 1.6 | \$714,888 | \$725,000 | \$732,888 | 21 | \$609 | \$532 | 102% |
| Feb-24 | 10 | 5 | 9 | 1.6 | \$721,988 | \$755,000 | \$732,890 | 29 | \$560 | \$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% |

Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Nov-24 | 7 | 0% | \$874,500 | 27.8% | \$830,000 | 15.9% | \$872,000 | 8.13% | 67 | 139% | 101% |
| Nov-23 | 7 | 16.7% | \$684,399 | -14.4% | \$716,000 | -17.4% | \$806,428 | -4.55% | 28 | -6.67% | 108% |
| Nov-22 | 6 | -53.8% | \$799,139 | 8.43% | \$867,000 | 15.6% | \$844,833 | 7.78% | 30 | 131% | 100% |

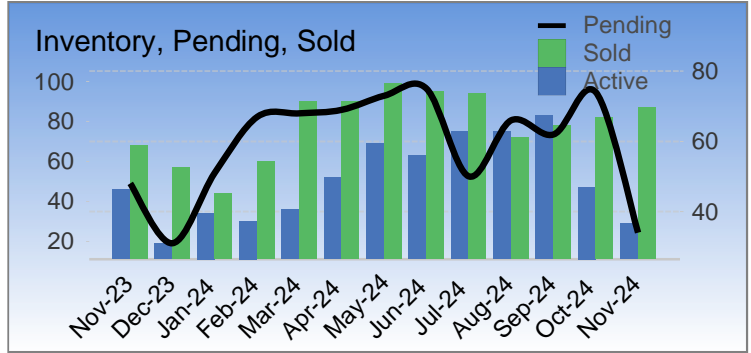
Sales Activity and Price Trends

| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 8 | 3 | 5 | 4 | 25 |
| \$500-599K | 6 | 10 | 1 | 7 | 22 |
| \$600-699K | 25 | 15 | 23 | 31 | 37 |
| \$700-799K | 29 | 18 | 19 | 30 | 27 |
| \$800-899K | 10 | 13 | 29 | 26 | 4 |
| \$900-999K | 6 | 12 | 17 | 12 | 3 |
| \$1-1.299M | 19 | 8 | 5 | 13 | 0 |
| \$1.3-1.699M | 1 | 0 | 1 | 0 | 0 |
| \$1.7-1.999M | 0 | 0 | 2 | 0 | 0 |
| \$2-2.999M | 0 | 0 | 0 | 0 | 0 |
| >3M | 0 | 0 | 0 | 0 | 0 |
| Total | 104 | 79 | 102 | 123 | 118 |

Presented by:

Market Activity Summary:

- Inventory: 29 units were listed for sale as of the last day of November - approximately 0.4 months of inventory.
- Sales Activity: 87 units were sold during November,
- Median Sales Price: \$1,725,000 during November
- Average price per sq.ft. in November was \$1,112
- Average Days-on-Market (DOM) is approximately 16 days
- Sold over Asking: On average, buyers paid 105% of list price in November



Monthly Market Activity

| Month | Active | Pending | Sold | Months Supply | Avg List Price | Med Sale Price | Avg Sale Price | Average DOM | Avg \$ SqFt Active | Avg \$ SqFt Sold | Sale Price / List Price |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Nov-24 | 29 | 34 | 87 | 0.4 | \$1,829,330 | \$1,725,000 | \$1,916,235 | 16 | \$1,010 | \$1,112 | 105% |
| Oct-24 | 47 | 74 | 82 | 0.6 | \$1,746,991 | \$1,716,000 | \$1,823,880 | 17 | \$1,022 | \$1,087 | 104% |
| Sep-24 | 83 | 62 | 78 | 1.0 | \$1,759,333 | \$1,665,501 | \$1,833,853 | 16 | \$1,043 | \$1,085 | 104% |
| Aug-24 | 75 | 66 | 72 | 0.9 | \$1,999,263 | \$1,900,000 | \$2,111,382 | 13 | \$1,055 | \$1,101 | 106% |
| Jul-24 | 75 | 50 | 94 | 0.8 | \$1,806,740 | \$1,800,000 | \$1,918,319 | 13 | \$1,050 | \$1,115 | 107% |
| Jun-24 | 63 | 75 | 95 | 0.7 | \$1,837,466 | \$1,800,000 | \$2,013,224 | 12 | \$1,028 | \$1,113 | 110% |
| May-24 | 69 | 73 | 99 | 0.8 | \$1,746,108 | \$1,805,000 | \$1,937,447 | 11 | \$1,021 | \$1,113 | 112% |
| Apr-24 | 52 | 69 | 90 | 0.7 | \$1,854,219 | \$1,810,000 | \$2,055,765 | 8 | \$995 | \$1,114 | 112% |
| Mar-24 | 36 | 68 | 90 | 0.6 | \$1,748,053 | \$1,772,625 | \$1,946,876 | 9 | \$931 | \$1,098 | 112% |
| Feb-24 | 30 | 67 | 60 | 0.6 | \$1,698,258 | \$1,712,500 | \$1,834,425 | 10 | \$926 | \$1,066 | 109% |
| Jan-24 | 34 | 51 | 44 | 0.6 | \$1,714,332 | \$1,560,000 | \$1,804,452 | 22 | \$1,020 | \$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% |

Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Nov-24 | 87 | 27.9% | \$2,017,248 | 25.9% | \$1,725,000 | 13.5% | \$1,916,235 | 12.9% | 16 | 6.67% | 105% |
| Nov-23 | 68 | 3.03% | \$1,601,727 | 3.68% | \$1,520,000 | 5.74% | \$1,697,108 | 10.2% | 15 | -42.3% | 104% |
| Nov-22 | 66 | -45% | \$1,544,882 | 0.857% | \$1,437,500 | -3.6% | \$1,539,913 | -7.96% | 26 | 160% | 98% |

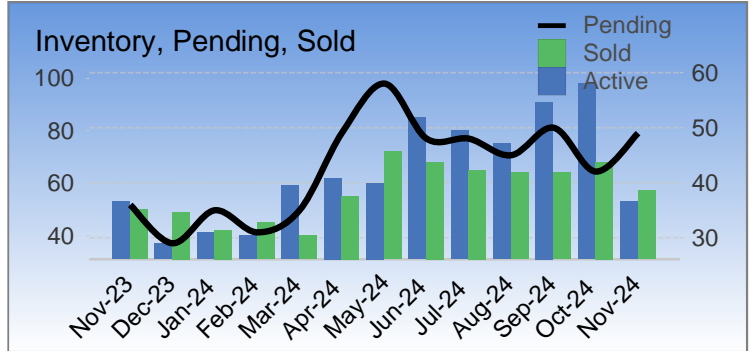
Sales Activity and Price Trends

| 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 | 3 | 2 |
| \$700-799K | 0 | 2 | 1 | 2 | 24 |
| \$800-899K | 3 | 9 | 6 | 9 | 56 |
| \$900-999K | 4 | 21 | 19 | 38 | 106 |
| \$1-1.299M | 67 | 109 | 137 | 326 | 394 |
| \$1.3-1.699M | 305 | 296 | 401 | 560 | 260 |
| \$1.7-1.999M | 213 | 121 | 216 | 165 | 67 |
| \$2-2.999M | 225 | 127 | 199 | 176 | 81 |
| >3M | 73 | 36 | 57 | 48 | 6 |
| Total | 891 | 722 | 1036 | 1327 | 996 |

Presented by:

Market Activity Summary:

- Inventory: 53 units were listed for sale as of the last day of November - approximately 0.9 months of inventory.
- Sales Activity: 57 units were sold during November,
- Median Sales Price: \$1,001,000 during November
- Average price per sq.ft. in November was \$661
- Average Days-on-Market (DOM) is approximately 17 days
- Sold over Asking: On average, buyers paid 104% of list price in November



Monthly Market Activity

| Month | Active | Pending | Sold | Months Supply | Avg List Price | Med Sale Price | Avg Sale Price | Average DOM | Avg \$ SqFt Active | Avg \$ SqFt Sold | Sale Price / List Price |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Nov-24 | 53 | 49 | 57 | 0.9 | \$1,016,353 | \$1,001,000 | \$1,053,833 | 17 | \$694 | \$661 | 104% |
| Oct-24 | 98 | 42 | 68 | 1.6 | \$1,016,799 | \$952,503 | \$1,053,505 | 21 | \$677 | \$634 | 105% |
| Sep-24 | 91 | 50 | 64 | 1.5 | \$1,056,556 | \$950,000 | \$1,079,863 | 21 | \$668 | \$638 | 103% |
| Aug-24 | 75 | 45 | 64 | 1.2 | \$982,578 | \$875,000 | \$1,030,311 | 22 | \$665 | \$651 | 105% |
| Jul-24 | 80 | 48 | 65 | 1.2 | \$1,011,418 | \$950,000 | \$1,063,600 | 17 | \$645 | \$663 | 106% |
| Jun-24 | 85 | 48 | 68 | 1.4 | \$1,033,802 | \$1,047,500 | \$1,096,737 | 12 | \$638 | \$720 | 106% |
| May-24 | 60 | 58 | 72 | 1.2 | \$1,046,710 | \$995,000 | \$1,107,526 | 14 | \$663 | \$689 | 106% |
| Apr-24 | 62 | 49 | 55 | 1.4 | \$1,057,032 | \$970,099 | \$1,103,153 | 25 | \$660 | \$652 | 106% |
| Mar-24 | 59 | 35 | 40 | 1.4 | \$946,148 | \$919,444 | \$1,018,184 | 19 | \$638 | \$688 | 108% |
| Feb-24 | 40 | 31 | 45 | 0.9 | \$1,061,322 | \$1,025,000 | \$1,104,344 | 21 | \$666 | \$665 | 105% |
| Jan-24 | 41 | 35 | 42 | 0.9 | \$1,007,243 | \$895,500 | \$1,030,846 | 36 | \$616 | \$644 | 103% |
| Dec-23 | 37 | 29 | 49 | 0.7 | \$1,070,692 | \$960,000 | \$1,081,883 | 18 | \$644 | \$630 | 101% |
| Nov-23 | 53 | 36 | 50 | 0.9 | \$1,016,454 | \$897,500 | \$1,035,537 | 18 | \$659 | \$623 | 103% |

Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Nov-24 | 57 | 14% | \$1,059,403 | -0.541% | \$1,001,000 | 11.5% | \$1,053,833 | 1.77% | 17 | -5.56% | 104% |
| Nov-23 | 50 | -25.4% | \$1,065,164 | -4.99% | \$897,500 | 5.71% | \$1,035,537 | 14.5% | 18 | -48.6% | 103% |
| Nov-22 | 67 | -23.9% | \$1,121,105 | 22.5% | \$849,000 | -5.93% | \$904,480 | -8.27% | 35 | 106% | 99% |

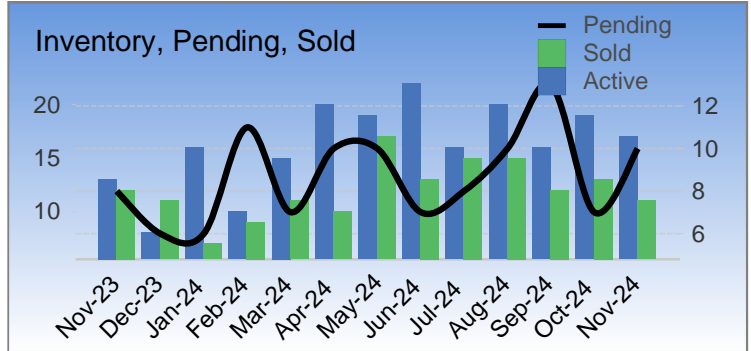
Sales Activity and Price Trends

| 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 | 3 | 3 | 18 |
| \$500-599K | 6 | 15 | 6 | 7 | 48 |
| \$600-699K | 25 | 33 | 41 | 56 | 201 |
| \$700-799K | 83 | 105 | 106 | 148 | 202 |
| \$800-899K | 137 | 168 | 152 | 189 | 122 |
| \$900-999K | 98 | 104 | 116 | 137 | 56 |
| \$1-1.299M | 164 | 134 | 206 | 163 | 72 |
| \$1.3-1.699M | 78 | 58 | 113 | 84 | 26 |
| \$1.7-1.999M | 29 | 17 | 27 | 24 | 8 |
| \$2-2.999M | 17 | 18 | 20 | 12 | 1 |
| >3M | 1 | 0 | 0 | 0 | 0 |
| Total | 640 | 653 | 790 | 823 | 754 |

Presented by:

Market Activity Summary:

- Inventory: 17 units were listed for sale as of the last day of November - approximately 1.5 months of inventory.
- Sales Activity: 11 units were sold during November,
- Median Sales Price: \$860,000 during November
- Average price per sq.ft. in November was \$444
- Average Days-on-Market (DOM) is approximately 30 days
- Sold over Asking: On average, buyers paid 101% of list price in November



Monthly Market Activity

| Month | Active | Pending | Sold | Months Supply | Avg List Price | Med Sale Price | Avg Sale Price | Average DOM | Avg \$ SqFt Active | Avg \$ SqFt Sold | Sale Price / List Price |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Nov-24 | 17 | 10 | 11 | 1.5 | \$933,363 | \$860,000 | \$943,262 | 30 | \$463 | \$444 | 101% |
| Oct-24 | 19 | 7 | 13 | 1.6 | \$762,076 | \$795,000 | \$787,538 | 26 | \$451 | \$473 | 104% |
| Sep-24 | 16 | 13 | 12 | 1.2 | \$849,266 | \$875,000 | \$867,806 | 23 | \$437 | \$447 | 103% |
| Aug-24 | 20 | 10 | 15 | 1.5 | \$829,266 | \$805,000 | \$838,266 | 34 | \$423 | \$456 | 100% |
| Jul-24 | 16 | 8 | 15 | 1.3 | \$850,056 | \$920,000 | \$870,066 | 24 | \$420 | \$434 | 102% |
| Jun-24 | 22 | 7 | 13 | 1.7 | \$779,761 | \$790,000 | \$811,557 | 16 | \$448 | \$475 | 104% |
| May-24 | 19 | 10 | 17 | 1.6 | \$756,140 | \$785,000 | \$801,794 | 22 | \$454 | \$488 | 106% |
| Apr-24 | 20 | 10 | 10 | 2.0 | \$946,999 | \$908,959 | \$970,201 | 21 | \$480 | \$409 | 103% |
| Mar-24 | 15 | 7 | 11 | 1.8 | \$798,531 | \$825,000 | \$842,489 | 9 | \$502 | \$478 | 106% |
| Feb-24 | 10 | 11 | 9 | 1.1 | \$842,494 | \$885,000 | \$856,111 | 17 | \$468 | \$440 | 102% |
| Jan-24 | 16 | 6 | 7 | 1.6 | \$831,669 | \$775,000 | \$823,914 | 46 | \$457 | \$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% |

Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Nov-24 | 11 | -8.33% | \$811,989 | 6.06% | \$860,000 | -1.04% | \$943,262 | 11.7% | 30 | -18.9% | 101% |
| Nov-23 | 12 | -29.4% | \$765,580 | -8.39% | \$869,033 | 16.6% | \$844,838 | 12.3% | 37 | 68.2% | 100% |
| Nov-22 | 17 | -39.3% | \$835,723 | 4.25% | \$745,000 | -13.4% | \$752,411 | -10.4% | 22 | 10% | 102% |

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 | 11 | 5 | 11 | 22 |
| \$500-599K | 4 | 13 | 10 | 18 | 29 |
| \$600-699K | 16 | 11 | 18 | 23 | 58 |
| \$700-799K | 29 | 29 | 31 | 50 | 58 |
| \$800-899K | 34 | 22 | 38 | 50 | 31 |
| \$900-999K | 32 | 33 | 42 | 44 | 2 |
| \$1-1.299M | 10 | 20 | 41 | 39 | 6 |
| \$1.3-1.699M | 6 | 1 | 7 | 4 | 1 |
| \$1.7-1.999M | 0 | 0 | 0 | 0 | 0 |
| \$2-2.999M | 0 | 0 | 0 | 0 | 0 |
| >3M | 0 | 0 | 0 | 0 | 0 |
| Total | 133 | 140 | 192 | 239 | 207 |

Presented by:



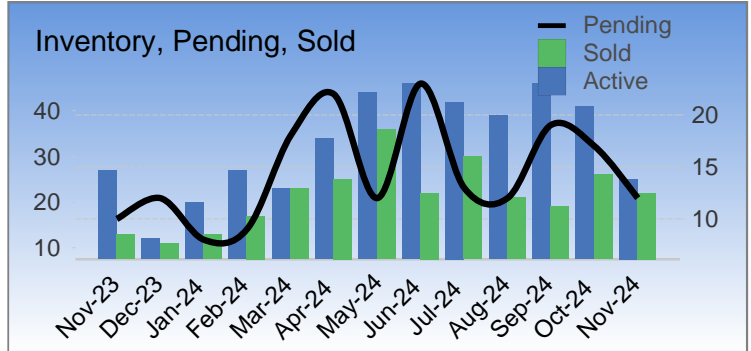
Includes Hercules and Rodeo

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Deemed reliable but not guaranteed

Market Activity Summary:

- Inventory: 25 units were listed for sale as of the last day of November - approximately 1.1 months of inventory.
- Sales Activity: 22 units were sold during November,
- Median Sales Price: \$1,972,500 during November
- Average price per sq.ft. in November was \$890
- Average Days-on-Market (DOM) is approximately 23 days
- Sold over Asking: On average, buyers paid 101% of list price in November



Monthly Market Activity

| Month | Active | Pending | Sold | Months Supply | Avg List Price | Med Sale Price | Avg Sale Price | Average DOM | Avg \$ SqFt Active | Avg \$ SqFt Sold | Sale Price / List Price |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Nov-24 | 25 | 12 | 22 | 1.1 | \$2,188,477 | \$1,972,500 | \$2,205,812 | 23 | \$866 | \$890 | 101% |
| Oct-24 | 41 | 17 | 26 | 1.9 | \$2,400,538 | \$2,020,000 | \$2,415,961 | 17 | \$889 | \$858 | 101% |
| Sep-24 | 46 | 19 | 19 | 2.0 | \$2,416,315 | \$1,950,000 | \$2,506,052 | 43 | \$848 | \$824 | 103% |
| Aug-24 | 39 | 12 | 21 | 1.6 | \$2,177,190 | \$1,701,000 | \$2,268,761 | 22 | \$832 | \$883 | 104% |
| Jul-24 | 42 | 13 | 30 | 1.4 | \$2,233,096 | \$1,730,000 | \$2,233,801 | 24 | \$840 | \$815 | 102% |
| Jun-24 | 46 | 23 | 22 | 1.7 | \$2,247,738 | \$2,012,500 | \$2,302,715 | 25 | \$824 | \$860 | 103% |
| May-24 | 44 | 12 | 36 | 1.6 | \$2,461,165 | \$2,255,000 | \$2,596,763 | 12 | \$850 | \$946 | 107% |
| Apr-24 | 34 | 22 | 25 | 1.6 | \$2,250,840 | \$2,200,000 | \$2,353,960 | 10 | \$821 | \$911 | 105% |
| Mar-24 | 23 | 18 | 23 | 1.3 | \$2,242,478 | \$2,050,000 | \$2,335,434 | 16 | \$888 | \$886 | 107% |
| Feb-24 | 27 | 9 | 17 | 2.0 | \$2,624,464 | \$2,480,000 | \$2,667,718 | 12 | \$872 | \$846 | 103% |
| Jan-24 | 20 | 8 | 13 | 1.6 | \$1,767,846 | \$1,350,000 | \$1,766,587 | 35 | \$832 | \$762 | 101% |
| Dec-23 | 12 | 12 | 11 | 0.7 | \$2,061,909 | \$1,650,000 | \$2,044,220 | 31 | \$845 | \$729 | 102% |
| Nov-23 | 27 | 10 | 13 | 1.4 | \$2,063,076 | \$1,820,000 | \$2,037,538 | 28 | \$859 | \$787 | 100% |

Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Nov-24 | 22 | 69.2% | \$2,064,363 | -21.8% | \$1,972,500 | 8.38% | \$2,205,812 | 8.26% | 23 | -17.9% | 101% |
| Nov-23 | 13 | -45.8% | \$2,641,222 | 40.1% | \$1,820,000 | 7.06% | \$2,037,538 | -3.93% | 28 | 55.6% | 100% |
| Nov-22 | 24 | -20% | \$1,884,714 | -11.6% | \$1,700,000 | -7.98% | \$2,120,914 | -5.91% | 18 | 20% | 100% |

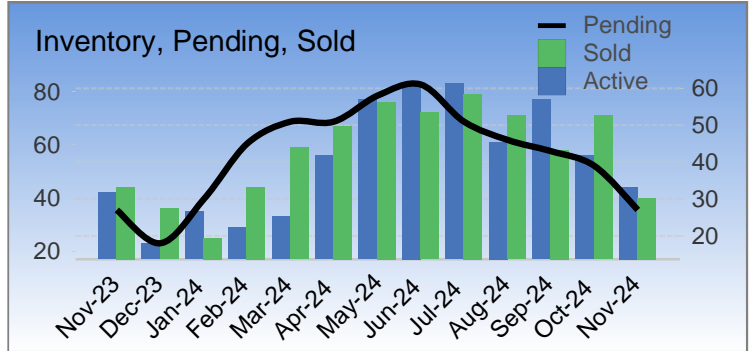
Sales Activity and Price Trends

| 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 | 1 | 0 | 0 |
| \$700-799K | 2 | 0 | 0 | 0 | 2 |
| \$800-899K | 1 | 2 | 1 | 1 | 4 |
| \$900-999K | 3 | 2 | 4 | 5 | 7 |
| \$1-1.299M | 24 | 21 | 18 | 36 | 52 |
| \$1.3-1.699M | 58 | 51 | 58 | 95 | 83 |
| \$1.7-1.999M | 41 | 41 | 60 | 80 | 62 |
| \$2-2.999M | 67 | 64 | 93 | 120 | 74 |
| >3M | 58 | 33 | 77 | 53 | 28 |
| Total | 254 | 214 | 312 | 390 | 312 |

Presented by:

Market Activity Summary:

- Inventory: 44 units were listed for sale as of the last day of November - approximately 0.8 months of inventory.
- Sales Activity: 40 units were sold during November,
- Median Sales Price: \$1,175,000 during November
- Average price per sq.ft. in November was \$755
- Average Days-on-Market (DOM) is approximately 22 days
- Sold over Asking: On average, buyers paid 101% of list price in November



Monthly Market Activity

| Month | Active | Pending | Sold | Months Supply | Avg List Price | Med Sale Price | Avg Sale Price | Average DOM | Avg \$ SqFt Active | Avg \$ SqFt Sold | Sale Price / List Price |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Nov-24 | 44 | 27 | 40 | 0.8 | \$1,248,815 | \$1,175,000 | \$1,259,618 | 22 | \$726 | \$755 | 101% |
| Oct-24 | 56 | 39 | 71 | 0.8 | \$1,319,204 | \$1,249,000 | \$1,355,308 | 19 | \$732 | \$718 | 103% |
| Sep-24 | 77 | 43 | 58 | 1.1 | \$1,263,350 | \$1,202,500 | \$1,279,173 | 19 | \$729 | \$734 | 102% |
| Aug-24 | 61 | 46 | 71 | 0.8 | \$1,434,140 | \$1,264,000 | \$1,452,261 | 24 | \$747 | \$805 | 102% |
| Jul-24 | 83 | 51 | 79 | 1.1 | \$1,436,076 | \$1,300,000 | \$1,468,683 | 18 | \$761 | \$741 | 102% |
| Jun-24 | 82 | 61 | 72 | 1.1 | \$1,380,671 | \$1,237,500 | \$1,410,243 | 12 | \$807 | \$727 | 103% |
| May-24 | 77 | 58 | 76 | 1.2 | \$1,366,853 | \$1,297,500 | \$1,421,171 | 11 | \$788 | \$771 | 104% |
| Apr-24 | 56 | 51 | 67 | 1.0 | \$1,388,652 | \$1,300,000 | \$1,462,033 | 13 | \$792 | \$794 | 106% |
| Mar-24 | 33 | 51 | 59 | 0.8 | \$1,372,147 | \$1,256,000 | \$1,443,232 | 18 | \$801 | \$757 | 107% |
| Feb-24 | 29 | 45 | 44 | 0.8 | \$1,394,434 | \$1,305,500 | \$1,452,113 | 22 | \$849 | \$754 | 105% |
| Jan-24 | 35 | 30 | 25 | 1.0 | \$1,226,864 | \$1,250,000 | \$1,236,079 | 23 | \$794 | \$695 | 101% |
| Dec-23 | 23 | 18 | 36 | 0.5 | \$1,165,503 | \$1,148,750 | \$1,190,937 | 15 | \$838 | \$697 | 103% |
| Nov-23 | 42 | 27 | 44 | 0.8 | \$1,263,508 | \$1,125,000 | \$1,269,235 | 21 | \$758 | \$670 | 101% |

Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Nov-24 | 40 | -9.09% | \$1,354,599 | -10.4% | \$1,175,000 | 4.44% | \$1,259,618 | -0.758% | 22 | 4.76% | 101% |
| Nov-23 | 44 | -20% | \$1,511,335 | 26.3% | \$1,125,000 | 0% | \$1,269,235 | 2.54% | 21 | -19.2% | 101% |
| Nov-22 | 55 | -49.1% | \$1,196,956 | 0.218% | \$1,125,000 | -3.64% | \$1,237,795 | -1.66% | 26 | 136% | 99% |

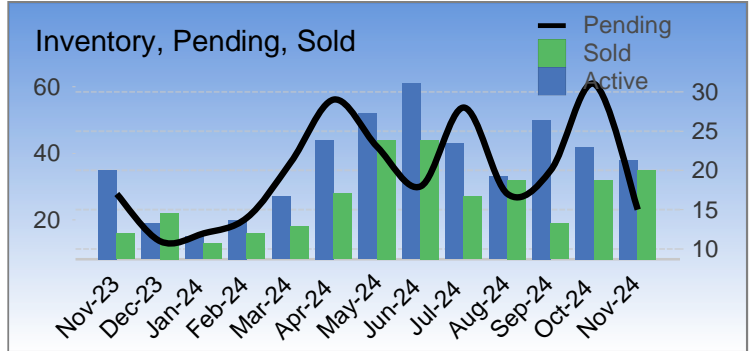
Sales Activity and Price Trends

| 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 | 1 | 0 | 0 |
| \$500-599K | 0 | 0 | 1 | 3 | 13 |
| \$600-699K | 1 | 5 | 4 | 15 | 82 |
| \$700-799K | 12 | 21 | 26 | 47 | 180 |
| \$800-899K | 30 | 38 | 50 | 131 | 238 |
| \$900-999K | 70 | 86 | 102 | 203 | 137 |
| \$1-1.299M | 242 | 223 | 312 | 338 | 144 |
| \$1.3-1.699M | 169 | 143 | 231 | 228 | 95 |
| \$1.7-1.999M | 64 | 38 | 72 | 63 | 18 |
| \$2-2.999M | 70 | 47 | 81 | 54 | 12 |
| >3M | 4 | 3 | 8 | 1 | 1 |
| Total | 662 | 605 | 888 | 1083 | 920 |

Presented by:

Market Activity Summary:

- Inventory: units were listed for sale as of the last day of November.
- Sales Activity: there were no units sold during this period.



Monthly Market Activity

| Month | Active | Pending | Sold | Months Supply | Avg List Price | Med Sale Price | Avg Sale Price | Average DOM | Avg \$ SqFt Active | Avg \$ SqFt Sold | Sale Price / List Price |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Nov-24 | 38 | 15 | 35 | 1.4 | \$884,140 | \$847,500 | \$888,697 | 23 | \$492 | \$524 | 100% |
| Oct-24 | 42 | 31 | 32 | 1.5 | \$857,037 | \$830,000 | \$867,472 | 28 | \$496 | \$519 | 102% |
| Sep-24 | 50 | 20 | 19 | 1.9 | \$736,088 | \$738,500 | \$738,043 | 28 | \$503 | \$529 | 100% |
| Aug-24 | 33 | 17 | 32 | 1.0 | \$780,984 | \$740,000 | \$779,700 | 28 | \$475 | \$529 | 100% |
| Jul-24 | 43 | 28 | 27 | 1.1 | \$740,419 | \$737,500 | \$751,116 | 24 | \$487 | \$518 | 101% |
| Jun-24 | 61 | 18 | 44 | 1.6 | \$821,918 | \$770,000 | \$837,730 | 16 | \$501 | \$526 | 102% |
| May-24 | 52 | 23 | 44 | 1.8 | \$878,049 | \$836,250 | \$899,927 | 20 | \$515 | \$555 | 103% |
| Apr-24 | 44 | 29 | 28 | 2.1 | \$844,773 | \$842,000 | \$883,129 | 19 | \$492 | \$548 | 105% |
| Mar-24 | 27 | 21 | 18 | 1.9 | \$873,771 | \$911,000 | \$914,555 | 11 | \$502 | \$561 | 104% |
| Feb-24 | 20 | 14 | 16 | 1.2 | \$818,852 | \$812,000 | \$824,735 | 19 | \$494 | \$534 | 101% |
| Jan-24 | 15 | 12 | 13 | 0.9 | \$843,307 | \$835,000 | \$851,676 | 32 | \$518 | \$470 | 102% |
| Dec-23 | 19 | 11 | 22 | 0.9 | \$819,709 | \$810,000 | \$824,201 | 31 | \$471 | \$496 | 101% |
| Nov-23 | 35 | 17 | 16 | 1.2 | \$850,796 | \$821,500 | \$857,937 | 23 | \$455 | \$498 | 101% |

Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Nov-24 | 35 | 119% | \$898,412 | 17.6% | \$847,500 | 3.16% | \$888,697 | 3.59% | 23 | 0% | 100% |
| Nov-23 | 16 | -36% | \$763,659 | -6.34% | \$821,500 | -1.49% | \$857,937 | 1.05% | 23 | -32.4% | 101% |
| Nov-22 | 25 | -41.9% | \$815,383 | 3.49% | \$833,950 | 4.9% | \$849,015 | 3.4% | 34 | 143% | 98% |

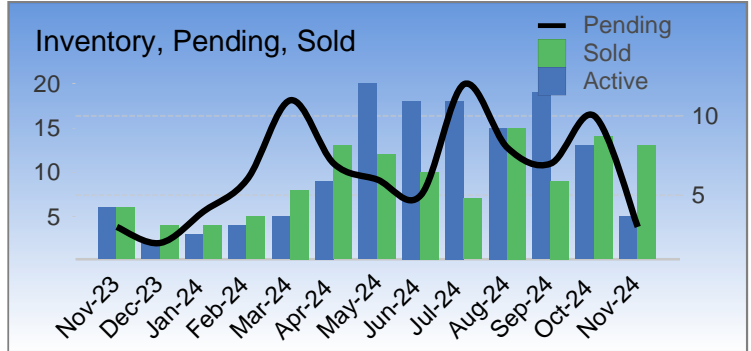
Sales Activity and Price Trends

| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 10 | 22 | 8 | 14 | 31 |
| \$500-599K | 38 | 23 | 26 | 43 | 72 |
| \$600-699K | 50 | 49 | 64 | 68 | 106 |
| \$700-799K | 69 | 60 | 72 | 106 | 84 |
| \$800-899K | 57 | 61 | 85 | 98 | 62 |
| \$900-999K | 41 | 46 | 56 | 68 | 29 |
| \$1-1.299M | 48 | 42 | 72 | 75 | 17 |
| \$1.3-1.699M | 13 | 14 | 35 | 25 | 6 |
| \$1.7-1.999M | 3 | 2 | 7 | 2 | 3 |
| \$2-2.999M | 2 | 4 | 4 | 5 | 0 |
| >3M | 0 | 1 | 0 | 0 | 0 |
| Total | 331 | 324 | 429 | 504 | 410 |

Presented by:

Market Activity Summary:

- Inventory: 5 units were listed for sale as of the last day of November - approximately 0.4 months of inventory.
- Sales Activity: 13 units were sold during November,
- Median Sales Price: \$1,740,000 during November
- Average price per sq.ft. in November was \$749
- Average Days-on-Market (DOM) is approximately 48 days
- Sold over Asking: On average, buyers paid 101% of list price in November



Monthly Market Activity

| Month | Active | Pending | Sold | Months Supply | Avg List Price | Med Sale Price | Avg Sale Price | Average DOM | Avg \$ SqFt Active | Avg \$ SqFt Sold | Sale Price / List Price |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Nov-24 | 5 | 3 | 13 | 0.4 | \$1,918,359 | \$1,740,000 | \$1,916,153 | 48 | \$766 | \$749 | 101% |
| Oct-24 | 13 | 10 | 14 | 1.0 | \$2,050,000 | \$1,912,500 | \$2,019,482 | 27 | \$752 | \$794 | 99% |
| Sep-24 | 19 | 7 | 9 | 1.7 | \$1,562,200 | \$1,618,500 | \$1,585,216 | 21 | \$767 | \$697 | 103% |
| Aug-24 | 15 | 8 | 15 | 1.4 | \$2,037,533 | \$1,795,000 | \$2,017,812 | 28 | \$753 | \$777 | 99% |
| Jul-24 | 18 | 12 | 7 | 1.8 | \$1,964,125 | \$1,900,000 | \$1,968,625 | 33 | \$753 | \$823 | 100% |
| Jun-24 | 18 | 5 | 10 | 1.5 | \$1,951,000 | \$2,035,000 | \$1,962,500 | 27 | \$883 | \$642 | 101% |
| May-24 | 20 | 6 | 12 | 1.8 | \$2,015,666 | \$2,000,000 | \$2,028,750 | 8 | \$815 | \$724 | 100% |
| Apr-24 | 9 | 7 | 13 | 1.0 | \$1,895,153 | \$1,875,000 | \$1,964,307 | 10 | \$986 | \$879 | 104% |
| Mar-24 | 5 | 11 | 8 | 0.9 | \$1,972,125 | \$1,940,000 | \$2,015,625 | 7 | \$728 | \$855 | 103% |
| Feb-24 | 4 | 6 | 5 | 0.9 | \$1,953,000 | \$1,728,000 | \$1,983,600 | 9 | \$770 | \$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% |

Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Nov-24 | 13 | 117% | \$1,824,500 | -9.16% | \$1,740,000 | 5.58% | \$1,916,153 | 11.6% | 48 | 33.3% | 101% |
| Nov-23 | 6 | 0% | \$2,008,450 | 28.6% | \$1,648,000 | -7.55% | \$1,717,666 | -13% | 36 | 50% | 103% |
| Nov-22 | 6 | -57.1% | \$1,562,250 | -8.2% | \$1,782,500 | -12.8% | \$1,975,333 | 2.28% | 24 | 33.3% | 102% |

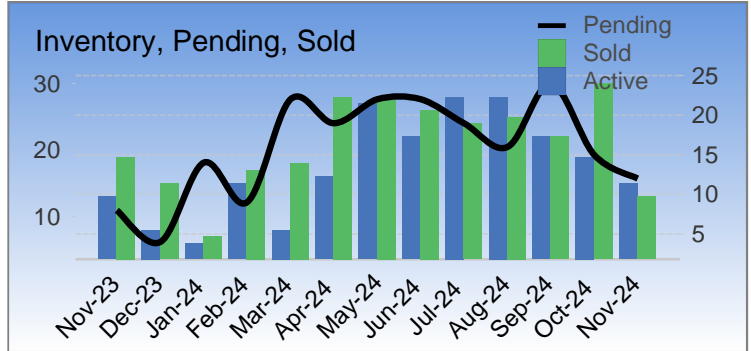
Sales Activity and Price Trends

| 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 | 1 | 0 |
| \$600-699K | 0 | 0 | 0 | 0 | 0 |
| \$700-799K | 0 | 0 | 0 | 0 | 0 |
| \$800-899K | 0 | 0 | 0 | 0 | 1 |
| \$900-999K | 0 | 1 | 0 | 0 | 4 |
| \$1-1.299M | 5 | 1 | 1 | 11 | 29 |
| \$1.3-1.699M | 30 | 27 | 24 | 50 | 72 |
| \$1.7-1.999M | 37 | 25 | 19 | 45 | 29 |
| \$2-2.999M | 38 | 41 | 55 | 62 | 22 |
| >3M | 2 | 4 | 12 | 5 | 1 |
| Total | 112 | 99 | 111 | 174 | 158 |

Presented by:

Market Activity Summary:

- Inventory: 15 units were listed for sale as of the last day of November - approximately 0.7 months of inventory.
- Sales Activity: 13 units were sold during November,
- Median Sales Price: \$1,395,000 during November
- Average price per sq.ft. in November was \$837
- Average Days-on-Market (DOM) is approximately 14 days
- Sold over Asking: On average, buyers paid 103% of list price in November



Monthly Market Activity

| Month | Active | Pending | Sold | Months Supply | Avg List Price | Med Sale Price | Avg Sale Price | Average DOM | Avg \$ SqFt Active | Avg \$ SqFt Sold | Sale Price / List Price |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Nov-24 | 15 | 12 | 13 | 0.7 | \$1,341,820 | \$1,395,000 | \$1,386,231 | 14 | \$883 | \$837 | 103% |
| Oct-24 | 19 | 15 | 30 | 0.7 | \$1,352,183 | \$1,320,500 | \$1,421,833 | 21 | \$899 | \$872 | 105% |
| Sep-24 | 22 | 24 | 22 | 1.0 | \$1,379,099 | \$1,350,000 | \$1,419,818 | 21 | \$877 | \$848 | 103% |
| Aug-24 | 28 | 16 | 25 | 1.2 | \$1,476,341 | \$1,375,000 | \$1,554,498 | 15 | \$917 | \$920 | 105% |
| Jul-24 | 28 | 19 | 24 | 1.1 | \$1,393,727 | \$1,387,500 | \$1,451,990 | 15 | \$873 | \$892 | 104% |
| Jun-24 | 22 | 22 | 26 | 0.8 | \$1,487,487 | \$1,597,950 | \$1,599,691 | 11 | \$939 | \$917 | 108% |
| May-24 | 27 | 22 | 28 | 1.1 | \$1,367,845 | \$1,455,000 | \$1,510,867 | 9 | \$860 | \$958 | 111% |
| Apr-24 | 16 | 19 | 28 | 0.8 | \$1,307,163 | \$1,415,000 | \$1,448,410 | 8 | \$802 | \$966 | 111% |
| Mar-24 | 8 | 22 | 18 | 0.6 | \$1,397,333 | \$1,445,000 | \$1,537,438 | 12 | \$844 | \$966 | 111% |
| Feb-24 | 15 | 9 | 17 | 1.2 | \$1,241,574 | \$1,350,000 | \$1,355,114 | 15 | \$786 | \$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% |

Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Nov-24 | 13 | -31.6% | \$1,383,449 | 8.21% | \$1,395,000 | 8.31% | \$1,386,231 | 11.4% | 14 | -26.3% | 103% |
| Nov-23 | 19 | 5.56% | \$1,278,435 | 15.7% | \$1,288,000 | 14.5% | \$1,244,116 | 6.79% | 19 | -42.4% | 101% |
| Nov-22 | 18 | -28% | \$1,105,342 | -6.17% | \$1,125,000 | -13.5% | \$1,165,000 | -11.6% | 33 | 94.1% | 97% |

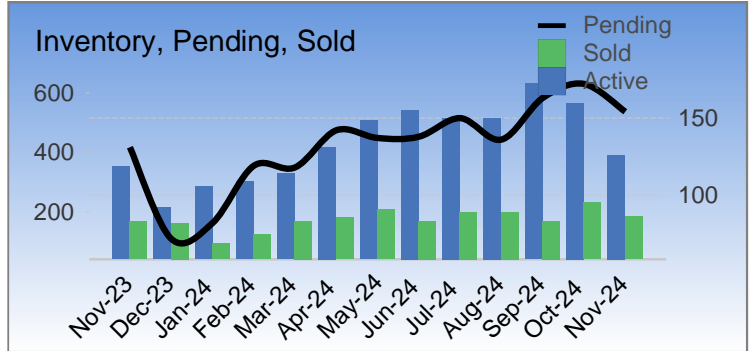
Sales Activity and Price Trends

| 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 | 1 | 0 |
| \$600-699K | 1 | 0 | 0 | 0 | 2 |
| \$700-799K | 1 | 7 | 1 | 1 | 20 |
| \$800-899K | 2 | 8 | 4 | 17 | 43 |
| \$900-999K | 7 | 25 | 17 | 43 | 63 |
| \$1-1.299M | 61 | 88 | 93 | 155 | 84 |
| \$1.3-1.699M | 115 | 87 | 120 | 124 | 43 |
| \$1.7-1.999M | 27 | 13 | 13 | 20 | 1 |
| \$2-2.999M | 24 | 7 | 33 | 2 | 0 |
| >3M | 0 | 0 | 1 | 0 | 1 |
| Total | 238 | 235 | 282 | 363 | 257 |

Presented by:

Market Activity Summary:

- Inventory: 390 units were listed for sale as of the last day of November - approximately 2.1 months of inventory.
- Sales Activity: 184 units were sold during November,
- Median Sales Price: \$942,500 during November
- Average price per sq.ft. in November was \$614
- Average Days-on-Market (DOM) is approximately 37 days
- Sold over Asking: On average, buyers paid 106% of list price in November



Monthly Market Activity

| Month | Active | Pending | Sold | Months Supply | Avg List Price | Med Sale Price | Avg Sale Price | Average DOM | Avg \$ SqFt Active | Avg \$ SqFt Sold | Sale Price / List Price |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Nov-24 | 390 | 154 | 184 | 2.1 | \$1,125,954 | \$942,500 | \$1,189,912 | 37 | \$552 | \$614 | 106% |
| Oct-24 | 565 | 172 | 231 | 2.8 | \$998,114 | \$970,000 | \$1,103,342 | 29 | \$551 | \$640 | 110% |
| Sep-24 | 631 | 163 | 168 | 3.4 | \$974,910 | \$957,500 | \$1,090,058 | 38 | \$549 | \$628 | 111% |
| Aug-24 | 516 | 136 | 198 | 2.8 | \$968,268 | \$885,000 | \$1,062,283 | 33 | \$538 | \$625 | 109% |
| Jul-24 | 515 | 150 | 199 | 2.7 | \$1,015,883 | \$995,000 | \$1,126,251 | 28 | \$557 | \$654 | 110% |
| Jun-24 | 543 | 138 | 169 | 3.0 | \$1,064,840 | \$1,050,000 | \$1,192,666 | 27 | \$559 | \$664 | 111% |
| May-24 | 506 | 137 | 207 | 2.8 | \$1,147,356 | \$1,125,000 | \$1,297,911 | 23 | \$570 | \$698 | 112% |
| Apr-24 | 417 | 142 | 180 | 2.7 | \$1,174,281 | \$1,112,500 | \$1,334,264 | 22 | \$581 | \$690 | 112% |
| Mar-24 | 329 | 118 | 168 | 2.6 | \$1,058,580 | \$1,080,000 | \$1,182,578 | 28 | \$573 | \$659 | 110% |
| Feb-24 | 302 | 119 | 124 | 2.4 | \$1,031,973 | \$927,500 | \$1,147,230 | 36 | \$574 | \$632 | 110% |
| Jan-24 | 286 | 82 | 94 | 2.1 | \$805,144 | \$722,500 | \$841,454 | 47 | \$565 | \$546 | 103% |
| Dec-23 | 213 | 72 | 162 | 1.2 | \$1,096,105 | \$952,500 | \$1,141,856 | 31 | \$561 | \$630 | 106% |
| Nov-23 | 352 | 131 | 167 | 2.0 | \$1,059,489 | \$1,050,000 | \$1,168,034 | 28 | \$554 | \$634 | 110% |

Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Nov-24 | 184 | 10.2% | \$881,034 | -8.98% | \$942,500 | -10.2% | \$1,189,912 | 1.87% | 37 | 32.1% | 106% |
| Nov-23 | 167 | -14.8% | \$967,942 | -12.9% | \$1,050,000 | -0.474% | \$1,168,034 | -2.4% | 28 | 0% | 110% |
| Nov-22 | 196 | -31.9% | \$1,110,955 | 3.83% | \$1,055,000 | -4.09% | \$1,196,716 | -6.17% | 28 | 27.3% | 110% |

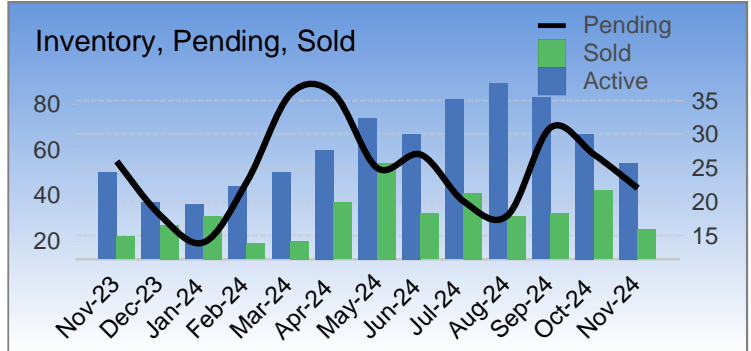
Sales Activity and Price Trends

| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 182 | 154 | 114 | 182 | 229 |
| \$500-599K | 197 | 174 | 197 | 235 | 237 |
| \$600-699K | 184 | 177 | 230 | 233 | 195 |
| \$700-799K | 149 | 142 | 171 | 211 | 176 |
| \$800-899K | 158 | 123 | 164 | 208 | 255 |
| \$900-999K | 121 | 119 | 178 | 183 | 179 |
| \$1-1.299M | 308 | 285 | 393 | 396 | 366 |
| \$1.3-1.699M | 305 | 323 | 438 | 505 | 351 |
| \$1.7-1.999M | 121 | 145 | 230 | 199 | 108 |
| \$2-2.999M | 148 | 127 | 236 | 207 | 124 |
| >3M | 49 | 59 | 97 | 69 | 44 |
| Total | 1922 | 1828 | 2448 | 2628 | 2264 |

Presented by:

Market Activity Summary:

- Inventory: 54 units were listed for sale as of the last day of November - approximately 1.7 months of inventory.
- Sales Activity: 25 units were sold during November,
- Median Sales Price: \$675,000 during November
- Average price per sq.ft. in November was \$348
- Average Days-on-Market (DOM) is approximately 33 days
- Sold over Asking: On average, buyers paid 100% of list price in November



Monthly Market Activity

| Month | Active | Pending | Sold | Months Supply | Avg List Price | Med Sale Price | Avg Sale Price | Average DOM | Avg \$ SqFt Active | Avg \$ SqFt Sold | Sale Price / List Price |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Nov-24 | 54 | 22 | 25 | 1.7 | \$685,289 | \$675,000 | \$683,501 | 33 | \$382 | \$348 | 100% |
| Oct-24 | 67 | 27 | 42 | 1.9 | \$705,978 | \$702,000 | \$702,598 | 29 | \$364 | \$341 | 100% |
| Sep-24 | 83 | 31 | 32 | 2.4 | \$700,439 | \$685,000 | \$705,107 | 35 | \$363 | \$354 | 101% |
| Aug-24 | 89 | 18 | 31 | 2.6 | \$706,580 | \$730,000 | \$710,418 | 28 | \$359 | \$349 | 101% |
| Jul-24 | 82 | 20 | 41 | 2.0 | \$672,280 | \$655,000 | \$674,550 | 25 | \$348 | \$365 | 100% |
| Jun-24 | 67 | 27 | 32 | 1.7 | \$727,553 | \$689,944 | \$733,777 | 24 | \$358 | \$380 | 101% |
| May-24 | 74 | 25 | 54 | 2.0 | \$708,824 | \$701,000 | \$720,159 | 21 | \$383 | \$363 | 102% |
| Apr-24 | 60 | 36 | 37 | 2.4 | \$777,498 | \$703,467 | \$787,425 | 37 | \$386 | \$373 | 101% |
| Mar-24 | 50 | 36 | 20 | 2.2 | \$651,731 | \$647,500 | \$663,669 | 24 | \$391 | \$376 | 102% |
| Feb-24 | 44 | 23 | 19 | 1.8 | \$710,420 | \$669,000 | \$706,017 | 22 | \$403 | \$353 | 100% |
| Jan-24 | 36 | 14 | 31 | 1.4 | \$740,790 | \$740,000 | \$739,895 | 50 | \$413 | \$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% |

Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Nov-24 | 25 | 13.6% | \$732,375 | 2.9% | \$675,000 | 5.39% | \$683,501 | 2.94% | 33 | 32% | 100% |
| Nov-23 | 22 | -37.1% | \$711,722 | 1.31% | \$640,500 | 1.43% | \$664,010 | -0.373% | 25 | -32.4% | 100% |
| Nov-22 | 35 | -55.1% | \$702,517 | -5.93% | \$631,460 | -10.1% | \$666,496 | -6.23% | 37 | 68.2% | 99% |

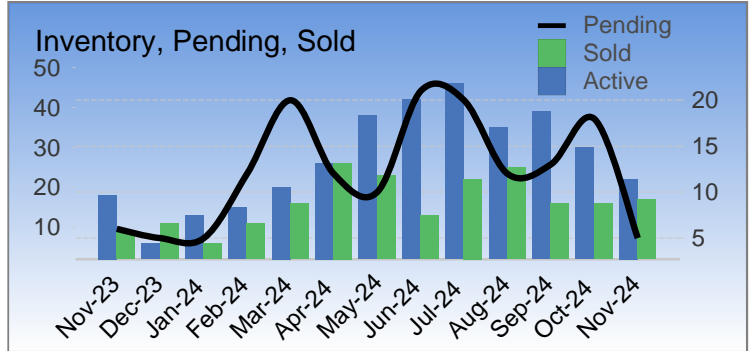
Sales Activity and Price Trends

| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 16 | 15 | 15 | 33 | 168 |
| \$500-599K | 50 | 58 | 64 | 129 | 200 |
| \$600-699K | 122 | 133 | 149 | 160 | 101 |
| \$700-799K | 106 | 90 | 116 | 115 | 34 |
| \$800-899K | 32 | 38 | 72 | 64 | 11 |
| \$900-999K | 18 | 15 | 40 | 25 | 4 |
| \$1-1.299M | 13 | 4 | 18 | 18 | 2 |
| \$1.3-1.699M | 7 | 1 | 3 | 1 | 0 |
| \$1.7-1.999M | 0 | 1 | 1 | 0 | 0 |
| \$2-2.999M | 0 | 0 | 0 | 0 | 0 |
| >3M | 0 | 0 | 0 | 0 | 0 |
| Total | 364 | 355 | 478 | 545 | 520 |

Presented by:

Market Activity Summary:

- Inventory: 22 units were listed for sale as of the last day of November - approximately 1.3 months of inventory.
- Sales Activity: 17 units were sold during November,
- Median Sales Price: \$1,825,000 during November
- Average price per sq.ft. in November was \$835
- Average Days-on-Market (DOM) is approximately 41 days
- Sold over Asking: On average, buyers paid 101% of list price in November



Monthly Market Activity

| Month | Active | Pending | Sold | Months Supply | Avg List Price | Med Sale Price | Avg Sale Price | Average DOM | Avg \$ SqFt Active | Avg \$ SqFt Sold | Sale Price / List Price |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Nov-24 | 22 | 5 | 17 | 1.3 | \$2,308,588 | \$1,825,000 | \$2,252,411 | 41 | \$845 | \$835 | 101% |
| Oct-24 | 30 | 18 | 16 | 1.6 | \$2,480,375 | \$2,047,563 | \$2,451,395 | 36 | \$844 | \$817 | 101% |
| Sep-24 | 39 | 13 | 16 | 1.9 | \$2,111,750 | \$1,762,500 | \$2,140,625 | 37 | \$855 | \$772 | 103% |
| Aug-24 | 35 | 12 | 25 | 1.8 | \$1,880,040 | \$1,750,000 | \$1,895,440 | 19 | \$821 | \$809 | 101% |
| Jul-24 | 46 | 20 | 22 | 2.4 | \$2,284,122 | \$2,380,000 | \$2,361,545 | 27 | \$797 | \$784 | 104% |
| Jun-24 | 42 | 21 | 13 | 2.0 | \$2,336,384 | \$2,050,000 | \$2,392,538 | 17 | \$810 | \$876 | 102% |
| May-24 | 38 | 10 | 23 | 1.8 | \$2,346,869 | \$2,340,000 | \$2,403,586 | 12 | \$826 | \$830 | 103% |
| Apr-24 | 26 | 12 | 26 | 1.5 | \$1,861,233 | \$1,863,000 | \$1,968,233 | 16 | \$853 | \$845 | 106% |
| Mar-24 | 20 | 20 | 16 | 1.8 | \$2,099,743 | \$2,062,500 | \$2,189,750 | 8 | \$898 | \$822 | 106% |
| Feb-24 | 15 | 12 | 11 | 1.6 | \$2,487,000 | \$2,225,000 | \$2,533,181 | 39 | \$893 | \$882 | 102% |
| Jan-24 | 13 | 5 | 6 | 1.5 | \$1,960,000 | \$2,000,000 | \$2,012,500 | 33 | \$855 | \$750 | 108% |
| Dec-23 | 6 | 5 | 11 | 0.4 | \$1,854,727 | \$1,600,000 | \$1,805,454 | 20 | \$845 | \$774 | 98% |
| Nov-23 | 18 | 6 | 9 | 1.1 | \$1,733,000 | \$2,011,000 | \$1,787,250 | 24 | \$818 | \$742 | 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 |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Nov-24 | 17 | 88.9% | \$1,965,718 | -14.5% | \$1,825,000 | -9.25% | \$2,252,411 | 26% | 41 | 70.8% | 101% |
| Nov-23 | 9 | -35.7% | \$2,299,363 | -0.407% | \$2,011,000 | 22.4% | \$1,787,250 | -2.1% | 24 | -20% | 105% |
| Nov-22 | 14 | -50% | \$2,308,750 | 28.3% | \$1,642,500 | -11.2% | \$1,825,571 | -13.4% | 30 | 131% | 95% |

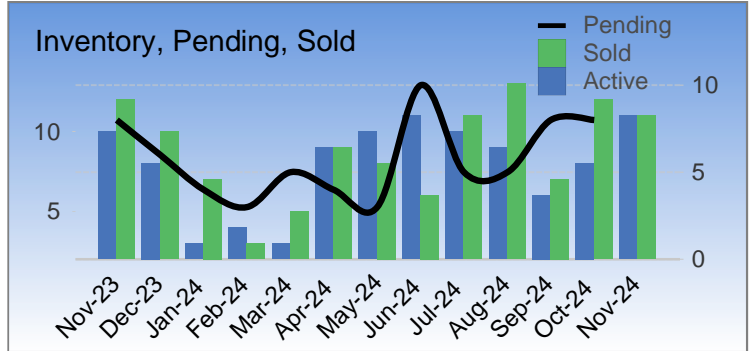
Sales Activity and Price Trends

| 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 | 2 | 1 | 2 | 0 | 5 |
| \$900-999K | 1 | 0 | 0 | 1 | 6 |
| \$1-1.299M | 12 | 17 | 12 | 19 | 34 |
| \$1.3-1.699M | 42 | 39 | 40 | 73 | 72 |
| \$1.7-1.999M | 31 | 27 | 44 | 95 | 56 |
| \$2-2.999M | 73 | 65 | 81 | 116 | 66 |
| >3M | 30 | 23 | 41 | 49 | 21 |
| Total | 191 | 172 | 220 | 353 | 262 |

Presented by:

Market Activity Summary:

- Inventory: 11 units were listed for sale as of the last day of November - approximately 1.3 months of inventory.
- Sales Activity: 11 units were sold during November,
- Median Sales Price: \$749,000 during November
- Average price per sq.ft. in November was \$507
- Average Days-on-Market (DOM) is approximately 16 days
- Sold over Asking: On average, buyers paid 106% of list price in November



Monthly Market Activity

| Month | Active | Pending | Sold | Months Supply | Avg List Price | Med Sale Price | Avg Sale Price | Average DOM | Avg \$ SqFt Active | Avg \$ SqFt Sold | Sale Price / List Price |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Nov-24 | 11 | 0 | 11 | 1.3 | \$703,081 | \$749,000 | \$740,727 | 16 | \$496 | \$507 | 106% |
| Oct-24 | 8 | 8 | 12 | 0.9 | \$688,895 | \$709,000 | \$724,077 | 17 | \$476 | \$553 | 105% |
| Sep-24 | 6 | 8 | 7 | 0.7 | \$747,857 | \$770,000 | \$796,500 | 10 | \$534 | \$499 | 106% |
| Aug-24 | 9 | 5 | 13 | 0.9 | \$747,883 | \$770,044 | \$784,695 | 19 | \$504 | \$534 | 105% |
| Jul-24 | 10 | 5 | 11 | 1.3 | \$746,171 | \$808,000 | \$769,363 | 16 | \$488 | \$517 | 103% |
| Jun-24 | 11 | 10 | 6 | 1.4 | \$792,500 | \$815,000 | \$826,500 | 12 | \$515 | \$528 | 105% |
| May-24 | 10 | 3 | 8 | 1.4 | \$862,586 | \$810,500 | \$914,875 | 12 | \$514 | \$473 | 105% |
| Apr-24 | 9 | 4 | 9 | 1.6 | \$699,855 | \$710,000 | \$727,777 | 23 | \$508 | \$530 | 104% |
| Mar-24 | 3 | 5 | 5 | 0.6 | \$728,800 | \$750,000 | \$758,000 | 56 | \$528 | \$458 | 104% |
| Feb-24 | 4 | 3 | 3 | 0.6 | \$701,333 | \$700,000 | \$711,666 | 7 | \$504 | \$461 | 101% |
| Jan-24 | 3 | 4 | 7 | 0.3 | \$787,414 | \$800,000 | \$777,142 | 41 | \$485 | \$451 | 99% |
| Dec-23 | 8 | 6 | 10 | 0.9 | \$755,494 | \$763,500 | \$763,100 | 36 | \$460 | \$424 | 101% |
| Nov-23 | 10 | 8 | 12 | 1.4 | \$755,666 | \$797,500 | \$783,190 | 21 | \$447 | \$537 | 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 |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Nov-24 | 11 | -8.33% | \$707,421 | -8.01% | \$749,000 | -6.08% | \$740,727 | -5.42% | 16 | -23.8% | 106% |
| Nov-23 | 12 | -7.69% | \$768,989 | 3.64% | \$797,500 | 2.9% | \$783,190 | -2.34% | 21 | -55.3% | 104% |
| Nov-22 | 13 | -7.14% | \$741,976 | 0.628% | \$775,000 | -0.513% | \$801,923 | -1.39% | 47 | 213% | 99% |

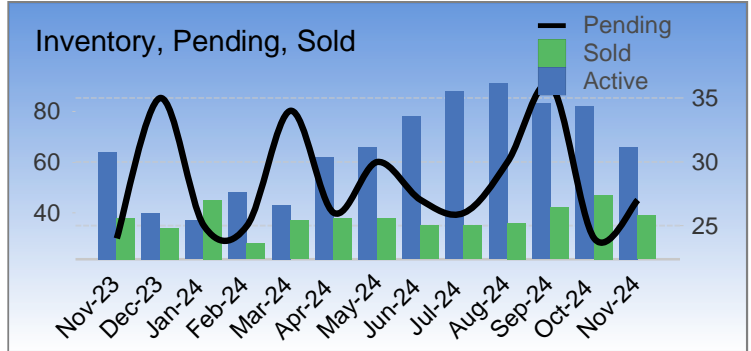
Sales Activity and Price Trends

| 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 | 1 | 3 | 6 |
| \$500-599K | 4 | 4 | 2 | 9 | 43 |
| \$600-699K | 22 | 18 | 12 | 26 | 35 |
| \$700-799K | 29 | 39 | 46 | 60 | 30 |
| \$800-899K | 30 | 25 | 38 | 30 | 6 |
| \$900-999K | 4 | 6 | 24 | 15 | 1 |
| \$1-1.299M | 2 | 4 | 7 | 11 | 1 |
| \$1.3-1.699M | 0 | 1 | 1 | 1 | 0 |
| \$1.7-1.999M | 0 | 0 | 0 | 0 | 0 |
| \$2-2.999M | 1 | 0 | 0 | 0 | 0 |
| >3M | 0 | 0 | 0 | 0 | 0 |
| Total | 92 | 98 | 131 | 155 | 122 |

Presented by:

Market Activity Summary:

- Inventory: 66 units were listed for sale as of the last day of November - approximately 1.7 months of inventory.
- Sales Activity: 39 units were sold during November,
- Median Sales Price: \$610,000 during November
- Average price per sq.ft. in November was \$367
- Average Days-on-Market (DOM) is approximately 43 days
- Sold over Asking: On average, buyers paid 101% of list price in November



Monthly Market Activity

| Month | Active | Pending | Sold | Months Supply | Avg List Price | Med Sale Price | Avg Sale Price | Average DOM | Avg \$ SqFt Active | Avg \$ SqFt Sold | Sale Price / List Price |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Nov-24 | 66 | 27 | 39 | 1.7 | \$625,340 | \$610,000 | \$627,051 | 43 | \$429 | \$367 | 101% |
| Oct-24 | 82 | 24 | 47 | 2.2 | \$588,288 | \$605,000 | \$597,874 | 28 | \$420 | \$389 | 102% |
| Sep-24 | 83 | 36 | 42 | 2.3 | \$596,204 | \$593,500 | \$601,690 | 26 | \$414 | \$385 | 101% |
| Aug-24 | 91 | 30 | 36 | 2.6 | \$584,622 | \$600,000 | \$595,797 | 27 | \$401 | \$396 | 102% |
| Jul-24 | 88 | 26 | 35 | 2.4 | \$614,010 | \$620,000 | \$626,016 | 30 | \$400 | \$402 | 102% |
| Jun-24 | 78 | 27 | 35 | 2.1 | \$622,709 | \$600,000 | \$623,324 | 23 | \$415 | \$377 | 100% |
| May-24 | 66 | 30 | 38 | 1.8 | \$579,062 | \$591,500 | \$591,055 | 17 | \$419 | \$392 | 102% |
| Apr-24 | 62 | 26 | 38 | 1.9 | \$580,589 | \$606,000 | \$596,236 | 20 | \$415 | \$410 | 103% |
| Mar-24 | 43 | 34 | 37 | 1.2 | \$590,174 | \$590,000 | \$600,058 | 25 | \$360 | \$397 | 102% |
| Feb-24 | 48 | 25 | 28 | 1.4 | \$610,662 | \$612,500 | \$622,308 | 26 | \$364 | \$388 | 102% |
| Jan-24 | 37 | 25 | 45 | 1.0 | \$645,790 | \$625,000 | \$646,180 | 49 | \$383 | \$363 | 101% |
| Dec-23 | 40 | 35 | 34 | 1.1 | \$589,840 | \$575,000 | \$596,682 | 18 | \$370 | \$376 | 102% |
| Nov-23 | 64 | 24 | 38 | 1.6 | \$655,588 | \$704,495 | \$663,201 | 30 | \$356 | \$356 | 101% |

Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Nov-24 | 39 | 2.63% | \$617,553 | 5.2% | \$610,000 | -13.4% | \$627,051 | -5.45% | 43 | 43.3% | 101% |
| Nov-23 | 38 | 35.7% | \$587,022 | -3.35% | \$704,495 | 13.6% | \$663,201 | 5.49% | 30 | -43.4% | 101% |
| Nov-22 | 28 | -60% | \$607,358 | -7.09% | \$619,975 | -1.59% | \$628,711 | -0.386% | 53 | 152% | 98% |

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 | 85 | 112 | 93 | 122 | 317 |
| \$500-599K | 115 | 126 | 159 | 158 | 150 |
| \$600-699K | 131 | 137 | 191 | 180 | 71 |
| \$700-799K | 52 | 64 | 99 | 70 | 30 |
| \$800-899K | 24 | 25 | 54 | 48 | 4 |
| \$900-999K | 4 | 20 | 23 | 19 | 0 |
| \$1-1.299M | 8 | 13 | 22 | 5 | 0 |
| \$1.3-1.699M | 1 | 0 | 1 | 0 | 0 |
| \$1.7-1.999M | 0 | 0 | 0 | 0 | 0 |
| \$2-2.999M | 0 | 0 | 0 | 0 | 0 |
| >3M | 0 | 0 | 0 | 0 | 0 |
| Total | 420 | 497 | 642 | 602 | 572 |

Presented by:

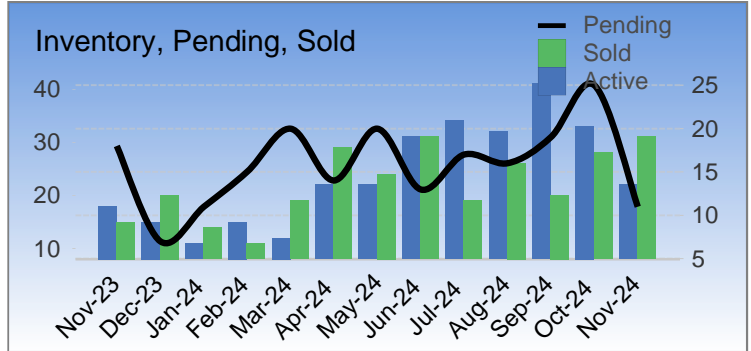
Includes Pittsburg and Bay Point

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Deemed reliable but not guaranteed

Market Activity Summary:

- Inventory: 22 units were listed for sale as of the last day of November - approximately 0.8 months of inventory.
- Sales Activity: 31 units were sold during November,
- Median Sales Price: \$1,121,000 during November
- Average price per sq.ft. in November was \$710
- Average Days-on-Market (DOM) is approximately 18 days
- Sold over Asking: On average, buyers paid 105% of list price in November



Monthly Market Activity

| Month | Active | Pending | Sold | Months Supply | Avg List Price | Med Sale Price | Avg Sale Price | Average DOM | Avg \$ SqFt Active | Avg \$ SqFt Sold | Sale Price / List Price |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Nov-24 | 22 | 11 | 31 | 0.8 | \$1,164,412 | \$1,121,000 | \$1,223,146 | 18 | \$637 | \$710 | 105% |
| Oct-24 | 33 | 25 | 28 | 1.4 | \$1,103,245 | \$1,096,500 | \$1,142,214 | 24 | \$641 | \$670 | 104% |
| Sep-24 | 41 | 19 | 20 | 1.9 | \$1,065,582 | \$980,750 | \$1,067,572 | 25 | \$686 | \$685 | 100% |
| Aug-24 | 32 | 16 | 26 | 1.3 | \$1,100,419 | \$1,025,000 | \$1,119,642 | 20 | \$671 | \$717 | 102% |
| Jul-24 | 34 | 17 | 19 | 1.4 | \$1,201,601 | \$1,190,000 | \$1,242,414 | 26 | \$670 | \$685 | 103% |
| Jun-24 | 31 | 13 | 31 | 1.1 | \$1,169,570 | \$1,230,000 | \$1,207,806 | 20 | \$686 | \$691 | 104% |
| May-24 | 22 | 20 | 24 | 0.9 | \$1,095,287 | \$1,067,500 | \$1,159,912 | 13 | \$676 | \$725 | 106% |
| Apr-24 | 22 | 14 | 29 | 1.2 | \$1,189,661 | \$1,130,000 | \$1,248,086 | 14 | \$668 | \$697 | 105% |
| Mar-24 | 12 | 20 | 19 | 0.8 | \$1,129,184 | \$1,150,000 | \$1,201,342 | 8 | \$604 | \$687 | 107% |
| Feb-24 | 15 | 15 | 11 | 1.0 | \$1,052,763 | \$1,003,500 | \$1,078,227 | 40 | \$613 | \$633 | 102% |
| Jan-24 | 11 | 11 | 14 | 0.7 | \$1,203,957 | \$1,187,500 | \$1,186,144 | 38 | \$622 | \$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% |

Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Nov-24 | 31 | 107% | \$1,267,135 | 32% | \$1,121,000 | 19.3% | \$1,223,146 | 24.7% | 18 | 0% | 105% |
| Nov-23 | 15 | -37.5% | \$959,943 | -13.7% | \$940,000 | 1.35% | \$980,933 | -1.96% | 18 | -18.2% | 103% |
| Nov-22 | 24 | -40% | \$1,112,390 | 4.41% | \$927,500 | -12.7% | \$1,000,583 | -8.56% | 22 | 29.4% | 100% |

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 | 3 | 1 |
| \$500-599K | 0 | 2 | 0 | 3 | 8 |
| \$600-699K | 5 | 10 | 12 | 14 | 37 |
| \$700-799K | 30 | 22 | 26 | 43 | 56 |
| \$800-899K | 34 | 25 | 42 | 52 | 56 |
| \$900-999K | 31 | 26 | 36 | 76 | 52 |
| \$1-1.299M | 63 | 74 | 103 | 145 | 79 |
| \$1.3-1.699M | 62 | 51 | 77 | 68 | 15 |
| \$1.7-1.999M | 16 | 8 | 16 | 8 | 2 |
| \$2-2.999M | 11 | 3 | 1 | 1 | 0 |
| >3M | 0 | 0 | 0 | 0 | 0 |
| Total | 252 | 221 | 313 | 413 | 306 |

Presented by:

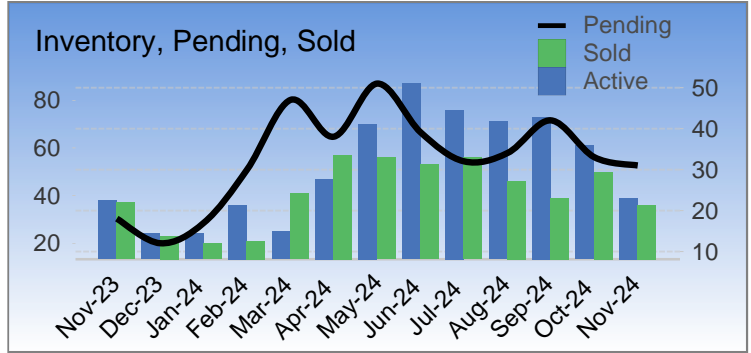
Includes Pleasant Hill and Pacheco

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Deemed reliable but not guaranteed

Market Activity Summary:

- Inventory: 39 units were listed for sale as of the last day of November - approximately 0.9 months of inventory.
- Sales Activity: 36 units were sold during November,
- Median Sales Price: \$1,765,125 during November
- Average price per sq.ft. in November was \$839
- Average Days-on-Market (DOM) is approximately 31 days
- Sold over Asking: On average, buyers paid 99% of list price in November



Monthly Market Activity

| Month | Active | Pending | Sold | Months Supply | Avg List Price | Med Sale Price | Avg Sale Price | Average DOM | Avg \$ SqFt Active | Avg \$ SqFt Sold | Sale Price / List Price |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Nov-24 | 39 | 31 | 36 | 0.9 | \$2,072,087 | \$1,765,125 | \$2,049,090 | 31 | \$876 | \$839 | 99% |
| Oct-24 | 61 | 33 | 50 | 1.4 | \$2,081,479 | \$1,687,500 | \$2,044,100 | 29 | \$858 | \$874 | 99% |
| Sep-24 | 73 | 42 | 39 | 1.6 | \$1,908,331 | \$1,702,000 | \$1,902,540 | 23 | \$889 | \$878 | 100% |
| Aug-24 | 71 | 34 | 46 | 1.4 | \$1,739,217 | \$1,612,500 | \$1,724,558 | 20 | \$896 | \$931 | 100% |
| Jul-24 | 76 | 32 | 56 | 1.4 | \$2,002,876 | \$1,767,500 | \$2,019,590 | 16 | \$906 | \$885 | 101% |
| Jun-24 | 87 | 39 | 53 | 1.6 | \$2,078,006 | \$1,860,000 | \$2,118,122 | 12 | \$886 | \$901 | 103% |
| May-24 | 70 | 51 | 56 | 1.4 | \$2,091,995 | \$1,937,675 | \$2,191,160 | 14 | \$889 | \$925 | 106% |
| Apr-24 | 47 | 38 | 57 | 1.2 | \$2,113,441 | \$1,980,000 | \$2,207,666 | 13 | \$899 | \$905 | 105% |
| Mar-24 | 25 | 47 | 41 | 1.0 | \$2,216,378 | \$1,948,800 | \$2,284,680 | 16 | \$831 | \$856 | 104% |
| Feb-24 | 36 | 30 | 21 | 1.7 | \$2,221,925 | \$1,825,000 | \$2,207,071 | 21 | \$838 | \$893 | 102% |
| Jan-24 | 24 | 17 | 20 | 0.9 | \$2,489,241 | \$1,725,000 | \$2,458,081 | 31 | \$797 | \$856 | 100% |
| Dec-23 | 24 | 12 | 23 | 0.9 | \$1,701,516 | \$1,501,000 | \$1,739,647 | 14 | \$813 | \$847 | 104% |
| Nov-23 | 38 | 18 | 37 | 1.1 | \$1,902,210 | \$1,712,000 | \$1,931,898 | 12 | \$839 | \$809 | 102% |

Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Nov-24 | 36 | -2.7% | \$1,843,472 | -9.93% | \$1,765,125 | 3.1% | \$2,049,090 | 6.07% | 31 | 158% | 99% |
| Nov-23 | 37 | 5.71% | \$2,046,764 | 11.8% | \$1,712,000 | 5.03% | \$1,931,898 | 8.57% | 12 | -71.4% | 102% |
| Nov-22 | 35 | -51.4% | \$1,831,286 | 2.43% | \$1,630,000 | -5.51% | \$1,779,436 | -8.64% | 42 | 320% | 95% |

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 | 0 |
| \$500-599K | 1 | 0 | 0 | 0 | 3 |
| \$600-699K | 0 | 1 | 1 | 3 | 1 |
| \$700-799K | 0 | 0 | 0 | 5 | 6 |
| \$800-899K | 2 | 3 | 5 | 0 | 28 |
| \$900-999K | 0 | 3 | 3 | 16 | 65 |
| \$1-1.299M | 41 | 44 | 37 | 134 | 229 |
| \$1.3-1.699M | 134 | 133 | 187 | 254 | 161 |
| \$1.7-1.999M | 119 | 99 | 106 | 110 | 40 |
| \$2-2.999M | 112 | 69 | 134 | 124 | 80 |
| >3M | 66 | 47 | 70 | 48 | 14 |
| Total | 475 | 399 | 543 | 695 | 627 |

Presented by:

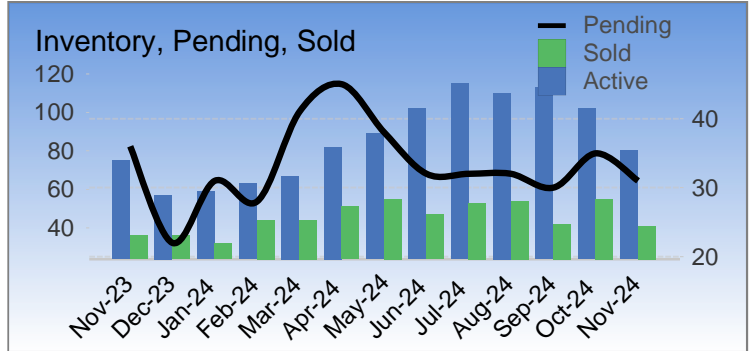
Includes Pleasanton and Sunol

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Deemed reliable but not guaranteed

Market Activity Summary:

- Inventory: 80 units were listed for sale as of the last day of November - approximately 1.8 months of inventory.
- Sales Activity: 41 units were sold during November,
- Median Sales Price: \$700,000 during November
- Average price per sq.ft. in November was \$531
- Average Days-on-Market (DOM) is approximately 34 days
- Sold over Asking: On average, buyers paid 105% of list price in November



Monthly Market Activity

| Month | Active | Pending | Sold | Months Supply | Avg List Price | Med Sale Price | Avg Sale Price | Average DOM | Avg \$ SqFt Active | Avg \$ SqFt Sold | Sale Price / List Price |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Nov-24 | 80 | 31 | 41 | 1.8 | \$711,027 | \$700,000 | \$738,783 | 34 | \$519 | \$531 | 105% |
| Oct-24 | 102 | 35 | 55 | 2.1 | \$687,843 | \$620,000 | \$715,461 | 33 | \$509 | \$518 | 104% |
| Sep-24 | 113 | 30 | 42 | 2.4 | \$721,369 | \$669,444 | \$745,279 | 31 | \$511 | \$534 | 106% |
| Aug-24 | 110 | 32 | 54 | 2.2 | \$625,482 | \$641,500 | \$642,285 | 29 | \$501 | \$515 | 102% |
| Jul-24 | 115 | 32 | 53 | 2.3 | \$663,263 | \$659,950 | \$683,498 | 29 | \$510 | \$530 | 103% |
| Jun-24 | 102 | 32 | 47 | 2.1 | \$724,129 | \$675,400 | \$742,082 | 23 | \$515 | \$541 | 103% |
| May-24 | 89 | 38 | 55 | 1.9 | \$779,526 | \$730,000 | \$802,200 | 21 | \$507 | \$526 | 104% |
| Apr-24 | 82 | 45 | 51 | 1.8 | \$715,920 | \$680,000 | \$742,272 | 25 | \$513 | \$515 | 104% |
| Mar-24 | 67 | 41 | 44 | 1.7 | \$726,190 | \$756,500 | \$753,445 | 47 | \$544 | \$499 | 104% |
| Feb-24 | 63 | 28 | 44 | 1.7 | \$724,215 | \$720,500 | \$753,319 | 26 | \$545 | \$525 | 105% |
| Jan-24 | 59 | 31 | 32 | 1.8 | \$562,904 | \$585,000 | \$581,148 | 32 | \$526 | \$538 | 103% |
| Dec-23 | 57 | 22 | 36 | 1.4 | \$625,700 | \$558,000 | \$632,650 | 27 | \$540 | \$495 | 102% |
| Nov-23 | 75 | 36 | 36 | 1.6 | \$691,933 | \$680,000 | \$730,775 | 18 | \$545 | \$483 | 106% |

Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Nov-24 | 41 | 13.9% | \$695,387 | 16.6% | \$700,000 | 2.94% | \$738,783 | 1.1% | 34 | 88.9% | 105% |
| Nov-23 | 36 | -14.3% | \$596,606 | -10.9% | \$680,000 | 2.18% | \$730,775 | 0.881% | 18 | -28% | 106% |
| Nov-22 | 42 | -46.8% | \$669,543 | 0.592% | \$665,500 | -4.93% | \$724,393 | -2.73% | 25 | 47.1% | 102% |

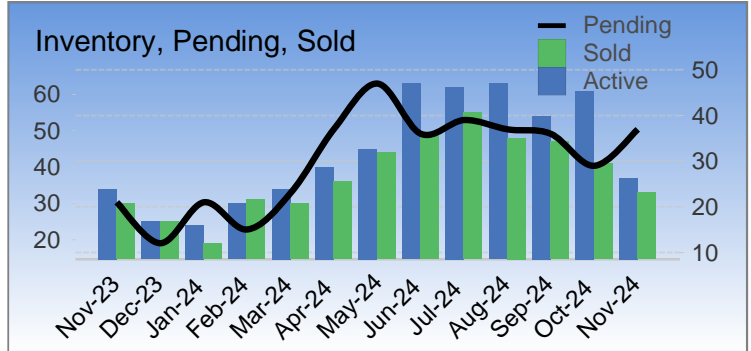
Sales Activity and Price Trends

| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 73 | 72 | 64 | 81 | 175 |
| \$500-599K | 101 | 85 | 89 | 145 | 152 |
| \$600-699K | 115 | 107 | 113 | 122 | 96 |
| \$700-799K | 63 | 82 | 98 | 87 | 78 |
| \$800-899K | 63 | 40 | 70 | 105 | 80 |
| \$900-999K | 42 | 29 | 68 | 53 | 30 |
| \$1-1.299M | 51 | 55 | 90 | 45 | 20 |
| \$1.3-1.699M | 6 | 11 | 17 | 7 | 4 |
| \$1.7-1.999M | 1 | 2 | 4 | 4 | 2 |
| \$2-2.999M | 3 | 1 | 2 | 1 | 1 |
| >3M | 0 | 0 | 0 | 0 | 0 |
| Total | 518 | 484 | 615 | 650 | 638 |

Presented by:

Market Activity Summary:

- Inventory: 37 units were listed for sale as of the last day of November - approximately 1.0 months of inventory.
- Sales Activity: 33 units were sold during November,
- Median Sales Price: \$878,000 during November
- Average price per sq.ft. in November was \$646
- Average Days-on-Market (DOM) is approximately 31 days
- Sold over Asking: On average, buyers paid 105% of list price in November



Monthly Market Activity

| Month | Active | Pending | Sold | Months Supply | Avg List Price | Med Sale Price | Avg Sale Price | Average DOM | Avg \$ SqFt Active | Avg \$ SqFt Sold | Sale Price / List Price |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Nov-24 | 37 | 37 | 33 | 1.0 | \$875,061 | \$878,000 | \$910,933 | 31 | \$665 | \$646 | 105% |
| Oct-24 | 61 | 29 | 41 | 1.4 | \$877,538 | \$858,500 | \$921,085 | 27 | \$628 | \$647 | 105% |
| Sep-24 | 54 | 36 | 47 | 1.1 | \$856,089 | \$875,000 | \$898,744 | 20 | \$631 | \$665 | 105% |
| Aug-24 | 63 | 37 | 48 | 1.3 | \$844,139 | \$860,000 | \$888,968 | 19 | \$19,665 | \$645 | 105% |
| Jul-24 | 62 | 39 | 55 | 1.3 | \$890,239 | \$880,000 | \$948,821 | 18 | \$644 | \$649 | 107% |
| Jun-24 | 63 | 36 | 49 | 1.5 | \$864,883 | \$850,000 | \$911,528 | 20 | \$607 | \$652 | 105% |
| May-24 | 45 | 47 | 44 | 1.3 | \$901,355 | \$882,500 | \$962,731 | 16 | \$619 | \$683 | 107% |
| Apr-24 | 40 | 37 | 36 | 1.2 | \$915,227 | \$920,000 | \$974,644 | 11 | \$598 | \$675 | 107% |
| Mar-24 | 34 | 23 | 30 | 1.3 | \$933,382 | \$909,000 | \$989,300 | 15 | \$638 | \$688 | 106% |
| Feb-24 | 30 | 15 | 31 | 1.2 | \$879,052 | \$875,000 | \$907,911 | 25 | \$650 | \$656 | 104% |
| Jan-24 | 24 | 21 | 19 | 1.0 | \$820,205 | \$805,000 | \$859,726 | 23 | \$645 | \$602 | 105% |
| Dec-23 | 25 | 12 | 25 | 0.8 | \$860,957 | \$800,000 | \$866,045 | 25 | \$637 | \$643 | 101% |
| Nov-23 | 34 | 21 | 30 | 1.0 | \$847,689 | \$844,000 | \$871,216 | 16 | \$666 | \$604 | 103% |

Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Nov-24 | 33 | 10% | \$905,696 | -1.34% | \$878,000 | 4.03% | \$910,933 | 4.56% | 31 | 93.8% | 105% |
| Nov-23 | 30 | 7.14% | \$917,957 | 7.91% | \$844,000 | -0.589% | \$871,216 | -3.79% | 16 | -23.8% | 103% |
| Nov-22 | 28 | -51.7% | \$850,630 | 1.03% | \$849,000 | 0.592% | \$905,571 | -2.34% | 21 | 40% | 103% |

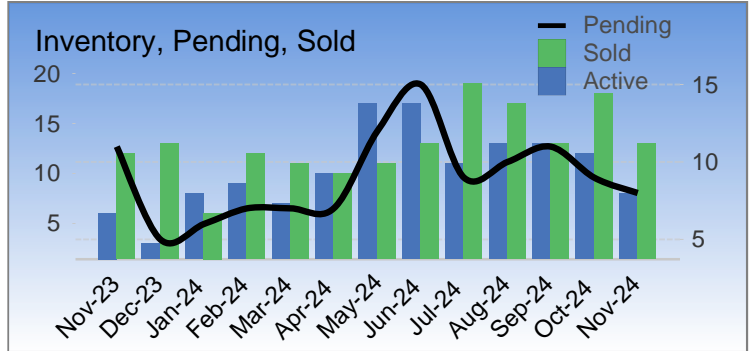
Sales Activity and Price Trends

| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 0 | 4 | 2 | 1 | 3 |
| \$500-599K | 5 | 7 | 5 | 10 | 20 |
| \$600-699K | 40 | 29 | 31 | 39 | 108 |
| \$700-799K | 75 | 90 | 76 | 89 | 152 |
| \$800-899K | 123 | 110 | 94 | 152 | 82 |
| \$900-999K | 69 | 46 | 85 | 98 | 49 |
| \$1-1.299M | 91 | 70 | 119 | 100 | 39 |
| \$1.3-1.699M | 28 | 24 | 58 | 26 | 3 |
| \$1.7-1.999M | 2 | 1 | 6 | 3 | 0 |
| \$2-2.999M | 0 | 0 | 0 | 0 | 0 |
| >3M | 0 | 0 | 0 | 0 | 0 |
| Total | 433 | 381 | 476 | 518 | 456 |

Presented by:

Market Activity Summary:

- Inventory: 8 units were listed for sale as of the last day of November - approximately 0.5 months of inventory.
- Sales Activity: 13 units were sold during November,
- Median Sales Price: \$850,000 during November
- Average price per sq.ft. in November was \$652
- Average Days-on-Market (DOM) is approximately 19 days
- Sold over Asking: On average, buyers paid 103% of list price in November



Monthly Market Activity

| Month | Active | Pending | Sold | Months Supply | Avg List Price | Med Sale Price | Avg Sale Price | Average DOM | Avg \$ SqFt Active | Avg \$ SqFt Sold | Sale Price / List Price |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Nov-24 | 8 | 8 | 13 | 0.5 | \$824,094 | \$850,000 | \$851,846 | 19 | \$755 | \$652 | 103% |
| Oct-24 | 12 | 9 | 18 | 0.8 | \$821,427 | \$842,500 | \$852,427 | 20 | \$695 | \$678 | 104% |
| Sep-24 | 13 | 11 | 13 | 0.9 | \$774,692 | \$825,000 | \$814,500 | 11 | \$748 | \$670 | 105% |
| Aug-24 | 13 | 10 | 17 | 0.8 | \$856,052 | \$850,000 | \$881,235 | 19 | \$677 | \$651 | 103% |
| Jul-24 | 11 | 9 | 19 | 0.8 | \$844,094 | \$900,000 | \$889,105 | 21 | \$689 | \$639 | 105% |
| Jun-24 | 17 | 15 | 13 | 1.5 | \$875,523 | \$915,000 | \$915,607 | 15 | \$670 | \$638 | 105% |
| May-24 | 17 | 12 | 11 | 1.6 | \$794,420 | \$855,000 | \$853,000 | 12 | \$681 | \$709 | 107% |
| Apr-24 | 10 | 7 | 10 | 1.0 | \$831,550 | \$895,000 | \$898,588 | 17 | \$688 | \$729 | 108% |
| Mar-24 | 7 | 7 | 11 | 0.7 | \$831,420 | \$899,888 | \$919,262 | 12 | \$818 | \$698 | 110% |
| Feb-24 | 9 | 7 | 12 | 0.9 | \$817,222 | \$885,500 | \$903,912 | 11 | \$735 | \$719 | 111% |
| Jan-24 | 8 | 6 | 6 | 0.8 | \$740,166 | \$779,444 | \$762,148 | 19 | \$712 | \$673 | 103% |
| Dec-23 | 3 | 5 | 13 | 0.3 | \$808,692 | \$856,000 | \$860,769 | 15 | \$597 | \$694 | 107% |
| Nov-23 | 6 | 11 | 12 | 0.4 | \$778,240 | \$795,000 | \$800,437 | 17 | \$626 | \$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 |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Nov-24 | 13 | 8.33% | \$795,255 | 3.19% | \$850,000 | 6.92% | \$851,846 | 6.42% | 19 | 11.8% | 103% |
| Nov-23 | 12 | 33.3% | \$770,666 | -1.23% | \$795,000 | -5.13% | \$800,437 | -3.5% | 17 | -19% | 104% |
| Nov-22 | 9 | -65.4% | \$780,282 | -7.41% | \$838,000 | 0.964% | \$829,444 | -2.07% | 21 | 16.7% | 102% |

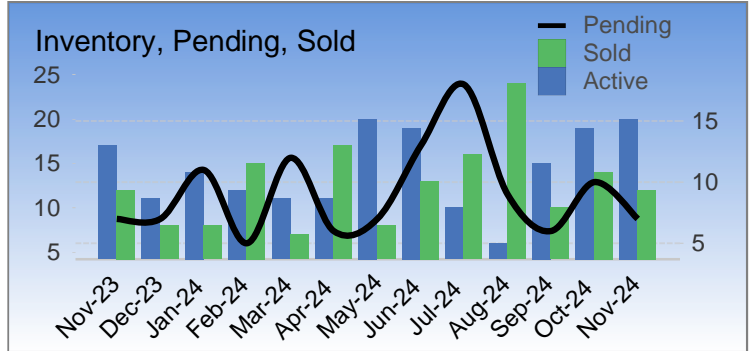
Sales Activity and Price Trends

| 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 | 2 | 0 | 1 |
| \$500-599K | 1 | 4 | 2 | 0 | 6 |
| \$600-699K | 6 | 7 | 7 | 8 | 57 |
| \$700-799K | 29 | 42 | 39 | 52 | 97 |
| \$800-899K | 50 | 61 | 62 | 77 | 20 |
| \$900-999K | 38 | 27 | 44 | 49 | 3 |
| \$1-1.299M | 19 | 8 | 34 | 7 | 0 |
| \$1.3-1.699M | 0 | 0 | 1 | 0 | 0 |
| \$1.7-1.999M | 0 | 0 | 0 | 0 | 0 |
| \$2-2.999M | 0 | 0 | 0 | 0 | 0 |
| >3M | 0 | 0 | 0 | 0 | 0 |
| Total | 143 | 149 | 191 | 193 | 184 |

Presented by:

Market Activity Summary:

- Inventory: 20 units were listed for sale as of the last day of November - approximately 1.8 months of inventory.
- Sales Activity: 12 units were sold during November,
- Median Sales Price: \$615,000 during November
- Average price per sq.ft. in November was \$539
- Average Days-on-Market (DOM) is approximately 18 days
- Sold over Asking: On average, buyers paid 102% of list price in November



Monthly Market Activity

| Month | Active | Pending | Sold | Months Supply | Avg List Price | Med Sale Price | Avg Sale Price | Average DOM | Avg \$ SqFt Active | Avg \$ SqFt Sold | Sale Price / List Price |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Nov-24 | 20 | 7 | 12 | 1.8 | \$594,398 | \$615,000 | \$606,875 | 18 | \$510 | \$539 | 102% |
| Oct-24 | 19 | 10 | 14 | 1.3 | \$532,327 | \$537,500 | \$563,785 | 13 | \$502 | \$494 | 106% |
| Sep-24 | 15 | 6 | 10 | 0.9 | \$633,580 | \$658,500 | \$637,800 | 34 | \$525 | \$519 | 101% |
| Aug-24 | 6 | 9 | 24 | 0.3 | \$568,856 | \$605,000 | \$591,854 | 24 | \$573 | \$523 | 105% |
| Jul-24 | 10 | 18 | 16 | 0.9 | \$608,955 | \$600,000 | \$635,845 | 13 | \$503 | \$543 | 105% |
| Jun-24 | 19 | 13 | 13 | 1.5 | \$606,292 | \$635,000 | \$626,538 | 30 | \$486 | \$527 | 103% |
| May-24 | 20 | 7 | 8 | 2.0 | \$515,499 | \$523,500 | \$551,250 | 13 | \$466 | \$526 | 107% |
| Apr-24 | 11 | 6 | 17 | 0.9 | \$625,982 | \$635,000 | \$645,941 | 23 | \$476 | \$495 | 103% |
| Mar-24 | 11 | 12 | 7 | 1.2 | \$605,857 | \$595,000 | \$611,071 | 30 | \$487 | \$518 | 101% |
| Feb-24 | 12 | 5 | 15 | 1.3 | \$583,759 | \$620,000 | \$609,860 | 36 | \$500 | \$515 | 105% |
| Jan-24 | 14 | 11 | 8 | 1.6 | \$534,218 | \$560,000 | \$557,250 | 31 | \$516 | \$460 | 106% |
| Dec-23 | 11 | 7 | 8 | 1.1 | \$547,647 | \$540,000 | \$555,085 | 21 | \$476 | \$524 | 102% |
| Nov-23 | 17 | 7 | 12 | 1.5 | \$545,316 | \$575,000 | \$559,500 | 18 | \$469 | \$475 | 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 |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Nov-24 | 12 | 0% | \$631,094 | 33.8% | \$615,000 | 6.96% | \$606,875 | 8.47% | 18 | 0% | 102% |
| Nov-23 | 12 | 20% | \$471,507 | -21.3% | \$575,000 | 10% | \$559,500 | 1.32% | 18 | -43.8% | 105% |
| Nov-22 | 10 | -44.4% | \$598,789 | 4.07% | \$522,500 | -24.8% | \$552,190 | -15% | 32 | 52.4% | 99% |

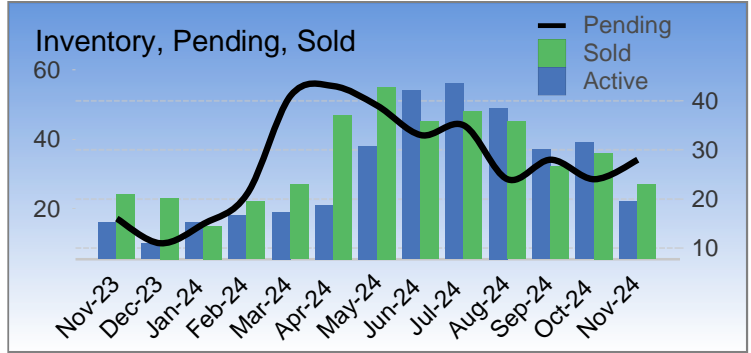
Sales Activity and Price Trends

| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 24 | 21 | 22 | 22 | 58 |
| \$500-599K | 41 | 32 | 31 | 63 | 61 |
| \$600-699K | 49 | 24 | 57 | 59 | 28 |
| \$700-799K | 20 | 26 | 39 | 37 | 6 |
| \$800-899K | 9 | 7 | 12 | 13 | 0 |
| \$900-999K | 1 | 1 | 2 | 2 | 0 |
| \$1-1.299M | 0 | 0 | 2 | 3 | 1 |
| \$1.3-1.699M | 0 | 0 | 0 | 1 | 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 | 144 | 111 | 165 | 200 | 154 |

Presented by:

Market Activity Summary:

- Inventory: 22 units were listed for sale as of the last day of November - approximately 0.7 months of inventory.
- Sales Activity: 27 units were sold during November,
- Median Sales Price: \$1,670,000 during November
- Average price per sq.ft. in November was \$796
- Average Days-on-Market (DOM) is approximately 17 days
- Sold over Asking: On average, buyers paid 102% of list price in November



Monthly Market Activity

| Month | Active | Pending | Sold | Months Supply | Avg List Price | Med Sale Price | Avg Sale Price | Average DOM | Avg \$ SqFt Active | Avg \$ SqFt Sold | Sale Price / List Price |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Nov-24 | 22 | 28 | 27 | 0.7 | \$1,698,695 | \$1,670,000 | \$1,717,259 | 17 | \$779 | \$796 | 102% |
| Oct-24 | 39 | 24 | 36 | 1.0 | \$1,834,651 | \$1,810,000 | \$1,856,996 | 23 | \$769 | \$829 | 101% |
| Sep-24 | 37 | 28 | 32 | 0.9 | \$1,737,138 | \$1,614,000 | \$1,727,715 | 33 | \$782 | \$791 | 99% |
| Aug-24 | 49 | 24 | 45 | 1.1 | \$1,816,681 | \$1,750,000 | \$1,838,189 | 16 | \$792 | \$813 | 101% |
| Jul-24 | 56 | 35 | 48 | 1.2 | \$1,950,237 | \$1,907,500 | \$1,985,891 | 14 | \$792 | \$807 | 102% |
| Jun-24 | 54 | 33 | 45 | 1.1 | \$1,919,178 | \$1,920,000 | \$1,962,441 | 10 | \$783 | \$824 | 102% |
| May-24 | 38 | 39 | 55 | 0.9 | \$2,095,479 | \$2,095,000 | \$2,209,992 | 11 | \$770 | \$822 | 106% |
| Apr-24 | 21 | 43 | 47 | 0.7 | \$2,025,375 | \$2,000,000 | \$2,134,329 | 10 | \$771 | \$830 | 106% |
| Mar-24 | 19 | 41 | 27 | 0.9 | \$1,651,139 | \$1,670,000 | \$1,764,444 | 10 | \$741 | \$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% |

Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Nov-24 | 27 | 12.5% | \$1,926,181 | 13.4% | \$1,670,000 | -1.71% | \$1,717,259 | -9.58% | 17 | -10.5% | 102% |
| Nov-23 | 24 | -36.8% | \$1,698,326 | 10.8% | \$1,699,000 | 7.02% | \$1,899,229 | 15.8% | 19 | -26.9% | 101% |
| Nov-22 | 38 | -34.5% | \$1,533,342 | -8.93% | \$1,587,500 | -3.64% | \$1,640,282 | -2.07% | 26 | 189% | 97% |

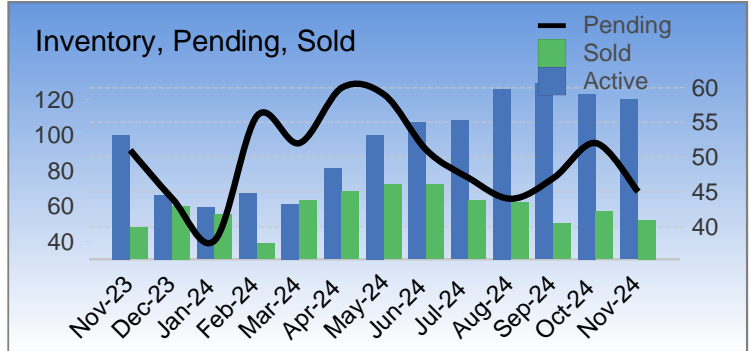
Sales Activity and Price Trends

| 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 | 4 | 0 | 0 | 2 | 13 |
| \$800-899K | 3 | 2 | 2 | 5 | 14 |
| \$900-999K | 1 | 0 | 2 | 4 | 76 |
| \$1-1.299M | 18 | 25 | 38 | 98 | 245 |
| \$1.3-1.699M | 125 | 127 | 129 | 318 | 183 |
| \$1.7-1.999M | 94 | 84 | 148 | 154 | 46 |
| \$2-2.999M | 136 | 103 | 219 | 140 | 28 |
| >3M | 18 | 12 | 36 | 14 | 0 |
| Total | 399 | 353 | 574 | 736 | 607 |

Presented by:

Market Activity Summary:

- Inventory: 120 units were listed for sale as of the last day of November - approximately 2.3 months of inventory.
- Sales Activity: 52 units were sold during November,
- Median Sales Price: \$720,000 during November
- Average price per sq.ft. in November was \$382
- Average Days-on-Market (DOM) is approximately 35 days
- Sold over Asking: On average, buyers paid 98% of list price in November



Monthly Market Activity

| Month | Active | Pending | Sold | Months Supply | Avg List Price | Med Sale Price | Avg Sale Price | Average DOM | Avg \$ SqFt Active | Avg \$ SqFt Sold | Sale Price / List Price |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Nov-24 | 120 | 45 | 52 | 2.3 | \$811,135 | \$720,000 | \$786,218 | 35 | \$396 | \$382 | 98% |
| Oct-24 | 123 | 52 | 57 | 2.3 | \$799,116 | \$745,000 | \$792,356 | 24 | \$388 | \$391 | 99% |
| Sep-24 | 129 | 47 | 50 | 2.3 | \$782,197 | \$735,550 | \$779,580 | 24 | \$381 | \$388 | 100% |
| Aug-24 | 126 | 44 | 62 | 2.0 | \$823,039 | \$769,750 | \$815,386 | 26 | \$390 | \$370 | 99% |
| Jul-24 | 108 | 47 | 63 | 1.6 | \$771,036 | \$740,000 | \$773,924 | 21 | \$393 | \$383 | 100% |
| Jun-24 | 107 | 51 | 72 | 1.6 | \$794,964 | \$737,500 | \$800,731 | 20 | \$386 | \$388 | 102% |
| May-24 | 100 | 59 | 72 | 1.6 | \$775,555 | \$746,000 | \$787,153 | 12 | \$383 | \$399 | 102% |
| Apr-24 | 81 | 60 | 68 | 1.5 | \$825,347 | \$770,000 | \$837,720 | 21 | \$438 | \$379 | 102% |
| Mar-24 | 61 | 52 | 63 | 1.2 | \$817,555 | \$799,950 | \$821,900 | 22 | \$469 | \$384 | 101% |
| Feb-24 | 67 | 56 | 39 | 1.3 | \$790,214 | \$745,000 | \$788,588 | 32 | \$466 | \$397 | 100% |
| Jan-24 | 59 | 38 | 55 | 1.1 | \$714,235 | \$686,500 | \$706,401 | 50 | \$469 | \$372 | 99% |
| Dec-23 | 66 | 44 | 60 | 1.3 | \$752,206 | \$703,500 | \$739,738 | 25 | \$472 | \$367 | 99% |
| Nov-23 | 100 | 51 | 48 | 2.0 | \$753,931 | \$700,000 | \$752,138 | 26 | \$441 | \$384 | 100% |

Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Nov-24 | 52 | 8.33% | \$797,745 | -14% | \$720,000 | 2.86% | \$786,218 | 4.53% | 35 | 34.6% | 98% |
| Nov-23 | 48 | 20% | \$927,384 | 16.3% | \$700,000 | 4.09% | \$752,138 | 8.16% | 26 | -36.6% | 100% |
| Nov-22 | 40 | -57% | \$797,149 | 9.94% | \$672,500 | -1.82% | \$695,380 | -7.18% | 41 | 70.8% | 98% |

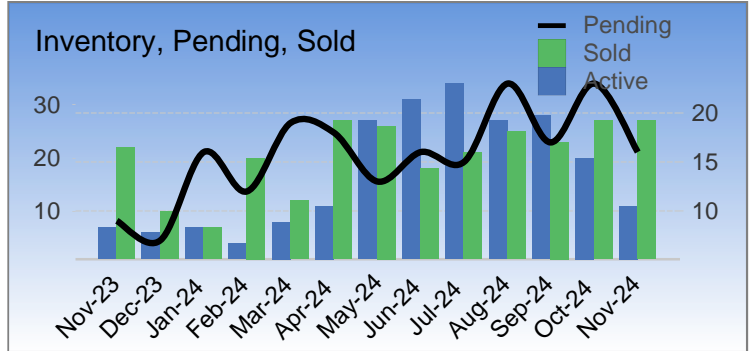
Sales Activity and Price Trends

| Price Range | 2024 YTD units sold | 2023 YTD units sold | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K | 36 | 41 | 48 | 105 | 345 |
| \$500-599K | 86 | 92 | 85 | 195 | 355 |
| \$600-699K | 139 | 135 | 160 | 243 | 143 |
| \$700-799K | 131 | 124 | 171 | 192 | 62 |
| \$800-899K | 102 | 79 | 130 | 139 | 22 |
| \$900-999K | 52 | 40 | 74 | 53 | 8 |
| \$1-1.299M | 73 | 40 | 86 | 51 | 14 |
| \$1.3-1.699M | 29 | 5 | 24 | 16 | 3 |
| \$1.7-1.999M | 4 | 3 | 2 | 4 | 0 |
| \$2-2.999M | 1 | 1 | 3 | 5 | 0 |
| >3M | 0 | 0 | 0 | 0 | 0 |
| Total | 653 | 560 | 783 | 1003 | 952 |

Presented by:

Market Activity Summary:

- Inventory: 11 units were listed for sale as of the last day of November - approximately 0.4 months of inventory.
- Sales Activity: 27 units were sold during November,
- Median Sales Price: \$1,538,000 during November
- Average price per sq.ft. in November was \$850
- Average Days-on-Market (DOM) is approximately 20 days
- Sold over Asking: On average, buyers paid 105% of list price in November



Monthly Market Activity

| Month | Active | Pending | Sold | Months Supply | Avg List Price | Med Sale Price | Avg Sale Price | Average DOM | Avg \$ SqFt Active | Avg \$ SqFt Sold | Sale Price / List Price |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Nov-24 | 11 | 16 | 27 | 0.4 | \$1,567,019 | \$1,538,000 | \$1,636,403 | 20 | \$976 | \$850 | 105% |
| Oct-24 | 20 | 23 | 27 | 0.8 | \$1,484,122 | \$1,500,000 | \$1,522,777 | 17 | \$910 | \$847 | 103% |
| Sep-24 | 28 | 17 | 23 | 1.3 | \$1,395,466 | \$1,425,100 | \$1,428,103 | 20 | \$831 | \$840 | 103% |
| Aug-24 | 27 | 23 | 25 | 1.3 | \$1,333,003 | \$1,385,000 | \$1,385,784 | 13 | \$844 | \$899 | 104% |
| Jul-24 | 34 | 15 | 21 | 1.6 | \$1,369,123 | \$1,500,000 | \$1,485,000 | 10 | \$866 | \$884 | 108% |
| Jun-24 | 31 | 16 | 18 | 1.4 | \$1,462,552 | \$1,540,000 | \$1,581,660 | 8 | \$893 | \$887 | 108% |
| May-24 | 27 | 13 | 26 | 1.2 | \$1,319,037 | \$1,502,500 | \$1,432,346 | 9 | \$895 | \$888 | 108% |
| Apr-24 | 11 | 18 | 27 | 0.6 | \$1,330,428 | \$1,540,000 | \$1,516,662 | 16 | \$852 | \$917 | 114% |
| Mar-24 | 8 | 19 | 12 | 0.7 | \$1,392,986 | \$1,564,000 | \$1,542,177 | 7 | \$788 | \$840 | 111% |
| Feb-24 | 4 | 12 | 20 | 0.4 | \$1,327,527 | \$1,465,000 | \$1,426,850 | 11 | \$867 | \$855 | 108% |
| Jan-24 | 7 | 16 | 7 | 0.5 | \$1,130,992 | \$1,250,000 | \$1,119,285 | 21 | \$803 | \$765 | 99% |
| Dec-23 | 6 | 7 | 10 | 0.4 | \$1,147,172 | \$1,142,500 | \$1,215,900 | 10 | \$786 | \$767 | 106% |
| Nov-23 | 7 | 9 | 22 | 0.4 | \$1,312,618 | \$1,290,000 | \$1,335,631 | 20 | \$796 | \$767 | 102% |

Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Nov-24 | 27 | 22.7% | \$1,478,153 | 22% | \$1,538,000 | 19.2% | \$1,636,403 | 22.5% | 20 | 0% | 105% |
| Nov-23 | 22 | 10% | \$1,211,408 | -6.65% | \$1,290,000 | 3.82% | \$1,335,631 | 0.883% | 20 | -35.5% | 102% |
| Nov-22 | 20 | -37.5% | \$1,297,718 | -2.56% | \$1,242,500 | -9.83% | \$1,323,945 | -8.03% | 31 | 158% | 96% |

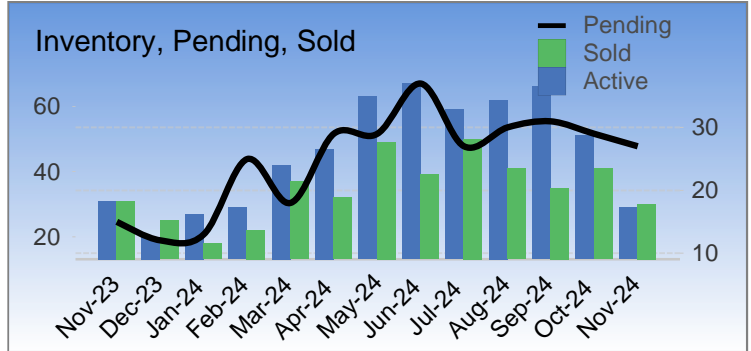
Sales Activity and Price Trends

| 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 | 1 | 0 | 1 | 4 | 11 |
| \$700-799K | 3 | 3 | 4 | 9 | 19 |
| \$800-899K | 6 | 9 | 15 | 20 | 44 |
| \$900-999K | 8 | 16 | 13 | 22 | 49 |
| \$1-1.299M | 44 | 57 | 57 | 97 | 88 |
| \$1.3-1.699M | 124 | 100 | 105 | 113 | 19 |
| \$1.7-1.999M | 28 | 15 | 36 | 18 | 3 |
| \$2-2.999M | 19 | 8 | 20 | 10 | 0 |
| >3M | 0 | 0 | 1 | 0 | 0 |
| Total | 233 | 208 | 252 | 293 | 235 |

Presented by:

Market Activity Summary:

- Inventory: 29 units were listed for sale as of the last day of November - approximately 0.9 months of inventory.
- Sales Activity: 30 units were sold during November,
- Median Sales Price: \$1,575,000 during November
- Average price per sq.ft. in November was \$740
- Average Days-on-Market (DOM) is approximately 27 days
- Sold over Asking: On average, buyers paid 99% of list price in November



Monthly Market Activity

| Month | Active | Pending | Sold | Months Supply | Avg List Price | Med Sale Price | Avg Sale Price | Average DOM | Avg \$ SqFt Active | Avg \$ SqFt Sold | Sale Price / List Price |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Nov-24 | 29 | 27 | 30 | 0.9 | \$1,565,289 | \$1,575,000 | \$1,546,933 | 27 | \$836 | \$740 | 99% |
| Oct-24 | 51 | 29 | 41 | 1.3 | \$1,623,481 | \$1,565,000 | \$1,649,314 | 25 | \$787 | \$733 | 102% |
| Sep-24 | 66 | 31 | 35 | 1.6 | \$1,606,711 | \$1,500,000 | \$1,624,475 | 25 | \$760 | \$748 | 102% |
| Aug-24 | 62 | 30 | 41 | 1.4 | \$1,684,695 | \$1,520,000 | \$1,727,068 | 23 | \$776 | \$777 | 103% |
| Jul-24 | 59 | 27 | 50 | 1.3 | \$1,636,515 | \$1,675,000 | \$1,698,222 | 15 | \$794 | \$821 | 104% |
| Jun-24 | 67 | 37 | 39 | 1.7 | \$1,810,743 | \$1,780,000 | \$1,862,974 | 18 | \$770 | \$792 | 105% |
| May-24 | 63 | 29 | 49 | 1.6 | \$1,629,930 | \$1,650,000 | \$1,716,413 | 15 | \$813 | \$800 | 105% |
| Apr-24 | 47 | 29 | 32 | 1.6 | \$1,550,462 | \$1,635,000 | \$1,623,812 | 15 | \$789 | \$797 | 106% |
| Mar-24 | 42 | 18 | 37 | 1.7 | \$1,572,886 | \$1,585,000 | \$1,667,932 | 15 | \$786 | \$829 | 106% |
| Feb-24 | 29 | 25 | 22 | 1.4 | \$1,475,850 | \$1,450,000 | \$1,549,454 | 16 | \$761 | \$801 | 106% |
| Jan-24 | 27 | 13 | 18 | 1.1 | \$1,471,550 | \$1,462,500 | \$1,476,330 | 31 | \$761 | \$683 | 101% |
| Dec-23 | 20 | 12 | 25 | 0.7 | \$1,406,631 | \$1,400,000 | \$1,424,908 | 21 | \$790 | \$715 | 102% |
| Nov-23 | 31 | 15 | 31 | 1.0 | \$1,597,193 | \$1,420,000 | \$1,600,580 | 17 | \$731 | \$718 | 101% |

Market Trends

| Month | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Nov-24 | 30 | -3.23% | \$1,756,774 | 14.7% | \$1,575,000 | 10.9% | \$1,546,933 | -3.35% | 27 | 58.8% | 99% |
| Nov-23 | 31 | -20.5% | \$1,531,388 | -9.59% | \$1,420,000 | -0.351% | \$1,600,580 | 10.3% | 17 | -15% | 101% |
| Nov-22 | 39 | -36.1% | \$1,693,766 | 17% | \$1,425,000 | -1.72% | \$1,451,718 | -5.21% | 20 | 17.6% | 99% |

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 | 1 | 0 | 1 | 1 | 1 |
| \$600-699K | 1 | 1 | 0 | 3 | 1 |
| \$700-799K | 0 | 0 | 2 | 4 | 15 |
| \$800-899K | 4 | 3 | 7 | 11 | 34 |
| \$900-999K | 12 | 7 | 7 | 33 | 63 |
| \$1-1.299M | 72 | 71 | 78 | 175 | 199 |
| \$1.3-1.699M | 142 | 148 | 211 | 292 | 175 |
| \$1.7-1.999M | 79 | 66 | 98 | 120 | 44 |
| \$2-2.999M | 74 | 39 | 99 | 65 | 21 |
| >3M | 9 | 16 | 19 | 8 | 3 |
| Total | 394 | 351 | 522 | 712 | 556 |

Presented by:

