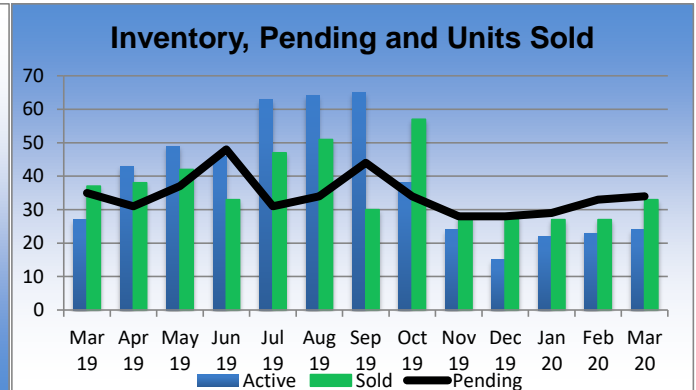
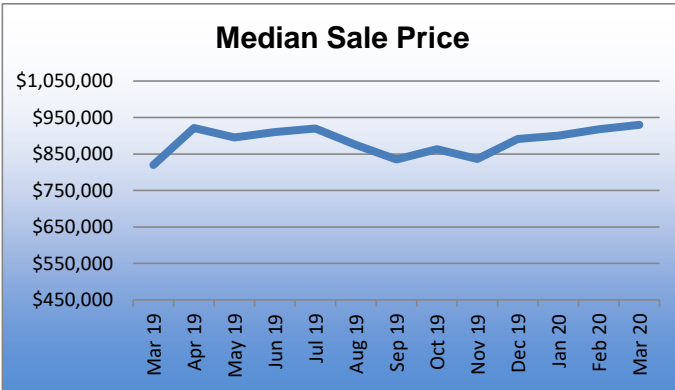


Market Activity Summary:

- Inventory: 24 units were listed for sale as of the last day of March - approximately 1 month of inventory.
- Sales Activity: 33 single-family detached units were sold during March.
- Median Sales Price: \$930,000 during March.
- Days-on-Market (DOM) year-to-date is approximately 13 days.
- Average sales price was 105.86% of the average list price during March.



Monthly Market Activity

| | Active | Pending | Sold | Months Supply | Avg List Price | Median Sale Price | Avg Sale Price | Average DOM | Avg \$ Sqft Listed | Avg \$ Sqft Sold | Sale Price/List Price |
|--------|--------|---------|------|---------------|----------------|-------------------|----------------|-------------|--------------------|------------------|-----------------------|
| Mar 19 | 27 | 35 | 37 | 0.9 | \$871,597 | \$820,000 | \$878,043 | 30 | \$516 | \$523 | 100.74% |
| Apr 19 | 43 | 31 | 38 | 1.4 | \$942,901 | \$921,500 | \$957,385 | 24 | \$512 | \$524 | 101.54% |
| May 19 | 49 | 37 | 42 | 1.4 | \$908,616 | \$895,500 | \$938,256 | 22 | \$512 | \$529 | 103.26% |
| Jun 19 | 46 | 48 | 33 | 1.2 | \$990,318 | \$910,000 | \$993,126 | 17 | \$516 | \$524 | 100.28% |
| Jul 19 | 63 | 31 | 47 | 1.7 | \$950,878 | \$920,000 | \$966,668 | 23 | \$505 | \$518 | 101.66% |
| Aug 19 | 64 | 34 | 51 | 1.7 | \$961,246 | \$875,000 | \$970,697 | 22 | \$567 | \$576 | 100.98% |
| Sep 19 | 65 | 44 | 30 | 1.7 | \$836,724 | \$835,000 | \$854,579 | 20 | \$496 | \$506 | 102.13% |
| Oct 19 | 38 | 34 | 57 | 1.1 | \$894,171 | \$863,000 | \$911,641 | 21 | \$503 | \$513 | 101.95% |
| Nov 19 | 24 | 28 | 28 | 0.7 | \$867,658 | \$836,500 | \$872,425 | 36 | \$496 | \$499 | 100.55% |
| Dec 19 | 15 | 28 | 28 | 0.4 | \$920,358 | \$891,250 | \$912,381 | 56 | \$471 | \$473 | 99.13% |
| Jan 20 | 22 | 29 | 27 | 0.7 | \$886,115 | \$900,000 | \$922,037 | 32 | \$515 | \$537 | 104.05% |
| Feb 20 | 23 | 33 | 27 | 0.8 | \$949,705 | \$918,120 | \$977,745 | 31 | \$545 | \$556 | 102.95% |
| Mar 20 | 24 | 34 | 33 | 0.8 | \$888,174 | \$930,000 | \$940,209 | 13 | \$527 | \$560 | 105.86% |

Market Trends

| Month to Month | Sold | %Change | Avg List Price | % Change | Median Sale Price | % Change | Avg Sale Price | % Change | Avg DOM | % Change | Sale Price/List Price |
|----------------|------|---------|----------------|----------|-------------------|----------|----------------|----------|---------|----------|-----------------------|
| Mar 20 | 33 | -10.81% | \$888,174 | 1.90% | \$930,000 | 13.41% | \$940,209 | 7.08% | 13 | -55.54% | 105.86% |
| Mar 19 | 37 | 37.04% | \$871,597 | 10.44% | \$820,000 | -1.20% | \$878,043 | 1.05% | 30 | 188.99% | 100.74% |
| Mar 18 | 27 | -30.77% | \$789,186 | 1.47% | \$830,000 | 7.10% | \$868,903 | 9.96% | 10 | -67.11% | 110.10% |

Sales Activity & Price Trends

| Price Range | 2020 YTD units sold | 2019 YTD units sold | 2018 YTD units sold | 2017 YTD units sold | 2016 YTD units sold |
|----------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <\$500K | | 1 | 1 | | 9 |
| \$500-\$599K | | 5 | 1 | 14 | 7 |
| \$600-\$699K | 7 | 14 | 8 | 18 | 17 |
| \$700-\$799K | 14 | 15 | 22 | 13 | 18 |
| \$800-\$899K | 20 | 21 | 14 | 23 | 14 |
| \$900-\$999K | 17 | 8 | 13 | 7 | 6 |
| \$1-\$1.299m | 26 | 24 | 13 | 12 | 3 |
| \$1.3-\$1.699m | 5 | 3 | 1 | 1 | |
| \$1.7-\$1.999m | | | | | |
| \$2-\$2.999m | | | | | |
| >\$3m | | | 1 | | |
| Totals: | 89 | 91 | 74 | 88 | 74 |

Presented by:

