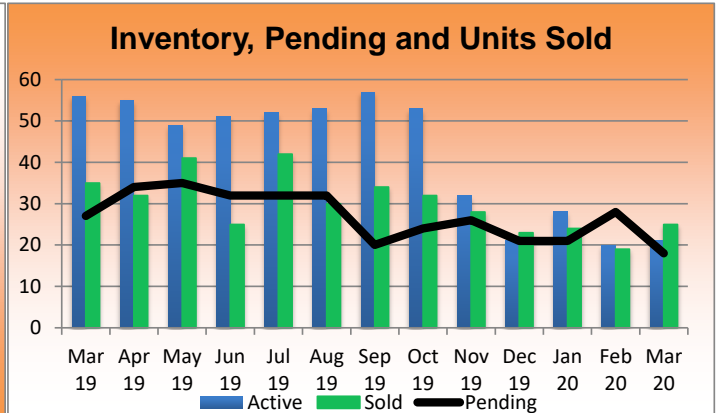
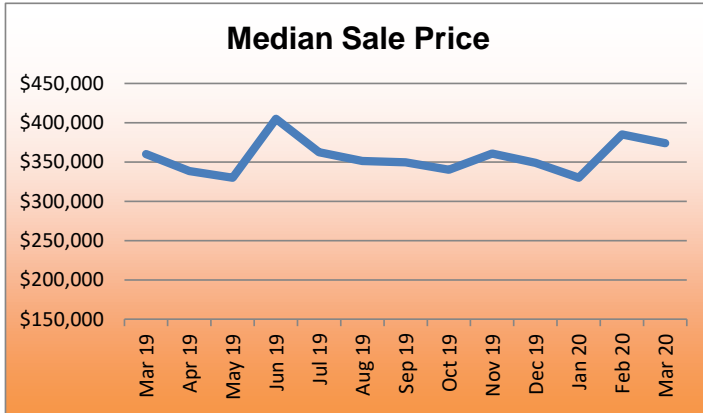


## Market Activity Summary:

- Inventory: 21 units were listed for sale as of the last day of March - approximately 1 month of inventory.
- Sales Activity: 25 single-family attached units were sold during March.
- Median Sales Price: \$374,000 during March.
- Days-on-Market (DOM) year-to-date is approximately 23 days.
- Average sales price was 100.68% 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	56	27	35	1.9	\$385,979	\$360,000	\$392,037	28	\$358	\$364	101.57%
Apr 19	55	34	32	2.0	\$355,636	\$338,500	\$359,797	37	\$352	\$355	101.17%
May 19	49	35	41	1.6	\$361,195	\$330,000	\$363,457	23	\$363	\$367	100.63%
Jun 19	51	32	25	1.6	\$434,109	\$405,000	\$436,276	34	\$349	\$351	100.50%
Jul 19	52	32	42	1.6	\$374,558	\$362,500	\$377,247	31	\$365	\$366	100.72%
Aug 19	53	32	30	1.6	\$390,020	\$351,250	\$390,097	14	\$381	\$382	100.02%
Sep 19	57	20	34	2.0	\$391,220	\$349,450	\$390,643	42	\$363	\$362	99.85%
Oct 19	53	24	32	2.0	\$366,096	\$340,000	\$362,373	32	\$365	\$361	98.98%
Nov 19	32	26	28	1.3	\$399,293	\$360,750	\$399,540	43	\$354	\$353	100.06%
Dec 19	21	21	23	0.9	\$369,083	\$349,000	\$369,217	38	\$366	\$366	100.04%
Jan 20	28	21	24	1.2	\$350,573	\$330,000	\$349,240	55	\$356	\$356	99.62%
Feb 20	20	28	19	0.8	\$400,550	\$385,000	\$406,053	26	\$382	\$388	101.37%
Mar 20	21	18	25	1.0	\$389,996	\$374,000	\$392,660	23	\$365	\$366	100.68%

## 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	25	-28.57%	\$389,996	1.04%	\$374,000	3.89%	\$392,660	0.16%	23	-19.16%	100.68%
Mar 19	35	6.06%	\$385,979	9.26%	\$360,000	4.35%	\$392,037	6.52%	28	220.66%	101.57%
Mar 18	33	-8.33%	\$353,255	6.10%	\$345,000	11.29%	\$368,054	8.62%	9	-40.54%	104.19%

## 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
< 100k					
\$100k-299k	14	20	29	53	
\$300k-399k	38	42	39	21	
\$400k-499k	13	12	8	9	
\$500k-599k	7	10	6	4	
\$600k-699k	3	4	4	5	
\$700k-799k				1	
\$800k-899k					
\$900k-999k					
\$1m - 1.49m					
\$1.5m +					
<b>Totals:</b>	<b>75</b>	<b>88</b>	<b>86</b>	<b>93</b>	<b>0</b>

Presented by:

Includes the areas of Concord, Clayton

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