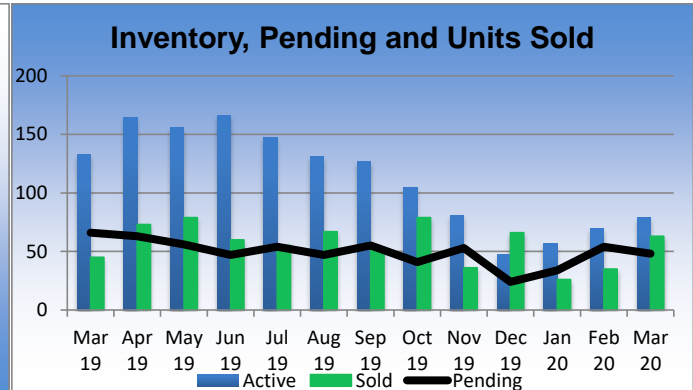
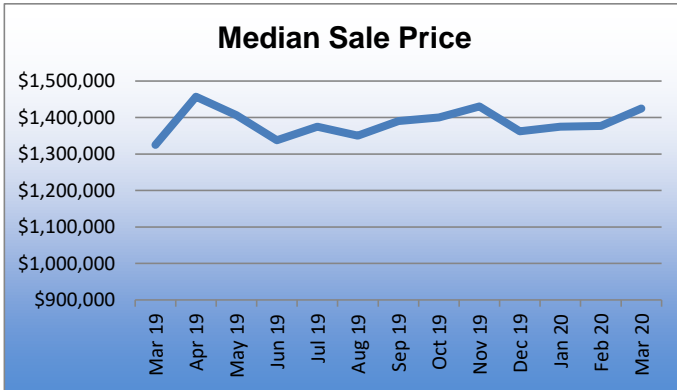


Market Activity Summary:

- Inventory: 79 units were listed for sale as of the last day of March - approximately 2 months of inventory .
- Sales Activity: 63 single-family detached units were sold during March.
- Median Sales Price: \$1,425,000 during March.
- Days-on-Market (DOM) year-to-date is approximately 31 days.
- Average sales price was 100.14% 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 | 133 | 66 | 45 | 2.6 | \$1,524,971 | \$1,325,000 | \$1,509,047 | 49 | \$541 | \$536 | 98.96% |
| Apr 19 | 164 | 63 | 73 | 3.4 | \$1,599,927 | \$1,457,000 | \$1,580,624 | 30 | \$543 | \$539 | 98.79% |
| May 19 | 156 | 56 | 79 | 2.8 | \$1,614,951 | \$1,406,500 | \$1,608,000 | 24 | \$542 | \$541 | 99.57% |
| Jun 19 | 166 | 47 | 60 | 2.9 | \$1,601,858 | \$1,337,500 | \$1,588,359 | 36 | \$559 | \$558 | 99.16% |
| Jul 19 | 147 | 54 | 55 | 2.7 | \$1,548,883 | \$1,375,000 | \$1,528,893 | 34 | \$527 | \$521 | 98.71% |
| Aug 19 | 131 | 47 | 67 | 2.6 | \$1,453,246 | \$1,350,000 | \$1,433,002 | 41 | \$537 | \$531 | 98.61% |
| Sep 19 | 127 | 55 | 52 | 2.5 | \$1,508,870 | \$1,390,000 | \$1,478,095 | 45 | \$542 | \$533 | 97.96% |
| Oct 19 | 105 | 41 | 79 | 2.1 | \$1,524,314 | \$1,400,000 | \$1,508,573 | 45 | \$512 | \$507 | 98.97% |
| Nov 19 | 81 | 53 | 36 | 1.7 | \$1,581,231 | \$1,430,000 | \$1,553,769 | 50 | \$540 | \$533 | 98.26% |
| Dec 19 | 47 | 24 | 66 | 1.1 | \$1,477,843 | \$1,362,500 | \$1,457,027 | 43 | \$538 | \$531 | 98.59% |
| Jan 20 | 57 | 34 | 26 | 1.5 | \$1,565,688 | \$1,375,000 | \$1,536,817 | 68 | \$529 | \$520 | 98.16% |
| Feb 20 | 70 | 54 | 35 | 1.7 | \$1,496,641 | \$1,377,000 | \$1,491,298 | 24 | \$553 | \$560 | 99.64% |
| Mar 20 | 79 | 48 | 63 | 2.0 | \$1,517,627 | \$1,425,000 | \$1,519,764 | 31 | \$533 | \$536 | 100.14% |

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 | 63 | 40.00% | \$1,517,627 | -0.48% | \$1,425,000 | 7.55% | \$1,519,764 | 0.71% | 31 | -35.55% | 100.14% |
| Mar 19 | 45 | -13.46% | \$1,524,971 | 12.75% | \$1,325,000 | -0.56% | \$1,509,047 | 9.67% | 49 | 106.34% | 98.96% |
| Mar 18 | 52 | -8.77% | \$1,352,559 | -7.85% | \$1,332,500 | 2.50% | \$1,375,987 | -5.65% | 24 | -26.62% | 101.73% |

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 | | | | | |
| \$500-\$599K | | | | 1 | |
| \$600-\$699K | | | | | |
| \$700-\$799K | | | | | 1 |
| \$800-\$899K | 2 | 7 | 2 | 7 | 9 |
| \$900-\$999K | 5 | 9 | 7 | 16 | 18 |
| \$1-\$1.299m | 38 | 32 | 40 | 50 | 52 |
| \$1.3-\$1.699m | 54 | 43 | 55 | 42 | 32 |
| \$1.7-\$1.999m | 14 | 16 | 7 | 12 | 10 |
| \$2-\$2.999m | 8 | 9 | 10 | 8 | 8 |
| >\$3m | 7 | 1 | | 2 | 2 |
| Totals: | 128 | 117 | 121 | 138 | 132 |

Presented by: