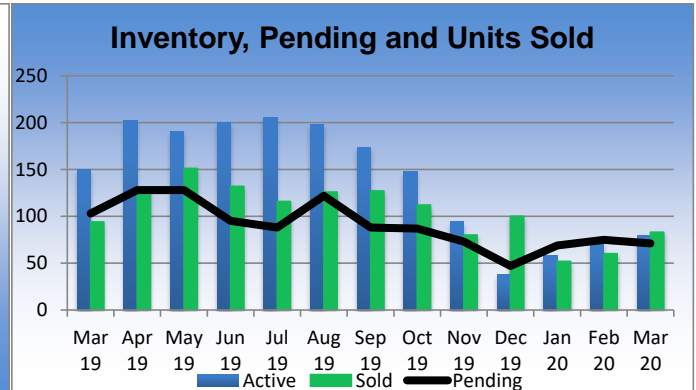
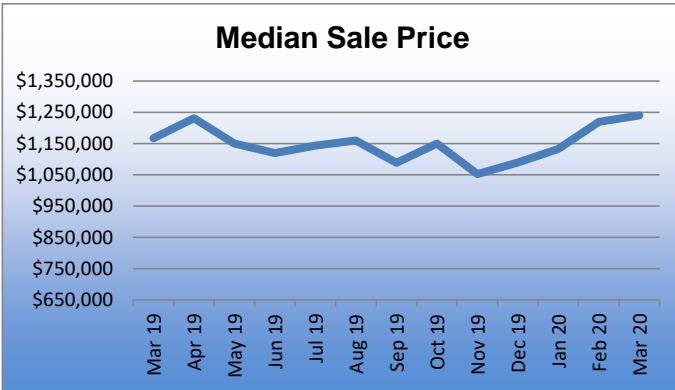


Market Activity Summary:

- Inventory: 80 units were listed for sale as of the last day of March - approximately 1 month of inventory.
- Sales Activity: 83 single-family detached units were sold during March.
- Median Sales Price: \$1,240,000 during March.
- Days-on-Market (DOM) year-to-date is approximately 23 days.
- Average sales price was 104.08% 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	150	103	94	1.7	\$1,316,486	\$1,167,500	\$1,322,780	25	\$691	\$701	100.48%
Apr 19	202	128	127	2.2	\$1,309,216	\$1,231,313	\$1,326,811	23	\$699	\$716	101.34%
May 19	191	128	151	1.7	\$1,260,958	\$1,150,000	\$1,286,196	21	\$724	\$740	102.00%
Jun 19	200	95	132	1.8	\$1,220,963	\$1,120,000	\$1,224,753	22	\$712	\$720	100.31%
Jul 19	205	88	116	1.9	\$1,220,107	\$1,143,750	\$1,225,325	26	\$709	\$715	100.43%
Aug 19	198	122	126	1.8	\$1,277,035	\$1,160,000	\$1,279,312	31	\$691	\$692	100.18%
Sep 19	173	88	127	1.8	\$1,247,874	\$1,089,000	\$1,228,183	35	\$675	\$670	98.42%
Oct 19	148	87	112	1.5	\$1,217,323	\$1,150,000	\$1,210,198	33	\$696	\$696	99.41%
Nov 19	94	73	80	1.0	\$1,133,777	\$1,052,500	\$1,124,114	33	\$712	\$705	99.15%
Dec 19	38	47	100	0.5	\$1,132,269	\$1,089,500	\$1,126,516	39	\$712	\$712	99.49%
Jan 20	58	69	52	0.8	\$1,259,874	\$1,132,500	\$1,256,868	39	\$690	\$696	99.76%
Feb 20	73	75	60	1.1	\$1,353,716	\$1,220,000	\$1,379,665	25	\$685	\$704	101.92%
Mar 20	80	71	83	1.2	\$1,347,858	\$1,240,000	\$1,402,905	23	\$742	\$781	104.08%

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	83	-11.70%	\$1,347,858	2.38%	\$1,240,000	6.21%	\$1,402,905	6.06%	23	-7.69%	104.08%
Mar 19	94	-7.84%	\$1,316,486	14.14%	\$1,167,500	-7.34%	\$1,322,780	1.36%	25	108.13%	100.48%
Mar 18	102	-31.54%	\$1,153,435	3.01%	\$1,260,000	20.57%	\$1,305,057	13.39%	12	-43.77%	113.15%

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					3
\$500-\$599K					3
\$600-\$699K		2	2	9	22
\$700-\$799K	10	12	3	31	41
\$800-\$899K	10	21	14	50	48
\$900-\$999K	19	38	21	61	53
\$1-\$1.299m	80	82	90	85	58
\$1.3-\$1.699m	44	42	56	34	44
\$1.7-\$1.999m	13	9	12	14	13
\$2-\$2.999m	19	10	10	14	8
>\$3m	4	3	1		2
Totals:	199	219	209	298	295

Presented by:

