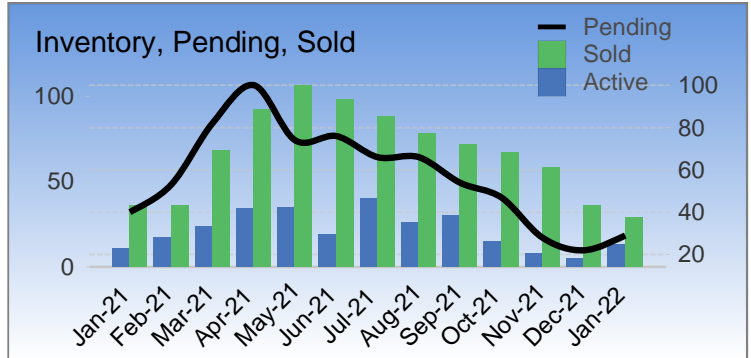


## Market Activity Summary:

- Inventory: 13 units were listed for sale as of the last day of January - approximately 0.3 months of inventory.
- Sales Activity: 29 single-family detached units were sold during January
- Median Sales Price: \$2,115,000 during January
- Average price per sq.ft. in January was \$801
- Days-on-Market (DOM) year-to-date is approximately 5 days
- Sold over Asking: On average, buyers paid 112% of list price in January



## Monthly Market Activity

| Month  | Active | Pending | Sold | Months Supply | Avg List Price | Med Sale Price | Avg Sale Price | Average DOM | Avg \$ SqSf Active | Avg \$ SqFt Sold | Sale Price / List Price |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| Jan-22 | 13     | 29      | 29   | 0.3           | \$1,730,046    | \$2,115,000    | \$2,146,258    | 7           | \$759              | \$801            | 112%                    |
| Dec-21 | 5      | 22      | 36   | 0.1           | \$1,845,024    | \$1,717,500    | \$1,882,472    | 7           | \$810              | \$783            | 112%                    |
| Nov-21 | 8      | 28      | 58   | 0.1           | \$1,680,327    | \$1,647,500    | \$1,674,905    | 9           | \$699              | \$776            | 108%                    |
| Oct-21 | 15     | 47      | 67   | 0.2           | \$1,628,291    | \$1,670,000    | \$1,784,528    | 8           | \$731              | \$748            | 111%                    |
| Sep-21 | 30     | 54      | 72   | 0.4           | \$1,567,903    | \$1,650,000    | \$1,778,572    | 10          | \$733              | \$723            | 108%                    |
| Aug-21 | 26     | 66      | 78   | 0.3           | \$1,574,858    | \$1,812,500    | \$1,855,615    | 7           | \$715              | \$748            | 111%                    |
| Jul-21 | 40     | 66      | 88   | 0.4           | \$1,692,082    | \$1,712,500    | \$1,802,962    | 8           | \$652              | \$709            | 113%                    |
| Jun-21 | 19     | 76      | 98   | 0.2           | \$1,646,098    | \$1,627,500    | \$1,761,339    | 8           | \$684              | \$706            | 113%                    |
| May-21 | 35     | 74      | 106  | 0.4           | \$1,555,442    | \$1,560,000    | \$1,675,318    | 6           | \$644              | \$711            | 114%                    |
| Apr-21 | 34     | 100     | 92   | 0.5           | \$1,473,227    | \$1,625,000    | \$1,693,080    | 5           | \$627              | \$685            | 115%                    |
| Mar-21 | 24     | 82      | 68   | 0.5           | \$1,479,047    | \$1,562,500    | \$1,648,369    | 7           | \$596              | \$649            | 113%                    |
| Feb-21 | 17     | 53      | 36   | 0.4           | \$1,586,276    | \$1,417,500    | \$1,479,496    | 6           | \$624              | \$628            | 111%                    |
| Jan-21 | 11     | 40      | 36   | 0.2           | \$1,401,263    | \$1,352,500    | \$1,456,890    | 14          | \$666              | \$584            | 107%                    |

## Market Trends

| Month  | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| Jan-22 | 29   | -19.4%   | \$1,730,046    | 23.5%    | \$2,115,000    | 56.4%    | \$2,146,258    | 47.3%   | 7           | -50%     | 112%                    |
| Jan-21 | 36   | 24.1%    | \$1,401,263    | 11.9%    | \$1,352,500    | 21.8%    | \$1,456,890    | 16%     | 14          | -50%     | 107%                    |
| Jan-20 | 29   | -12.1%   | \$1,252,217    | -5.36%   | \$1,110,000    | -7.5%    | \$1,256,044    | 5.31%   | 28          | -24.3%   | 100%                    |

## Sales Activity and Price Trends

| Price Range  | 2022 YTD units sold | 2021 YTD units sold | 2020 YTD units sold | 2019 YTD units sold | 2018 YTD units sold |
|--------------|---------------------|---------------------|---------------------|---------------------|---------------------|
| <500K        | 0                   | 0                   | 0                   | 0                   | 0                   |
| \$500-599K   | 0                   | 0                   | 0                   | 2                   | 5                   |
| \$600-699K   | 0                   | 1                   | 4                   | 13                  | 6                   |
| \$700-799K   | 0                   | 2                   | 15                  | 6                   | 16                  |
| \$800-899K   | 0                   | 5                   | 17                  | 38                  | 38                  |
| \$900-999K   | 0                   | 5                   | 78                  | 92                  | 81                  |
| \$1-1.299M   | 1                   | 108                 | 280                 | 288                 | 263                 |
| \$1.3-1.699M | 4                   | 337                 | 219                 | 141                 | 179                 |
| \$1.7-1.999M | 9                   | 165                 | 51                  | 17                  | 25                  |
| \$2-2.999M   | 16                  | 162                 | 30                  | 20                  | 21                  |
| >3M          | 2                   | 16                  | 0                   | 0                   | 0                   |
| Total        | 32                  | 796                 | 694                 | 617                 | 634                 |

## Presented by: