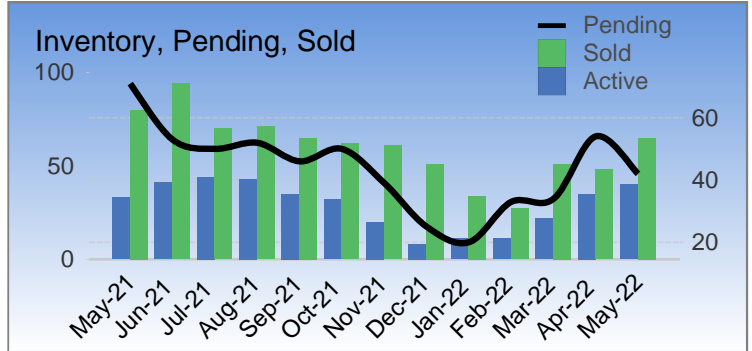


## Market Activity Summary:

- Inventory: 41 units were listed for sale as of the last day of May - approximately 0.8 months of inventory.
- Sales Activity: 65 units were sold during May
- Median Sales Price: \$1,711,000 during May
- Average price per sq.ft. in May was \$817
- Average Days-on-Market (DOM) is approximately 9 days
- Sold over Asking: On average, buyers paid 113% of list price in May



## Monthly Market Activity

| Month  | Active | Pending | Sold | Months Supply | Avg List Price | Med Sale Price | Avg Sale Price | Average DOM | Avg \$ SqFt Active | Avg \$ SqFt Sold | Sale Price / List Price |
|--------|--------|---------|------|---------------|----------------|----------------|----------------|-------------|--------------------|------------------|-------------------------|
| May-22 | 40     | 42      | 65   | 0.8           | \$1,783,940    | \$1,711,000    | \$1,896,561    | 9           | \$808              | \$817            | 113%                    |
| Apr-22 | 35     | 54      | 48   | 0.8           | \$1,805,328    | \$1,850,000    | \$1,898,011    | 10          | \$769              | \$885            | 120%                    |
| Mar-22 | 22     | 34      | 51   | 0.6           | \$1,706,509    | \$1,700,000    | \$1,850,184    | 7           | \$766              | \$844            | 114%                    |
| Feb-22 | 11     | 33      | 27   | 0.3           | \$1,573,499    | \$1,690,000    | \$1,806,574    | 8           | \$702              | \$849            | 116%                    |
| Jan-22 | 11     | 20      | 34   | 0.2           | \$1,599,724    | \$1,555,000    | \$1,601,389    | 13          | \$704              | \$793            | 110%                    |
| Dec-21 | 8      | 25      | 51   | 0.1           | \$1,504,481    | \$1,450,000    | \$1,527,380    | 14          | \$699              | \$790            | 108%                    |
| Nov-21 | 20     | 39      | 61   | 0.3           | \$1,447,209    | \$1,450,000    | \$1,531,483    | 17          | \$715              | \$733            | 109%                    |
| Oct-21 | 32     | 50      | 62   | 0.5           | \$1,468,659    | \$1,495,000    | \$1,527,271    | 14          | \$703              | \$736            | 107%                    |
| Sep-21 | 35     | 46      | 65   | 0.5           | \$1,441,840    | \$1,440,000    | \$1,514,151    | 12          | \$665              | \$758            | 109%                    |
| Aug-21 | 43     | 52      | 71   | 0.5           | \$1,328,543    | \$1,400,000    | \$1,481,035    | 14          | \$662              | \$730            | 107%                    |
| Jul-21 | 44     | 50      | 70   | 0.6           | \$1,430,257    | \$1,510,000    | \$1,566,076    | 10          | \$668              | \$733            | 111%                    |
| Jun-21 | 41     | 53      | 94   | 0.5           | \$1,448,533    | \$1,476,250    | \$1,550,210    | 10          | \$661              | \$726            | 110%                    |
| May-21 | 33     | 71      | 80   | 0.4           | \$1,424,827    | \$1,526,750    | \$1,563,910    | 14          | \$681              | \$726            | 111%                    |

## Market Trends

| Month  | Sold | % Change | Avg List Price | % Change | Med Sale Price | % Change | Avg Sale Price | %Change | Average DOM | % Change | Sale Price / List Price |
|--------|------|----------|----------------|----------|----------------|----------|----------------|---------|-------------|----------|-------------------------|
| May-22 | 65   | -18.8%   | \$1,783,940    | 25.2%    | \$1,711,000    | 12.1%    | \$1,896,561    | 21.3%   | 9           | -35.7%   | 113%                    |
| May-21 | 80   | 105%     | \$1,424,827    | 9.47%    | \$1,526,750    | 35.8%    | \$1,563,910    | 38.4%   | 14          | -26.3%   | 111%                    |
| May-20 | 39   | -52.4%   | \$1,301,566    | 5.17%    | \$1,123,888    | -6.15%   | \$1,130,153    | -8.08%  | 19          | 18.8%    | 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                   | 0                   | 0                   |
| \$600-699K   | 0                   | 4                   | 2                   | 2                   | 4                   |
| \$700-799K   | 0                   | 6                   | 16                  | 14                  | 14                  |
| \$800-899K   | 2                   | 14                  | 24                  | 34                  | 50                  |
| \$900-999K   | 6                   | 32                  | 50                  | 46                  | 62                  |
| \$1-1.299M   | 42                  | 156                 | 118                 | 168                 | 138                 |
| \$1.3-1.699M | 152                 | 230                 | 84                  | 76                  | 94                  |
| \$1.7-1.999M | 98                  | 106                 | 22                  | 20                  | 24                  |
| \$2-2.999M   | 102                 | 58                  | 4                   | 6                   | 6                   |
| >3M          | 24                  | 6                   | 2                   | 2                   | 0                   |
| Total        | 426                 | 612                 | 322                 | 368                 | 392                 |

## Presented by: