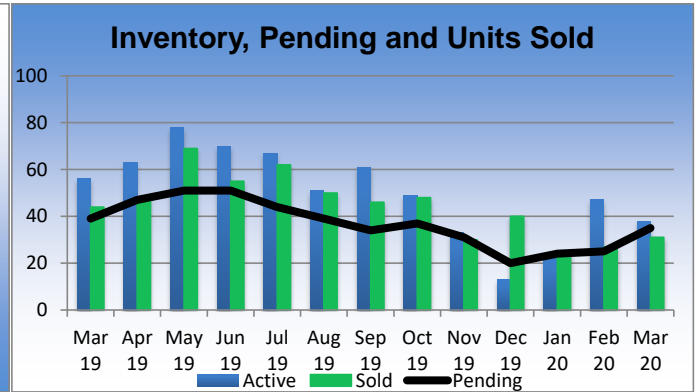
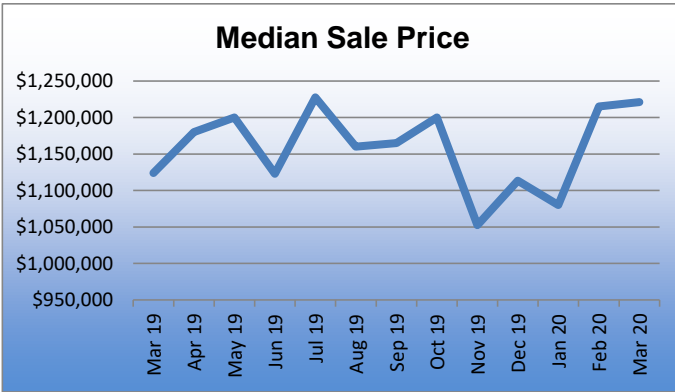


## Market Activity Summary:

- Inventory: 38 units were listed for sale as of the last day of March - approximately 1 month of inventory.
- Sales Activity: 31 single-family detached units were sold during March.
- Median Sales Price: \$1,221,000 during March.
- Days-on-Market (DOM) year-to-date is approximately 10 days.
- Average sales price was 102.88% 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	39	44	1.7	\$1,184,445	\$1,124,000	\$1,205,619	24	\$553	\$562	101.79%
Apr 19	63	47	48	1.8	\$1,164,497	\$1,180,110	\$1,182,566	25	\$555	\$565	101.55%
May 19	78	51	69	1.8	\$1,218,496	\$1,200,000	\$1,243,761	18	\$548	\$562	102.07%
Jun 19	70	51	55	1.5	\$1,132,838	\$1,122,990	\$1,163,858	21	\$557	\$573	102.74%
Jul 19	67	44	62	1.4	\$1,243,681	\$1,227,650	\$1,255,343	24	\$538	\$544	100.94%
Aug 19	51	39	50	1.1	\$1,212,349	\$1,160,000	\$1,212,418	23	\$556	\$557	100.01%
Sep 19	61	34	46	1.5	\$1,307,803	\$1,165,000	\$1,305,152	33	\$673	\$659	99.80%
Oct 19	49	37	48	1.3	\$1,247,288	\$1,200,000	\$1,244,359	30	\$545	\$548	99.77%
Nov 19	33	31	30	0.9	\$1,128,793	\$1,052,500	\$1,128,470	24	\$540	\$540	99.97%
Dec 19	13	20	40	0.4	\$1,283,510	\$1,113,250	\$1,271,357	32	\$550	\$548	99.05%
Jan 20	22	24	25	0.8	\$1,225,378	\$1,080,000	\$1,238,292	42	\$536	\$545	101.05%
Feb 20	47	25	27	1.9	\$1,198,963	\$1,215,000	\$1,213,667	19	\$599	\$607	101.23%
Mar 20	38	35	31	1.5	\$1,259,960	\$1,221,000	\$1,296,239	10	\$582	\$599	102.88%

## 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	31	-29.55%	\$1,259,960	6.38%	\$1,221,000	8.63%	\$1,296,239	7.52%	10	-56.73%	102.88%
Mar 19	44	2.33%	\$1,184,445	5.32%	\$1,124,000	2.18%	\$1,205,619	1.64%	24	65.62%	101.79%
Mar 18	43	-14.00%	\$1,124,631	0.14%	\$1,100,000	-4.35%	\$1,186,116	2.73%	15	-17.91%	105.47%

## 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				1	
\$500-\$599K					1
\$600-\$699K		1	1	2	5
\$700-\$799K	1	4	5	6	11
\$800-\$899K	4	11	17	15	15
\$900-\$999K	20	13	18	14	20
\$1-\$1.299m	28	44	33	28	28
\$1.3-\$1.699m	26	16	24	20	11
\$1.7-\$1.999m	8	5	5	1	2
\$2-\$2.999m	1	1	3	2	
>\$3m		1			
<b>Totals:</b>	<b>88</b>	<b>96</b>	<b>106</b>	<b>89</b>	<b>93</b>

## Presented by:

