

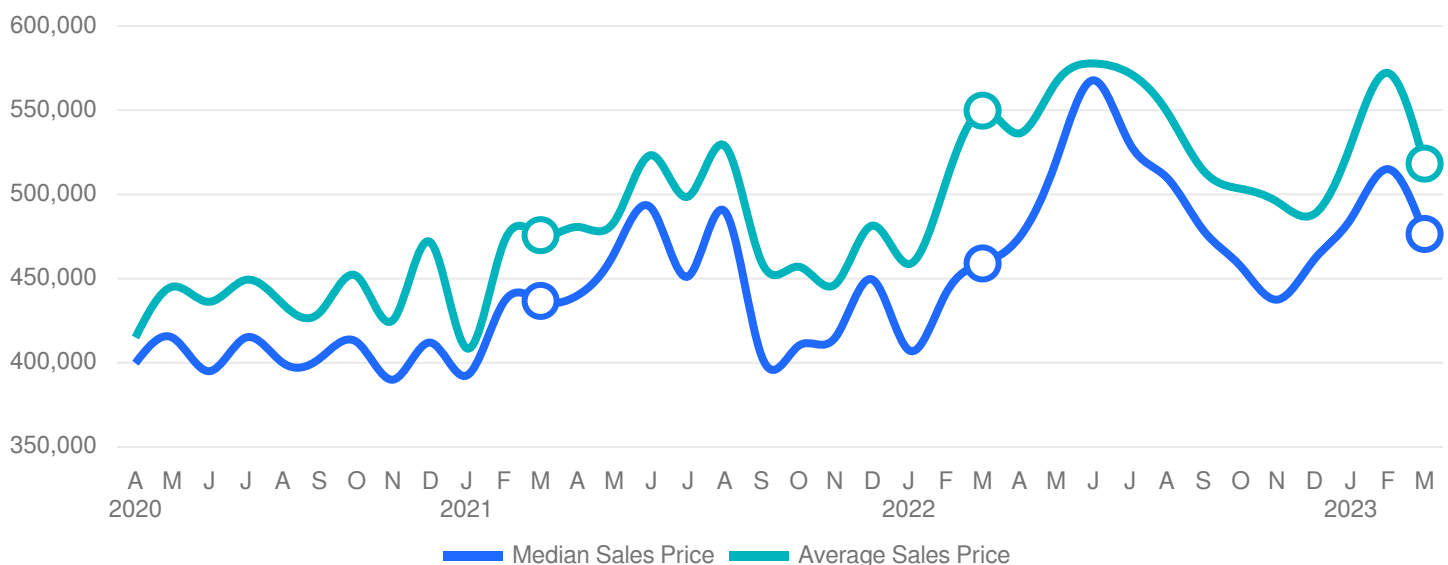
Overview

The overview below shows real estate activity from January 2023 to March 2023. You will see data comparisons between March and the previous month, the last three months and March 2022.

Overview	Monthly Trends				
	YTD Avg.	March	February	Dec. - Feb.	Mar. 2022
New Listings	538	221	41.67%	64.1%	-34.81%
Average Sales Price per Square Foot	222	227	0%	3.81%	5.58%
Average Days on Market	30	25	-30.56%	-17.57%	31.58%
Number of Properties for Sale	485	155	-3.73%	-11.43%	-27.57%
Average List Price	\$1,016,209	\$1,100,847	4.52%	16.56%	17.61%
Median List Price	\$676,633	\$695,000	1.46%	6.38%	11.2%
Average Sales Price	\$540,031	\$518,287	-9.41%	-2.21%	-5.72%
Median Sales Price	\$492,333	\$476,500	-7.48%	-2.21%	3.81%
Sales Price / List Price Ratio	99.4%	100.48%	1.25%	1.67%	-1.48%
Number of Properties Sold	314	143	76.54%	46.41%	-17.34%
Month's Supply of Inventory	1.65	1.08	-45.73%	-40.66%	-12.9%
Absorption Rate	0.65	0.92	84%	67.27%	13.58%

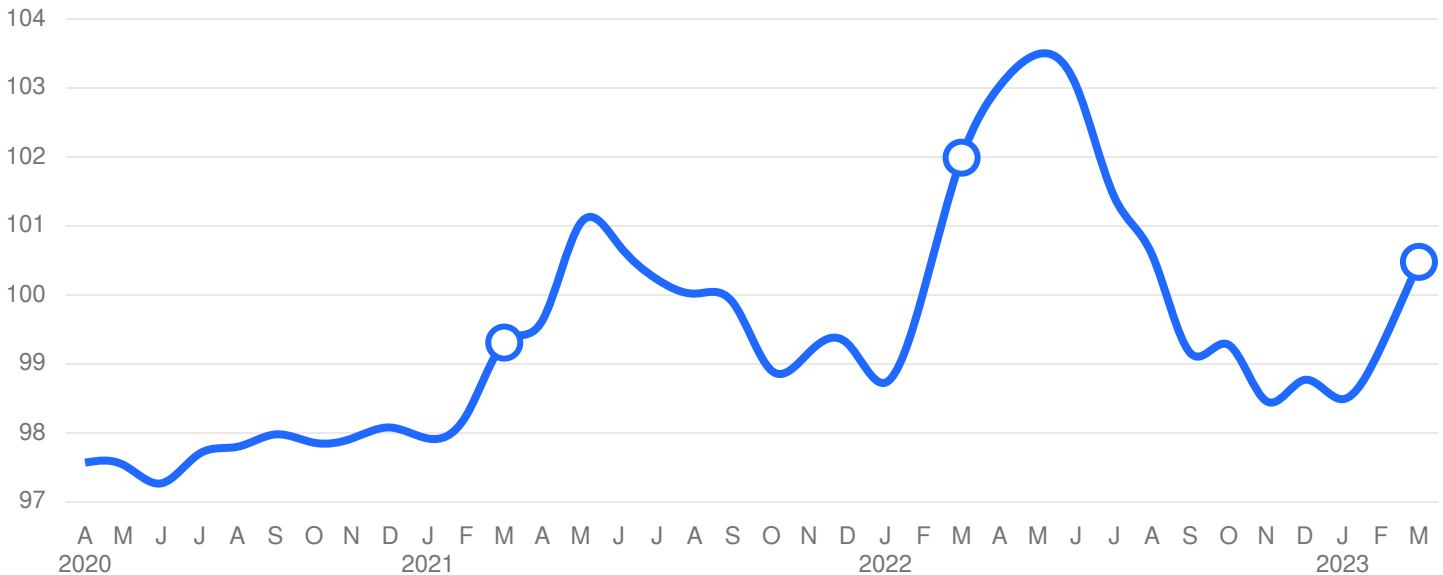
Average & Median Sales Price

The median sales price in March 2023 was \$476,500, down -7.48% from \$515,000 from the previous month and 3.81% higher than \$459,000 from March 2022. The March 2023 median sales price was at its highest level compared to March 2022 and 2021. The average sales price in March 2023 was \$518,287, down -9.41% from \$572,124 from the previous month and -5.72% lower than \$549,727 from March 2022. The March 2023 average sale price was at a mid level compared to March 2022 and 2021.



Sales Price / List Price Ratio

The sales price/list price ratio is the average sale price divided by the average list price for sold properties expressed as a percentage. If it is above 100%, homes are selling for more than the list price. If it is less than 100%, homes are selling for less than the list price. The March 2023 sales price/list price ratio was 100.48%, up from 99.24% from the previous month and down from 101.99% from March 2022.



Number of Properties Sold & Absorption Rate

The number of properties sold in March 2023 was 143, up 76.54% from 81 from the previous month and -17.34% lower than 173 from March 2022. The March 2023 sales were at its lowest level compared to March 2022 and 2021. Absorption rate is the avg number of sales per month divided by the total number of available properties.

