

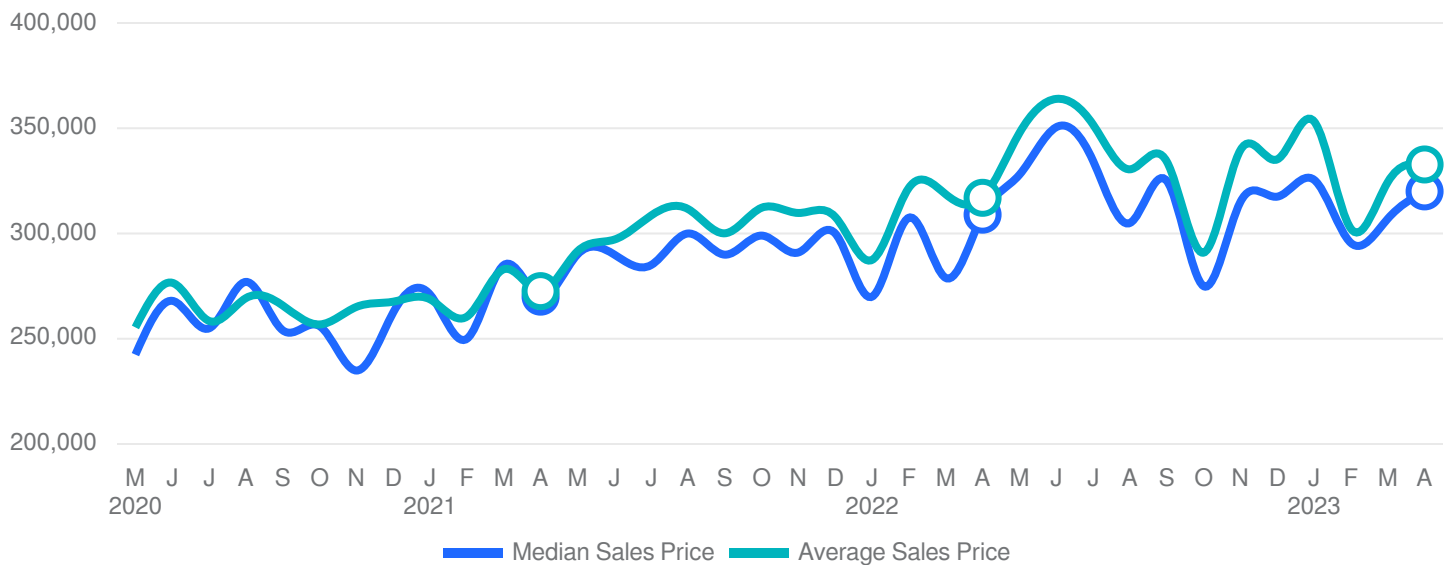
Overview

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

Overview	Monthly Trends				
	YTD Avg.	April	March	Jan. - Mar.	Apr. 2022
New Listings	263	77	73	62	104
Average Sales Price per Square Foot	173	182	170	170	177
Average Days on Market	31	27	30	32	57
Number of Properties for Sale	223	51	61	57	66
Average List Price	\$371,616	\$408,054	\$389,132	\$359,469	\$308,869
Median List Price	\$341,738	\$362,000	\$365,000	\$334,983	\$325,000
Average Sales Price	\$328,177	\$332,788	\$324,393	\$326,639	\$316,955
Median Sales Price	\$312,000	\$320,000	\$307,000	\$309,333	\$308,950
Sales Price / List Price Ratio	99.08%	100.3%	99.24%	98.67%	103.94%
Number of Properties Sold	183	48	65	45	72
Month's Supply of Inventory	1.3	1.06	0.94	1.37	0.92
Absorption Rate	0.82	0.94	1.07	0.78	1.09

Average & Median Sales Price

The median sales price in April 2023 was \$320,000, up 4.23% from \$307,000 from the previous month and 3.58% higher than \$308,950 from April 2022. The April 2023 median sales price was at its highest level compared to April 2022 and 2021. The average sales price in April 2023 was \$332,788, up 2.59% from \$324,393 from the previous month and 5.00% higher than \$316,955 from April 2022. The April 2023 average sale price was at its highest level compared to April 2022 and 2021.



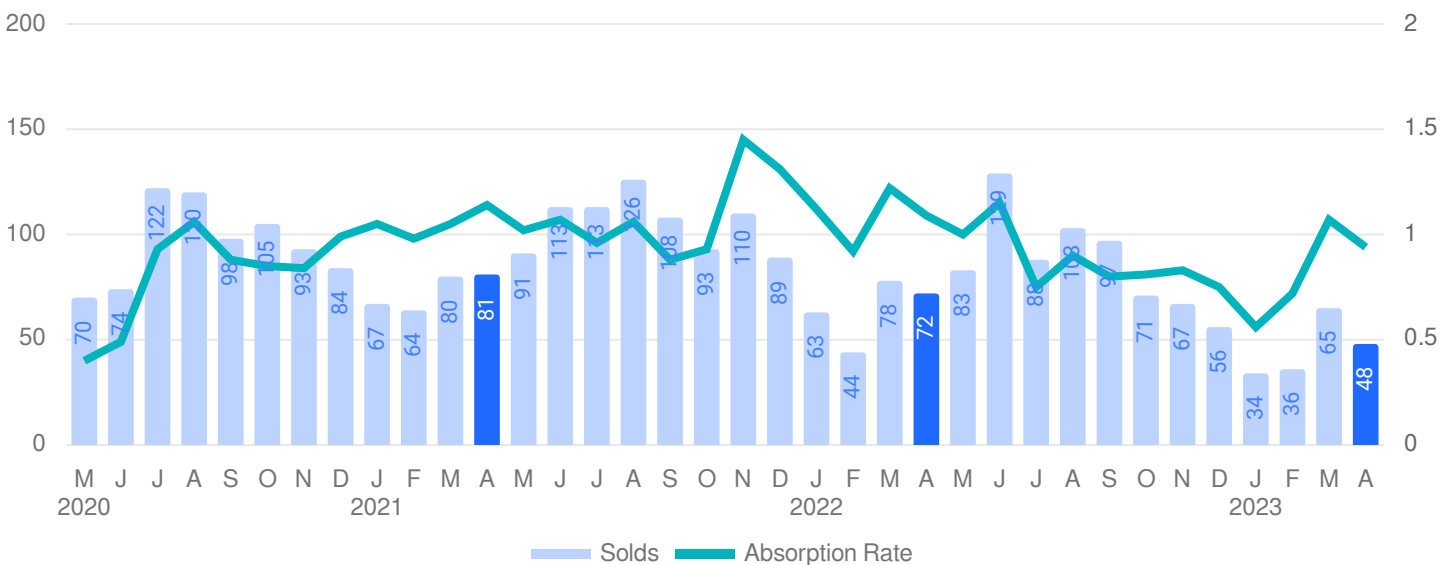
Sales Price / List Price Ratio

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 April 2023 sales price/list price ratio was 100.3%, up from 99.24% from the previous month and down from 103.94% from April 2022.



Number of Properties Sold & Absorption Rate

The number of properties sold in April 2023 was 48, down -26.15% from 65 from the previous month and -33.33% lower than 72 from April 2022. The April 2023 sales were at its lowest level compared to April 2022 and 2021. Absorption rate is the avg number of sales per month divided by the total number of available properties.



The average days on market (DOM) is the number of days a property is on the market before it sells. An upward trend in DOM tends to indicate a move towards a buyer's market, a downward trend tends to indicate a move towards seller's market. The DOM for April 2023 was 27 days, down -10.0% from 30 days from the previous month and -52.63% lower than 57 days from April 2022. The April 2023 DOM was at a mid level compared with April 2022 and 2021.

