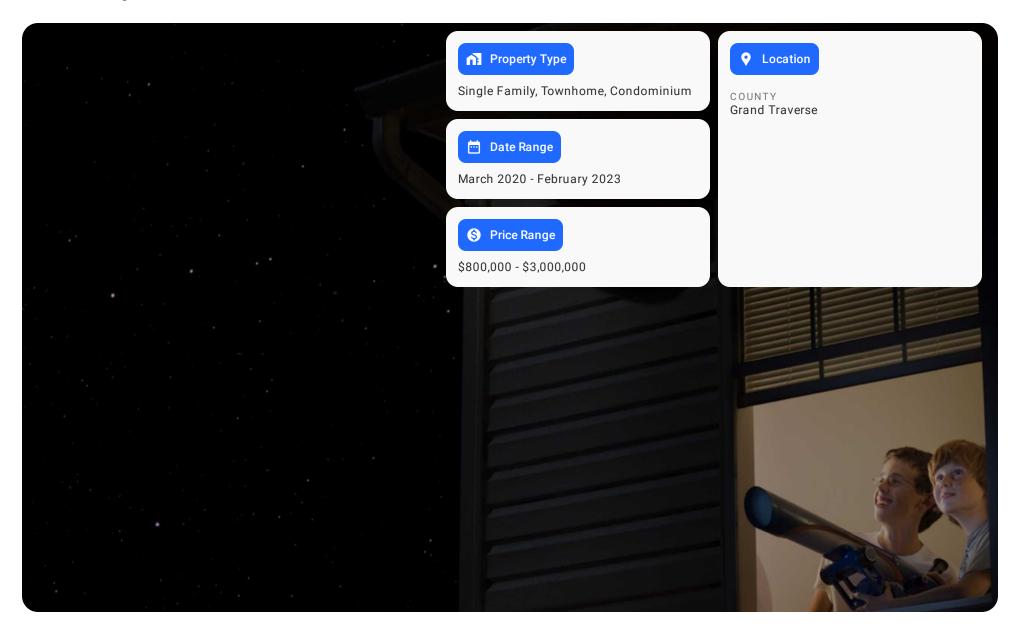


Market Trends Report February 2023





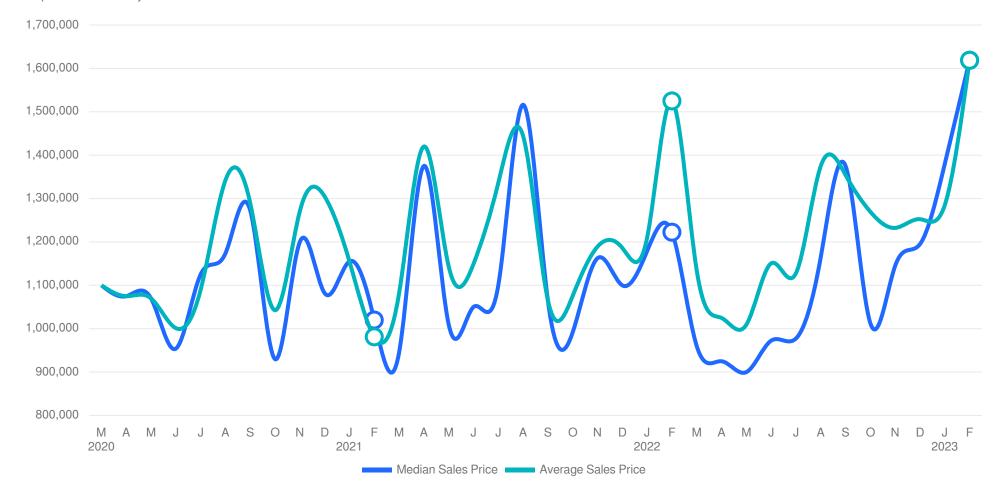
Overview

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

Overview		Monthly Trends			
	YTD Avg.	February	January	Nov Jan.	Feb. 2022
New Listings	30	17	30.77%	41.67%	183.33%
Average Sales Price per Square Foot	432	483	26.77%	26.22%	0%
Average Days on Market	17	4	-86.67%	-94.39%	-98.24%
Number of Properties for Sale	83	48	37.14%	-8.27%	33.33%
Average List Price	\$1,411,929	\$1,397,060	-2.08%	-3.77%	-5.42%
Median List Price	\$1,242,500	\$1,225,000	-2.78%	-2.38%	-2.7%
Average Sales Price	\$1,451,863	\$1,618,726	25.97%	28.82%	6.15%
Median Sales Price	\$1,499,363	\$1,618,726	17.3%	30.54%	32.41%
Sales Price / List Price Ratio	99.76%	100%	0%	3.59%	1.73%
Number of Properties Sold	5	2	-33.33%	-64.73%	-50%
Month's Supply of Inventory	17.84	24	105.66%	133.01%	166.67%
Absorption Rate	0.06	0.04	-55.56%	-63.64%	-63.64%

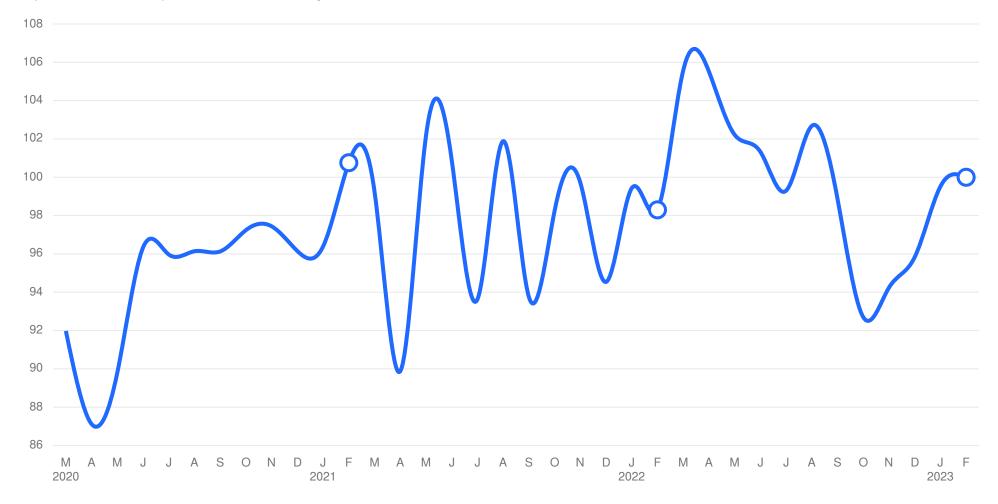
Average & Median Sales Price

The median sales price in February 2023 was \$1,618,726, up 17.30% from \$1,380,000 from the previous month and 32.41% higher than \$1,222,500 from February 2022. The February 2023 median sales price was at its highest level compared to February 2022 and 2021. The average sales price in February 2023 was \$1,618,726, up 25.97% from \$1,285,000 from the previous month and 6.15% higher than \$1,525,000 from February 2022. The February 2023 average sale price was at its highest level compared to February 2022 and 2021.



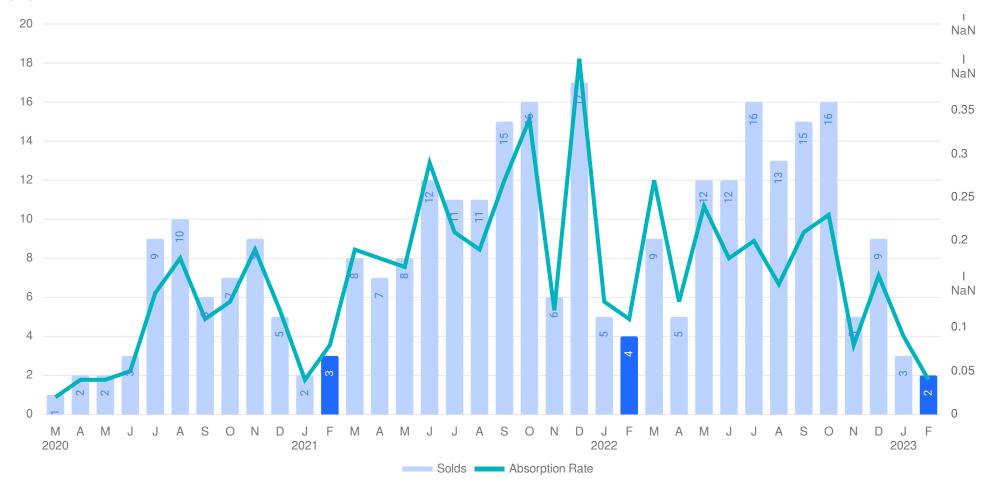
Sales Price / List Price Ratio

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 February 2023 sales price/list price ratio was 100%, equal to the previous month and up from 98.3% from February 2022.



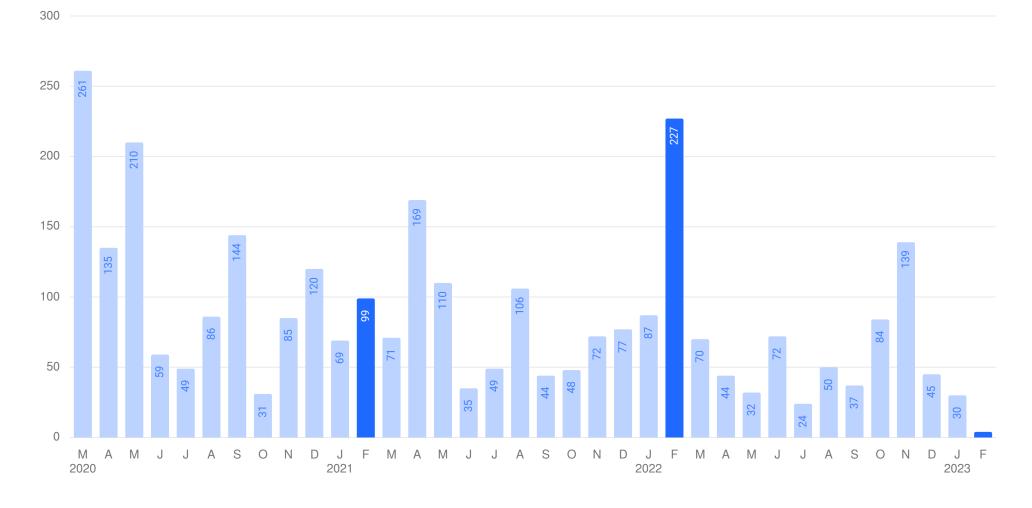
Number of Properties Sold & Absorption Rate

The number of properties sold in February 2023 was 2, down -33.33% from 3 from the previous month and -50.0% lower than 4 from February 2022. The February 2023 sales were at its lowest level compared to February 2022 and 2021. Absorption rate is the avg number of sales per month divided by the total number of available properties.



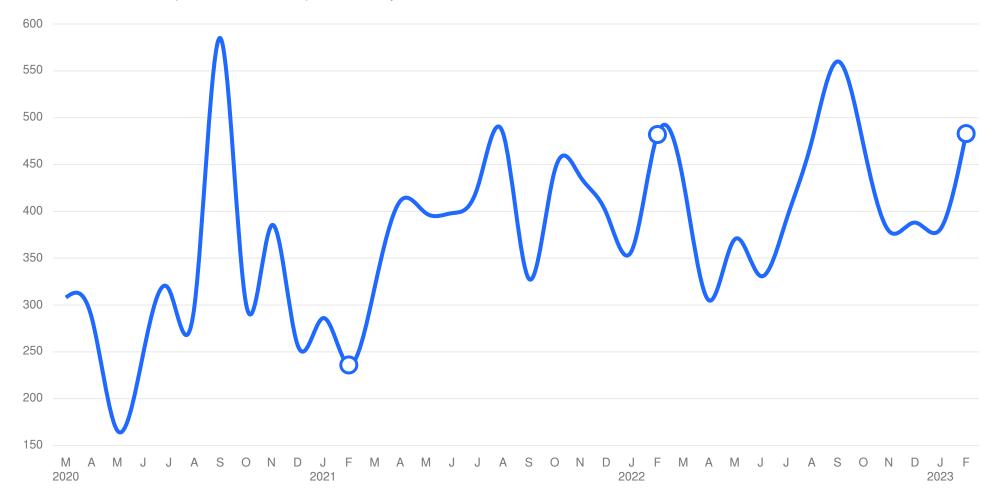
Average Days on Market

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 February 2023 was 4 days, down -86.67% from 30 days from the previous month and -98.24% lower than 227 days from February 2022. The February 2023 DOM was at its lowest level compared with February 2022 and 2021.



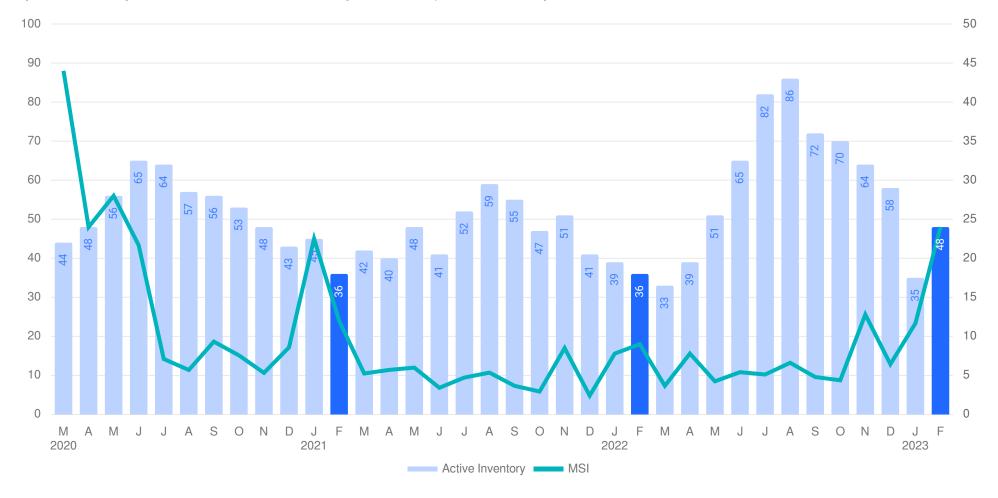
Average Sales Price per Square Foot

The average sales price per square foot is a more normalized indicator for the direction of property value. The sales price per square foot in February 2023 was \$483, up 26.77% from \$381 from the previous month and equal to February 2022.



Inventory & MSI

The number of properties for sale in February 2023 was 48, up 37.14% from 35 from the previous month and 33.33% higher than 36 from February 2022. The February 2023 inventory was at its highest level compared with February 2022 and 2021. A comparatively lower MSI is more beneficial for sellers while a higher MSI is better for buyers. The February 2023 MSI of 24 months was at its highest level compared with February 2022 and 2021.





New Listings

The number of new listings in February 2023 was 17, up 30.77% from 13 from the previous month and 183.33% higher than 6 from February 2022. The February 2023 listings were at its highest level compared to February 2022 and 2021.

