

A photograph of a house at dusk. The sky is a mix of deep blue and purple. Several palm trees are silhouetted against the sky. In the foreground, a paved driveway made of dark, rectangular stones leads towards the house. The house has a white exterior and a small American flag is visible on the right side.

Market Report

MAY 2023 REPORT



BONNYCASTLE
REALTY

BONNYCASTLE

Bonnycastle Realty provides an unparalleled standard of luxury services to buyers and sellers in Collier and Lee counties, Florida. Putting a fresh spin on a dated industry, our highly personalized, concierge-style assistance is infused with revolutionary real estate advancements.

Here at Bonnycastle, we're tech savvy and solutions oriented, filling whatever gaps we see in the industry with innovative excellence. As business-minded agents, we make data-driven decisions to maximize our marketing efforts and ultimately produce top-dollar deals, all in a trendsetting style.

Still, our entrepreneurial attitude doesn't sacrifice our human-to-human interaction — we're committed to building deep-rooted relationships that last long after the closing papers are signed. We understand that buying or selling a home is one of life's biggest financial decisions, which is why we'll guide you through every step to help you navigate the process with ease.

As Naples locals ourselves, we're motivated to share the high-quality life we live. Our team will go above and beyond to find the property that will elevate your lifestyle in the scenic Sunshine State.

Google



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WELCOME TO THE BONNYCASTLE MAY 2023 REPORT THIS TEXT IS COURTESY OF THE NAPLES AREA BOARD OF REALTORS MARKET REPORT

NNaples, Fla. (June 23, 2023) – A slight reduction in overall median closed price along with fewer new listings during May indicates a window of opportunity for both buyers and sellers this summer. According to the May 2023 Market Report by the Naples Area Board of REALTORS® (NABOR®), which tracks home listings and sales within Collier County (excluding Marco Island), overall median closed price decreased 1.2 percent to \$600,000 from \$607,500 in May 2022. There were also 1,045 price decreases and a 31.2 percent decrease in new listings reported during the month. “More and more sellers in Naples are starting to adopt a mindset that they need to be open to negotiate on price,” said Jillian Young, President, Premiere Plus Realty, whose comment is supported by data in the May report showing a 3.8 percent decrease in the percent of list price received to 96.3 percent compared to 100.1 percent reported in May 2022. Though broker analysts reviewing the report pointed out that an increase in negotiations does not mean home prices in Naples are dropping. In fact, according to Molly Lane, Senior Vice President at William Raveis Real Estate, “Many people thought home prices were going to decrease after Hurricane Ian. But the fact is, prices are holding steady.” The report showed no month over month median closed price decrease for condominiums in May; only a 6.5 percent decrease (month over month) was reported in the single family home market. New listings decreased 31.2 percent in May to 990 new listings from 1,438 new listings in May 2022. Fewer new listings are putting a strain on overall inventory of homes, which is still recovering from frenzied buying during the pandemic. Young added, “New home construction is not keeping up with demand this year and a handful of homes on the resale market have lingered for a few months because they are not move-in ready. We’re finding fewer buyers are willing to purchase a fixer upper these days.” Inventory has been increasing at a snail’s pace over the last year, averaging 100 new homes a month. For May, overall inventory increased 27.6 percent to 2,749 homes from 2,155 homes in May 2022. Broker analysts reviewing the May report said listing a home for sale this summer has numerous advantages including the fact that there are historically fewer homes on the market compared to winter season so there is less competition. Most homeowners who purchased a home in Naples in the last five years have seen a remarkable increase in equity so the profit they enjoy from a sale will likely offset any increase they may pay for a new mortgage on a higher priced home with a higher interest rate. Pending and closed sales during May decreased 4.4 percent and 20 percent, respectively, compared to last year. Sherry Stein, CRB, Managing Broker, Berkshire Hathaway HomeServices, remarked that “Many buyers are waiting for interest rates to go down, but purchasing a home this summer might be

QUICK FACTS

OVERALL MARKET FACTS

INVENTORY



2,749

↑ 28%

PENDINGS



1,036

↓ 4%

NEW LISTINGS



990

↓ 31%

MEDIAN CLOSED PRICE



\$600,000

↓ 1%

CLOSED SALES



1,013

↓ 20%

DAYS ON MARKET



53

↑ 231%



OVERALL MARKET OVERVIEW

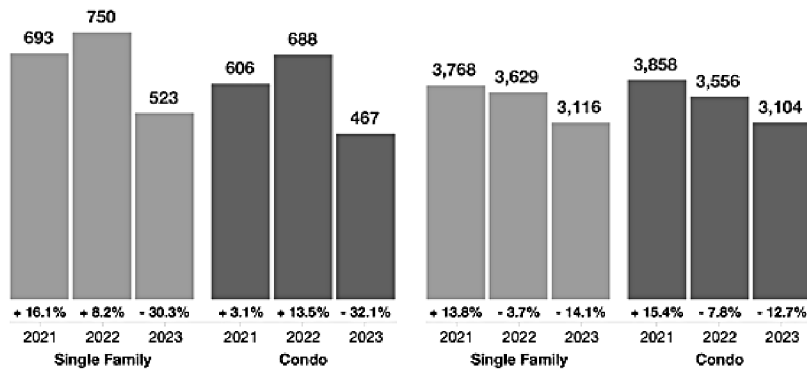
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	5-2022	5-2023	% Change	YTD 2022	YTD 2023	% Change
New Listings		1,438	990	- 31.2%	7,185	6,220	- 13.4%
Total Sales		1,267	1,013	- 20.0%	5,400	4,271	- 20.9%
Days on Market Until Sale		16	53	+ 231.3%	20	52	+ 160.0%
Median Closed Price		\$607,500	\$600,000	- 1.2%	\$575,000	\$609,000	+ 5.9%
Average Closed Price		\$1,135,323	\$1,141,466	+ 0.5%	\$1,050,176	\$1,077,851	+ 2.6%
Percent of List Price Received		100.1%	96.3%	- 3.8%	100.6%	96.4%	- 4.2%
Pending Listings		1,084	1,036	- 4.4%	6,925	5,859	- 15.4%
Inventory of Homes for Sale		2,155	2,749	+ 27.6%	—	—	—
Months Supply of Inventory		2.0	3.6	+ 80.0%	—	—	—

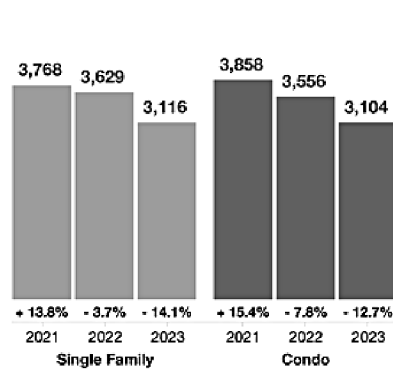
OVERALL NEW LISTINGS

A count of the properties that have been newly listed on the market in a given month.

May

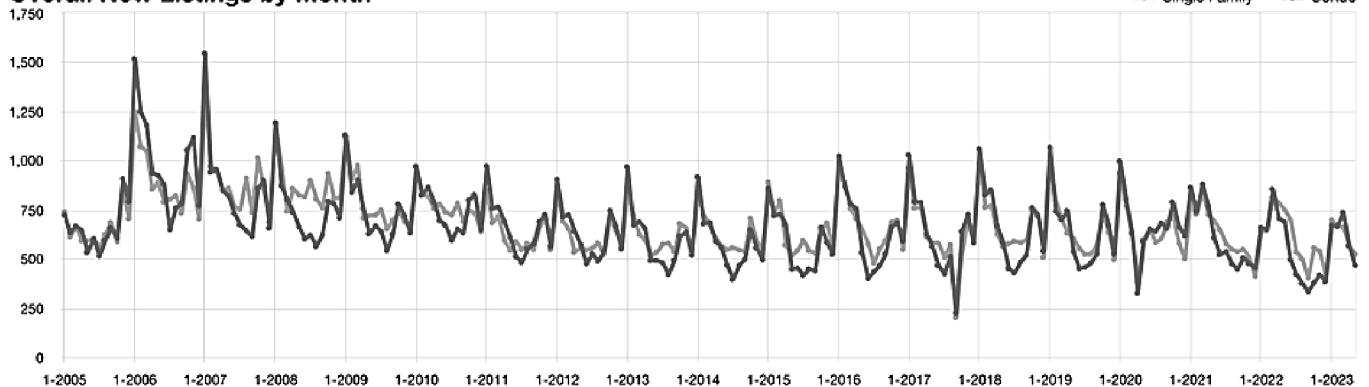


Year to Date



New Listings	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jun-2022	701	+ 8.2%	496	- 5.0%
Jul-2022	535	- 7.1%	422	- 21.4%
Aug-2022	502	- 8.4%	376	- 20.8%
Sep-2022	402	- 25.1%	333	- 25.7%
Oct-2022	556	+ 1.5%	378	- 25.3%
Nov-2022	539	+ 6.3%	417	- 12.4%
Dec-2022	412	+ 0.5%	383	- 15.8%
Jan-2023	697	+ 9.1%	670	+ 1.7%
Feb-2023	668	+ 3.7%	665	+ 2.3%
Mar-2023	661	- 18.7%	736	- 13.8%
Apr-2023	567	- 27.6%	566	- 19.7%
May-2023	523	- 30.3%	467	- 32.1%
12-Month Avg	564	- 8.6%	492	- 15.3%

Overall New Listings by Month



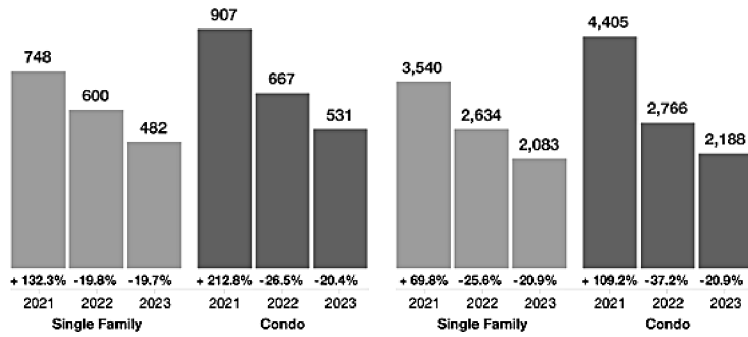
Current as of June 2023. All data from Southwest Florida MLS. Report © 2022 ShowingTime.

OVERALL CLOSED SALES

A count of the actual sales that closed in a given month.

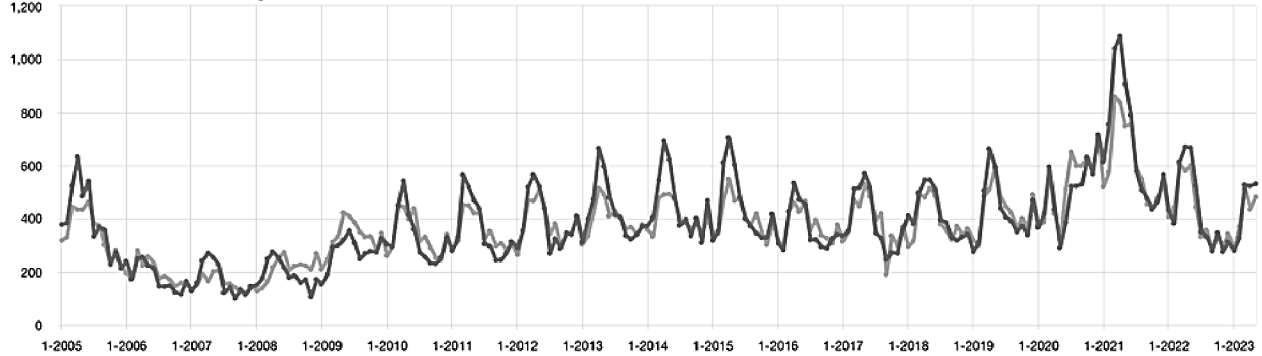
May

Year to Date



Total Sales	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jun-2022	444	-41.2%	524	-33.7%
Jul-2022	332	-43.8%	350	-39.6%
Aug-2022	357	-35.0%	332	-34.6%
Sep-2022	277	-39.0%	280	-41.3%
Oct-2022	334	-24.4%	347	-20.2%
Nov-2022	296	-37.9%	276	-40.6%
Dec-2022	343	-36.2%	312	-44.8%
Jan-2023	284	-30.2%	280	-35.3%
Feb-2023	370	-16.3%	327	-14.4%
Mar-2023	512	-15.4%	527	-14.2%
Apr-2023	435	-25.0%	523	-21.9%
May-2023	482	-19.7%	531	-20.4%
12-Month Avg	372	-30.7%	384	-30.1%

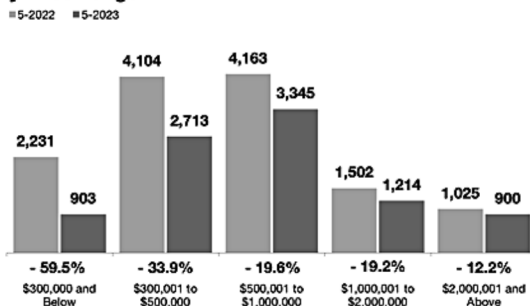
Overall Closed Sales by Month



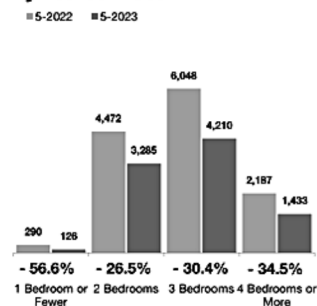
OVERALL CLOSED SALES BY PRICE RANGE

A count of the actual sales that closed in a given month. Based on a rolling 12-month total.

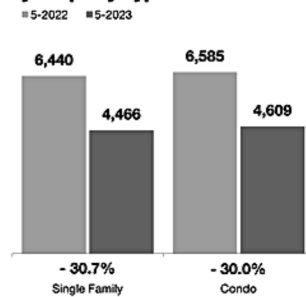
By Price Range



By Bedroom Count



By Property Type

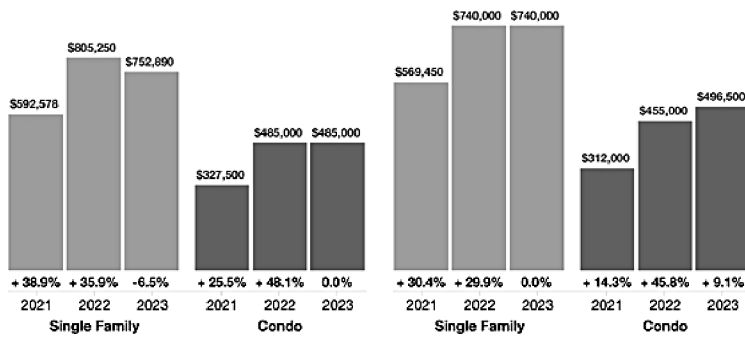


OVERALL MEDIAN CLOSED PRICE

Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

May

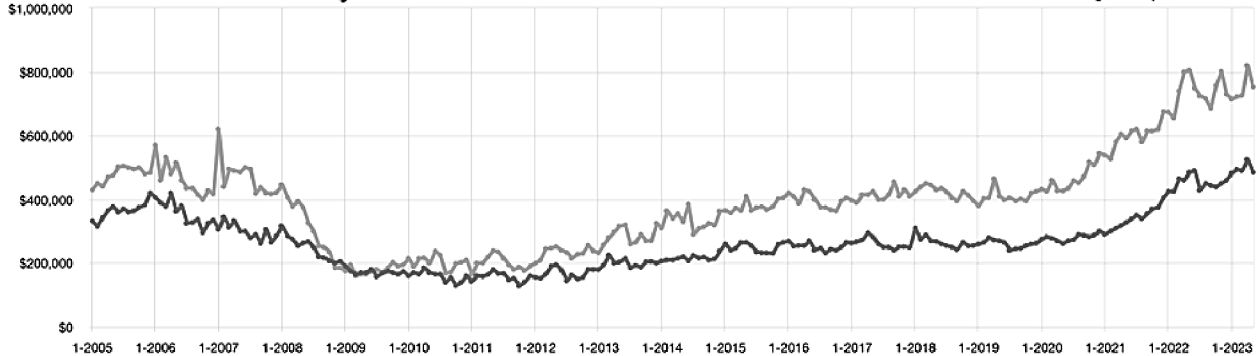
Year to Date



Median Closed Price	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jun-2022	\$749,450	+21.9%	\$490,000	+44.5%
Jul-2022	\$725,000	+16.9%	\$428,500	+22.4%
Aug-2022	\$715,835	+23.3%	\$450,195	+32.6%
Sep-2022	\$685,000	+11.4%	\$443,260	+24.9%
Oct-2022	\$756,953	+23.2%	\$439,000	+18.6%
Nov-2022	\$802,000	+29.4%	\$450,000	+20.0%
Dec-2022	\$730,000	+8.1%	\$459,500	+13.5%
Jan-2023	\$715,000	+6.1%	\$482,500	+13.5%
Feb-2023	\$722,500	+10.2%	\$494,000	+16.2%
Mar-2023	\$726,000	-1.9%	\$490,000	+5.4%
Apr-2023	\$820,000	+2.5%	\$525,000	+14.1%
May-2023	\$752,890	-6.5%	\$485,000	0.0%
12-Month Avg*	\$740,000	+12.1%	\$470,000	+17.5%

* Median Closed Price for all properties from June 2022 through May 2023. This is not the average of the individual figures above.

Overall Median Closed Price by Month

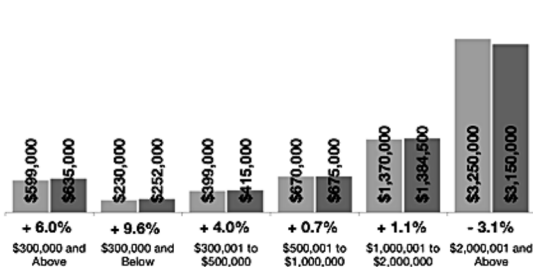


OVERALL MEDIAN CLOSED PRICE BY PRICE RANGE

Median price point for all closed sales, not accounting for seller concessions. Based on a rolling 12-month median.

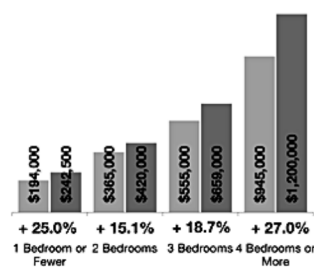
By Price Range

■ 5-2022 ■ 5-2023



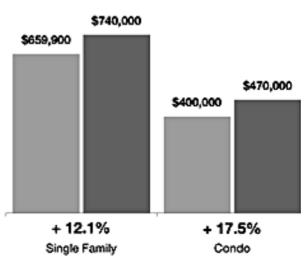
By Bedroom Count

■ 5-2022 ■ 5-2023



By Property Type

■ 5-2022 ■ 5-2023

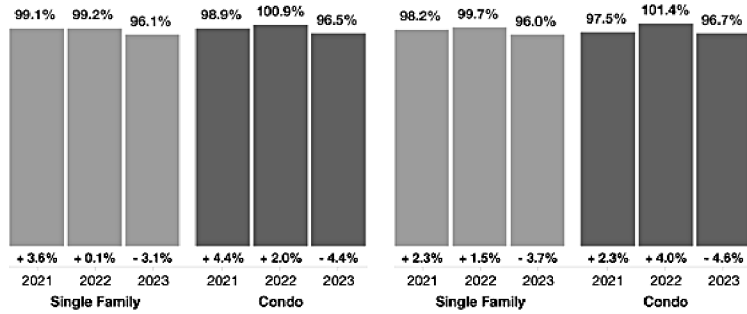


OVERALL PERCENT OF CURRENT LIST PRICE RECEIVED

Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

May

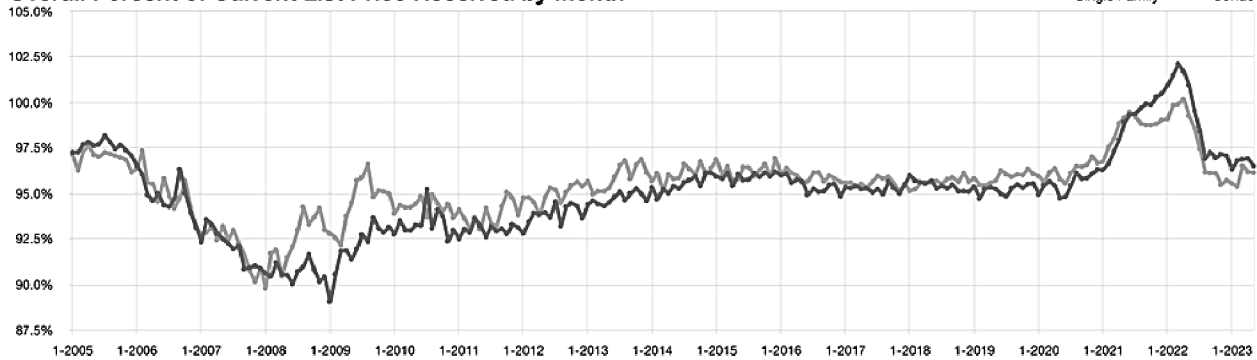
Year to Date



Pct. of List Price Received	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jun-2022	98.6%	- 0.8%	99.5%	+ 0.2%
Jul-2022	97.4%	- 1.8%	98.4%	- 1.0%
Aug-2022	96.1%	- 2.7%	96.9%	- 2.8%
Sep-2022	96.1%	- 2.6%	97.2%	- 2.9%
Oct-2022	96.1%	- 2.6%	96.9%	- 2.9%
Nov-2022	95.5%	- 3.3%	97.1%	- 3.2%
Dec-2022	95.7%	- 3.3%	97.0%	- 3.5%
Jan-2023	95.5%	- 3.6%	96.3%	- 4.6%
Feb-2023	95.3%	- 4.5%	96.8%	- 4.6%
Mar-2023	96.5%	- 3.4%	96.9%	- 5.1%
Apr-2023	96.2%	- 3.9%	96.9%	- 4.7%
May-2023	96.1%	- 3.1%	96.5%	- 4.4%
12-Month Avg*	96.3%	- 3.0%	97.3%	- 3.2%

* Pct. of List Price Received for all properties from June 2022 through May 2023. This is not the average of the individual figures above.

Overall Percent of Current List Price Received by Month

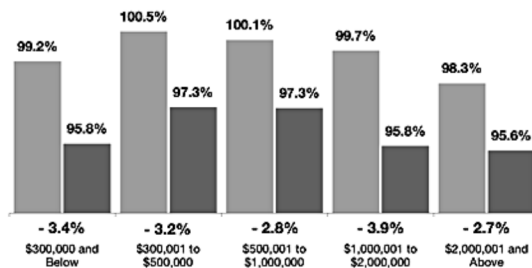


OVERALL PERCENT OF CURRENT LIST PRICE RECEIVED BY PRICE RANGE

Percentage found when dividing a property's sales price by its last list price, then taking the average for all properties sold, not accounting for seller concessions. Based on a rolling 12-month average.

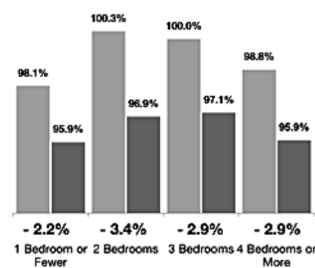
By Price Range

■ 5-2022 ■ 5-2023



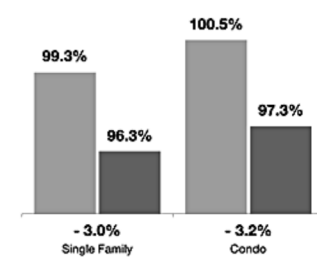
By Bedroom Count

■ 5-2022 ■ 5-2023



By Property Type

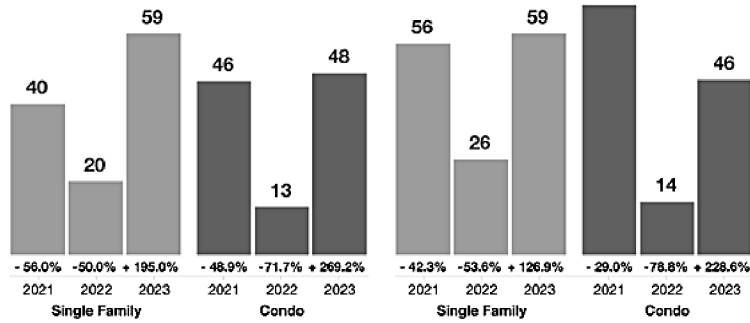
■ 5-2022 ■ 5-2023



OVERALL DAYS ON MARKET UNTIL SALE

Average number of days between when a property is listed and when an offer is accepted in a given month.

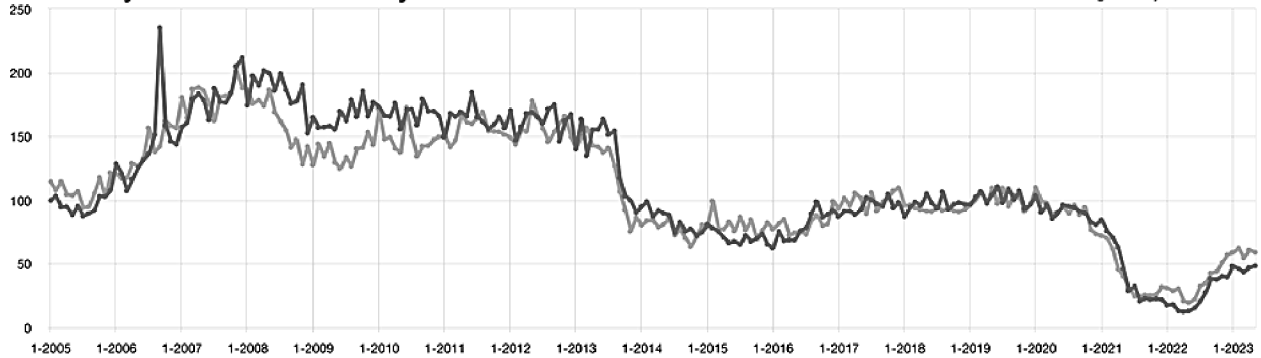
May



Days on Market	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jun-2022	22	-29.0%	15	-48.3%
Jul-2022	32	+33.3%	20	-37.5%
Aug-2022	35	+45.8%	27	+28.6%
Sep-2022	43	+72.0%	38	+65.2%
Oct-2022	44	+76.0%	38	+72.7%
Nov-2022	51	+96.2%	40	+73.9%
Dec-2022	57	+78.1%	39	+77.3%
Jan-2023	59	+90.3%	48	+166.7%
Feb-2023	62	+113.8%	46	+155.6%
Mar-2023	55	+77.4%	43	+230.8%
Apr-2023	61	+190.5%	47	+291.7%
May-2023	59	+195.0%	48	+269.2%
12-Month Avg*	49	+83.1%	38	+83.9%

* Days on Market for all properties from June 2022 through May 2023. This is not the average of the individual figures above.

Overall Days on Market Until Sale by Month

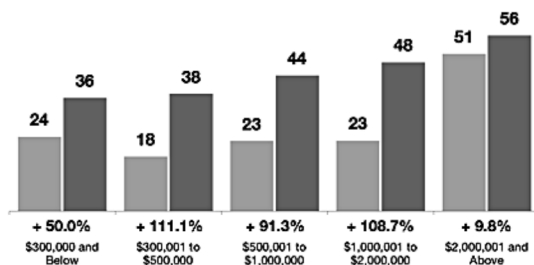


OVERALL DAYS ON MARKET UNTIL SALE BY PRICE RANGE

Average number of days between when a property is listed and when an offer is accepted. Based on a rolling 12-month average.

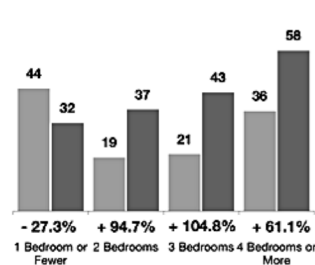
By Price Range

■ 5-2022 ■ 5-2023



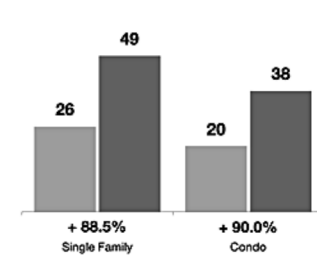
By Bedroom Count

■ 5-2022 ■ 5-2023



By Property Type

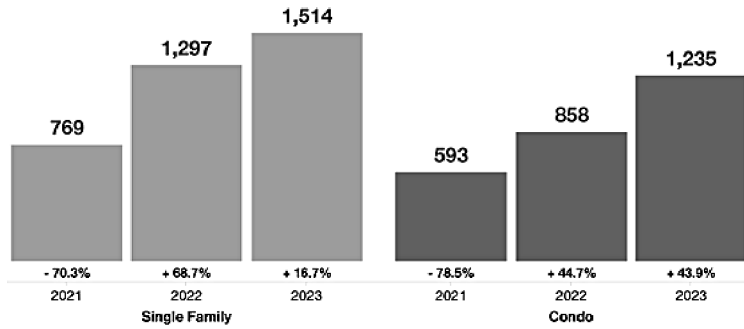
■ 5-2022 ■ 5-2023



OVERALL INVENTORY OF HOMES FOR SALE

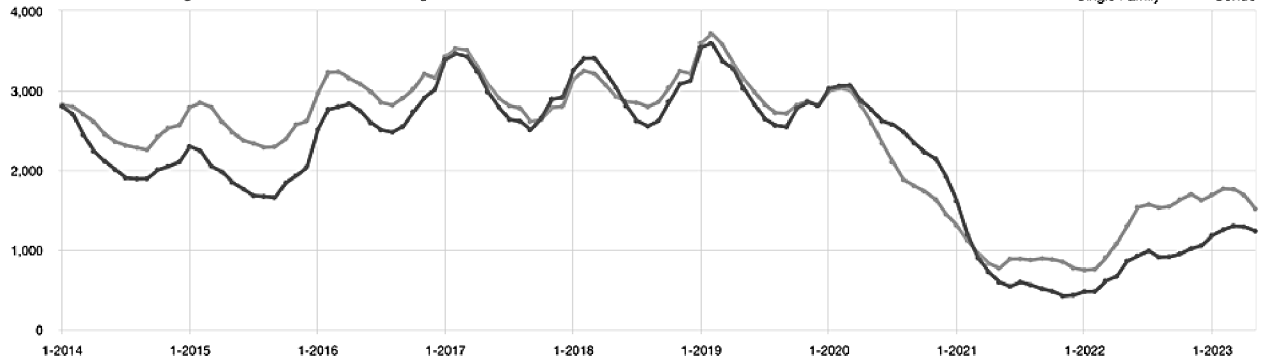
The number of properties available for sale in active status at the end of a given month.

May



Homes for Sale	Single Family	Year-Over-Year Change	Condo	Year-Over-Year Change
Jun-2022	1,533	+ 73.4%	923	+ 70.3%
Jul-2022	1,569	+ 77.1%	986	+ 66.0%
Aug-2022	1,529	+ 75.1%	908	+ 63.0%
Sep-2022	1,543	+ 73.2%	912	+ 78.8%
Oct-2022	1,631	+ 85.6%	949	+ 98.5%
Nov-2022	1,696	+ 100.0%	1,015	+ 142.2%
Dec-2022	1,623	+ 111.1%	1,053	+ 144.3%
Jan-2023	1,689	+ 126.4%	1,180	+ 148.4%
Feb-2023	1,766	+ 133.9%	1,252	+ 162.5%
Mar-2023	1,760	+ 95.1%	1,299	+ 113.3%
Apr-2023	1,687	+ 56.2%	1,291	+ 93.6%
May-2023	1,514	+ 16.7%	1,235	+ 43.9%
12-Month Avg	1,628	+ 80.7%	1,084	+ 96.7%

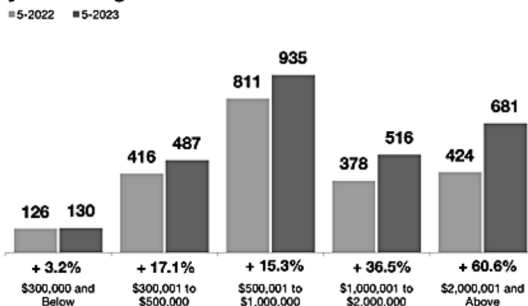
Overall Inventory of Homes for Sale by Month



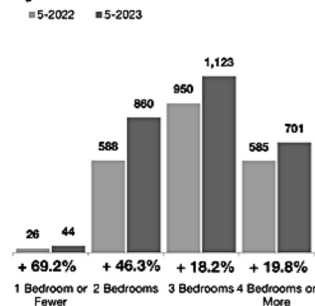
OVERALL INVENTORY OF HOMES FOR SALE BY PRICE RANGE

The number of properties available for sale in active status at the end of the most recent month. Based on one month of activity.

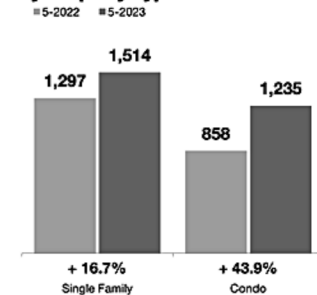
By Price Range



By Bedroom Count



By Property Type



LOCAL MARKET UPDATE - NAPLES BEACH

34102, 34103, 34108

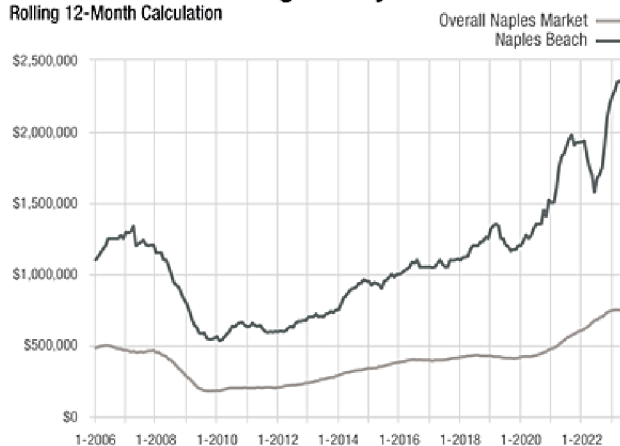
Single Family	May			Year to Date		
Key Metrics	2022	2023	% Change	Thru 5-2022	Thru 5-2023	% Change
New Listings	112	60	- 46.4%	567	525	- 7.4%
Total Sales	80	63	- 21.3%	344	248	- 27.9%
Days on Market Until Sale	29	84	+ 189.7%	40	79	+ 97.5%
Median Closed Price*	\$2,600,000	\$3,125,000	+ 20.2%	\$1,979,750	\$2,575,000	+ 30.1%
Average Closed Price*	\$4,254,029	\$4,927,605	+ 15.8%	\$4,068,476	\$4,151,199	+ 2.0%
Percent of List Price Received*	99.2%	92.1%	- 7.2%	99.3%	92.9%	- 6.4%
Inventory of Homes for Sale	271	413	+ 52.4%	—	—	—
Months Supply of Inventory	3.8	9.4	+ 147.4%	—	—	—

Condo	May			Year to Date		
Key Metrics	2022	2023	% Change	Thru 5-2022	Thru 5-2023	% Change
New Listings	118	105	- 11.0%	783	813	+ 3.8%
Total Sales	150	126	- 16.0%	644	500	- 22.4%
Days on Market Until Sale	16	53	+ 231.3%	19	53	+ 178.9%
Median Closed Price*	\$1,110,875	\$1,275,000	+ 14.8%	\$1,082,500	\$1,250,000	+ 15.5%
Average Closed Price*	\$1,612,113	\$1,638,637	+ 1.6%	\$1,571,977	\$1,650,973	+ 5.0%
Percent of List Price Received*	100.4%	94.8%	- 5.6%	100.5%	95.4%	- 5.1%
Inventory of Homes for Sale	190	413	+ 117.4%	—	—	—
Months Supply of Inventory	1.5	5.4	+ 260.0%	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

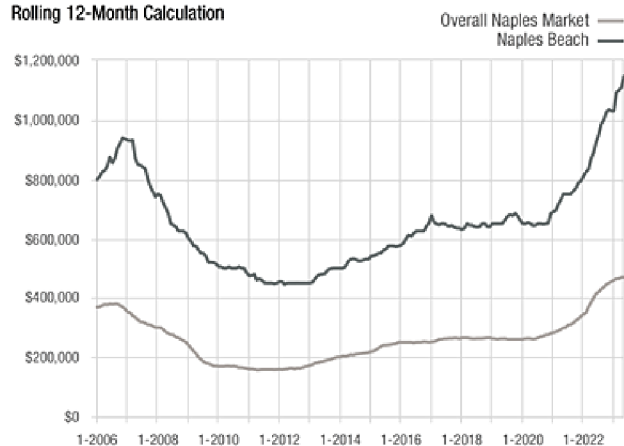
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



LOCAL MARKET UPDATE - NORTH NAPLES

34109, 34110, 34119

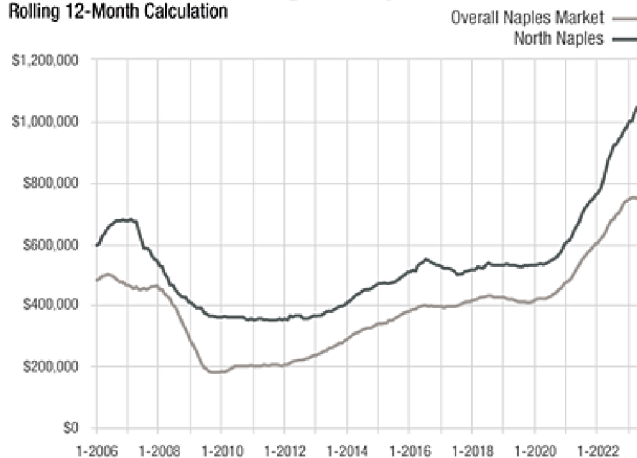
Single Family	May			Year to Date		
	2022	2023	% Change	Thru 5-2022	Thru 5-2023	% Change
Key Metrics						
New Listings	171	137	- 19.9%	834	672	- 19.4%
Total Sales	145	107	- 26.2%	592	431	- 27.2%
Days on Market Until Sale	15	49	+ 226.7%	18	50	+ 177.8%
Median Closed Price*	\$1,150,000	\$1,025,000	- 10.9%	\$972,764	\$1,075,000	+ 10.5%
Average Closed Price*	\$1,555,384	\$1,578,530	+ 1.5%	\$1,368,878	\$1,547,113	+ 13.0%
Percent of List Price Received*	100.1%	95.9%	- 4.2%	100.8%	96.0%	- 4.8%
Inventory of Homes for Sale	258	298	+ 15.5%	—	—	—
Months Supply of Inventory	2.1	3.7	+ 76.2%	—	—	—

Condo	May			Year to Date		
	2022	2023	% Change	Thru 5-2022	Thru 5-2023	% Change
Key Metrics						
New Listings	204	139	- 31.9%	961	793	- 17.5%
Total Sales	182	133	- 26.9%	737	566	- 23.2%
Days on Market Until Sale	11	50	+ 354.5%	11	42	+ 281.8%
Median Closed Price*	\$480,000	\$499,000	+ 4.0%	\$455,000	\$500,000	+ 9.9%
Average Closed Price*	\$790,632	\$726,483	- 8.1%	\$642,277	\$769,983	+ 19.9%
Percent of List Price Received*	101.3%	97.1%	- 4.1%	102.3%	97.2%	- 5.0%
Inventory of Homes for Sale	236	286	+ 21.2%	—	—	—
Months Supply of Inventory	1.6	2.7	+ 68.8%	—	—	—

Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

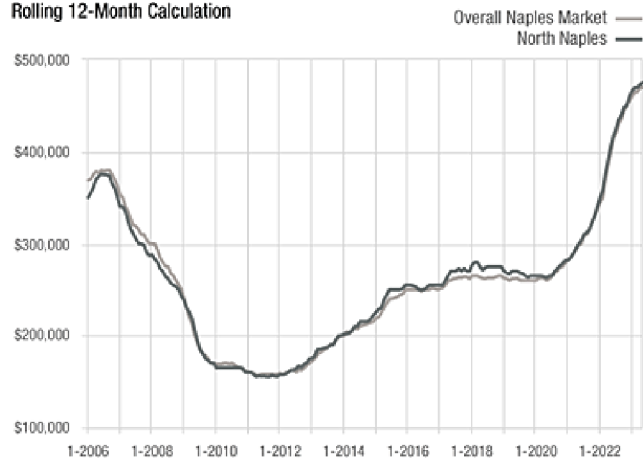
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



LOCAL MARKET UPDATE - CENTRAL NAPLES

34104, 34105, 34116

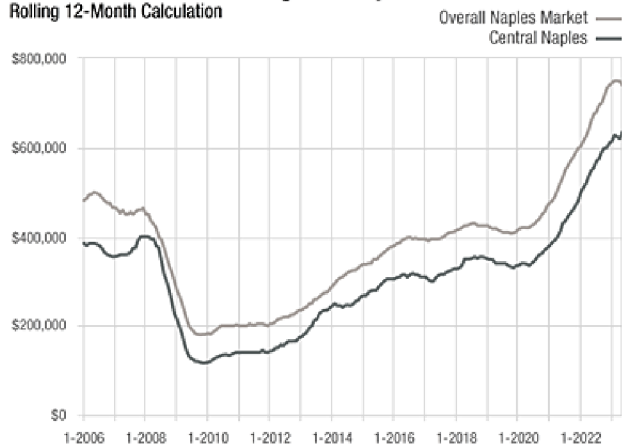
Single Family	May			Year to Date		
	2022	2023	% Change	Thru 5-2022	Thru 5-2023	% Change
Key Metrics						
New Listings	100	57	- 43.0%	494	367	- 25.7%
Total Sales	84	60	- 28.6%	395	269	- 31.9%
Days on Market Until Sale	18	47	+ 161.1%	21	43	+ 104.8%
Median Closed Price*	\$597,000	\$757,500	+ 26.9%	\$599,000	\$670,000	+ 11.9%
Average Closed Price*	\$1,139,367	\$975,274	- 14.4%	\$965,453	\$936,372	- 3.0%
Percent of List Price Received*	99.1%	95.5%	- 3.6%	99.5%	96.0%	- 3.5%
Inventory of Homes for Sale	147	135	- 8.2%	—	—	—
Months Supply of Inventory	1.8	2.7	+ 50.0%	—	—	—

Condo	May			Year to Date		
	2022	2023	% Change	Thru 5-2022	Thru 5-2023	% Change
Key Metrics						
New Listings	104	61	- 41.3%	557	398	- 28.5%
Total Sales	112	76	- 32.1%	438	311	- 29.0%
Days on Market Until Sale	13	45	+ 246.2%	12	39	+ 225.0%
Median Closed Price*	\$365,500	\$350,000	- 4.2%	\$340,000	\$355,000	+ 4.4%
Average Closed Price*	\$443,846	\$393,321	- 11.4%	\$389,209	\$419,440	+ 7.8%
Percent of List Price Received*	101.5%	97.0%	- 4.4%	101.9%	96.8%	- 5.0%
Inventory of Homes for Sale	124	130	+ 4.8%	—	—	—
Months Supply of Inventory	1.4	2.1	+ 50.0%	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

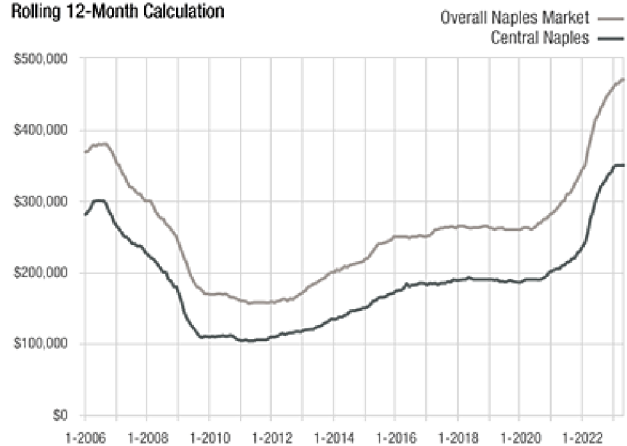
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation



LOCAL MARKET UPDATE - SOUTH NAPLES

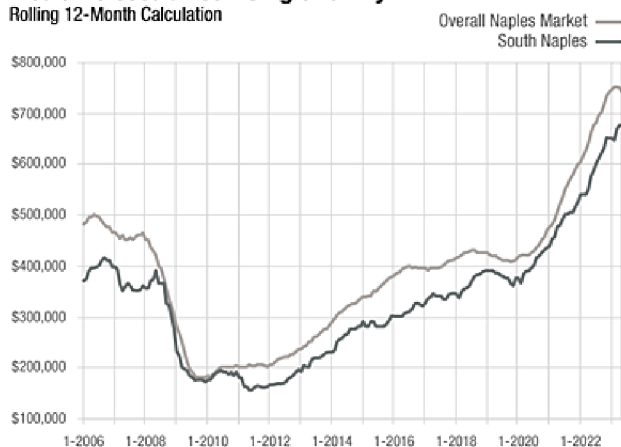
34112, 34113

Single Family	May			Year to Date		
	2022	2023	% Change	Thru 5-2022	Thru 5-2023	% Change
Key Metrics						
New Listings	83	75	- 9.6%	408	386	- 5.4%
Total Sales	70	61	- 12.9%	287	267	- 7.0%
Days on Market Until Sale	15	51	+ 240.0%	23	54	+ 134.8%
Median Closed Price*	\$804,450	\$710,000	- 11.7%	\$650,000	\$707,000	+ 8.8%
Average Closed Price*	\$1,101,074	\$905,409	- 17.8%	\$925,153	\$964,553	+ 4.3%
Percent of List Price Received*	99.5%	97.4%	- 2.1%	100.4%	95.8%	- 4.6%
Inventory of Homes for Sale	134	164	+ 22.4%	—	—	—
Months Supply of Inventory	2.2	3.5	+ 59.1%	—	—	—

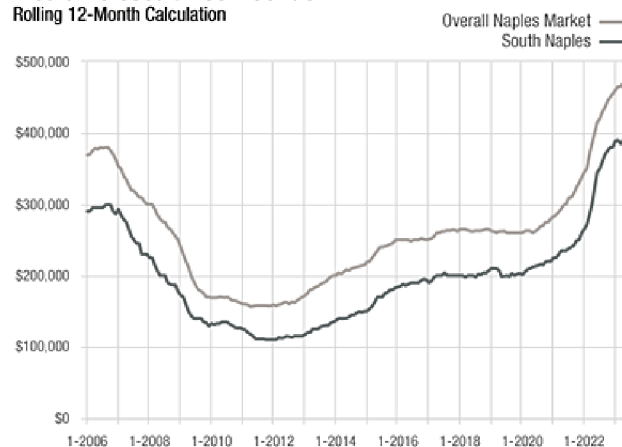
Condo	May			Year to Date		
	2022	2023	% Change	Thru 5-2022	Thru 5-2023	% Change
Key Metrics						
New Listings	147	91	- 38.1%	743	662	- 10.9%
Total Sales	144	126	- 12.5%	578	497	- 14.0%
Days on Market Until Sale	12	49	+ 308.3%	11	48	+ 336.4%
Median Closed Price*	\$389,850	\$402,750	+ 3.3%	\$378,000	\$405,000	+ 7.1%
Average Closed Price*	\$444,946	\$466,887	+ 4.9%	\$421,608	\$462,231	+ 9.6%
Percent of List Price Received*	100.8%	96.8%	- 4.0%	101.3%	96.9%	- 4.3%
Inventory of Homes for Sale	173	234	+ 35.3%	—	—	—
Months Supply of Inventory	1.5	2.8	+ 86.7%	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Median Closed Price - Single Family
Rolling 12-Month Calculation



Median Closed Price - Condo
Rolling 12-Month Calculation



LOCAL MARKET UPDATE - EAST NAPLES

34114, 34117, 34120, 34137

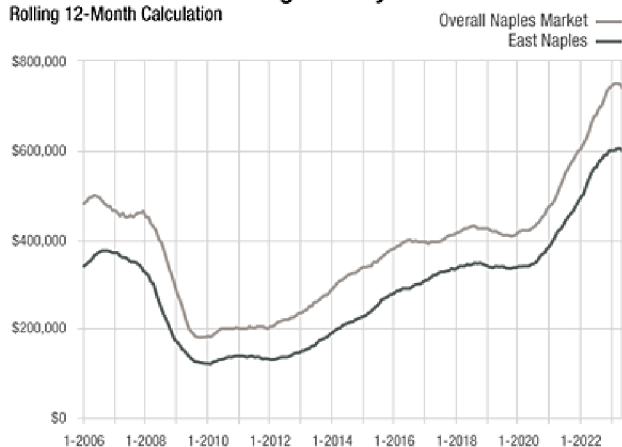
Single Family	May			Year to Date		
	2022	2023	% Change	Thru 5-2022	Thru 5-2023	% Change
Key Metrics						
New Listings	261	164	- 37.2%	1,219	1,004	- 17.6%
Total Sales	197	163	- 17.3%	903	748	- 17.2%
Days on Market Until Sale	21	64	+ 204.8%	28	65	+ 132.1%
Median Closed Price*	\$625,000	\$595,244	- 4.8%	\$599,000	\$607,450	+ 1.4%
Average Closed Price*	\$754,515	\$733,562	- 2.8%	\$761,603	\$739,524	- 2.9%
Percent of List Price Received*	98.6%	97.4%	- 1.2%	98.9%	97.0%	- 1.9%
Inventory of Homes for Sale	456	430	- 5.7%	—	—	—
Months Supply of Inventory	2.6	3.3	+ 26.9%	—	—	—

Condo	May			Year to Date		
	2022	2023	% Change	Thru 5-2022	Thru 5-2023	% Change
Key Metrics						
New Listings	111	67	- 39.6%	491	398	- 18.9%
Total Sales	77	67	- 13.0%	337	296	- 12.2%
Days on Market Until Sale	14	40	+ 185.7%	15	48	+ 220.0%
Median Closed Price*	\$510,000	\$495,000	- 2.9%	\$499,900	\$518,555	+ 3.7%
Average Closed Price*	\$528,759	\$563,317	+ 6.5%	\$513,980	\$537,274	+ 4.5%
Percent of List Price Received*	100.3%	97.4%	- 2.9%	101.1%	97.3%	- 3.8%
Inventory of Homes for Sale	130	148	+ 13.8%	—	—	—
Months Supply of Inventory	1.9	2.8	+ 47.4%	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

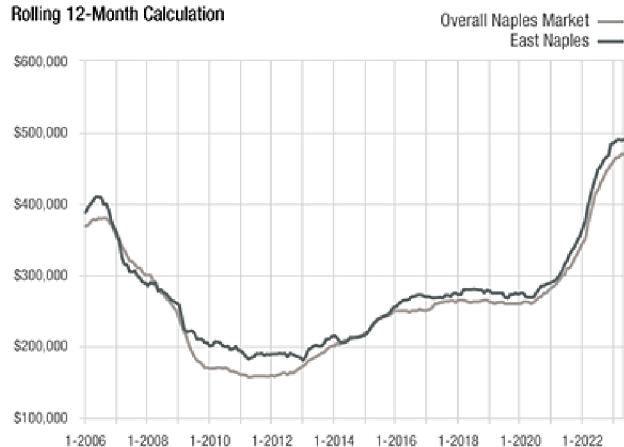
Median Closed Price - Single Family

Rolling 12-Month Calculation



Median Closed Price - Condo

Rolling 12-Month Calculation





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