

Monthly Market Detail - April 2022

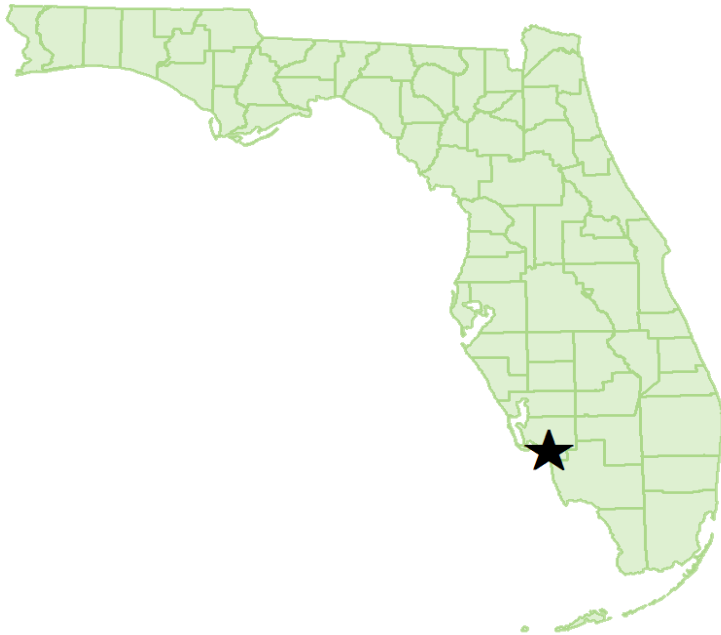
Single-Family Homes

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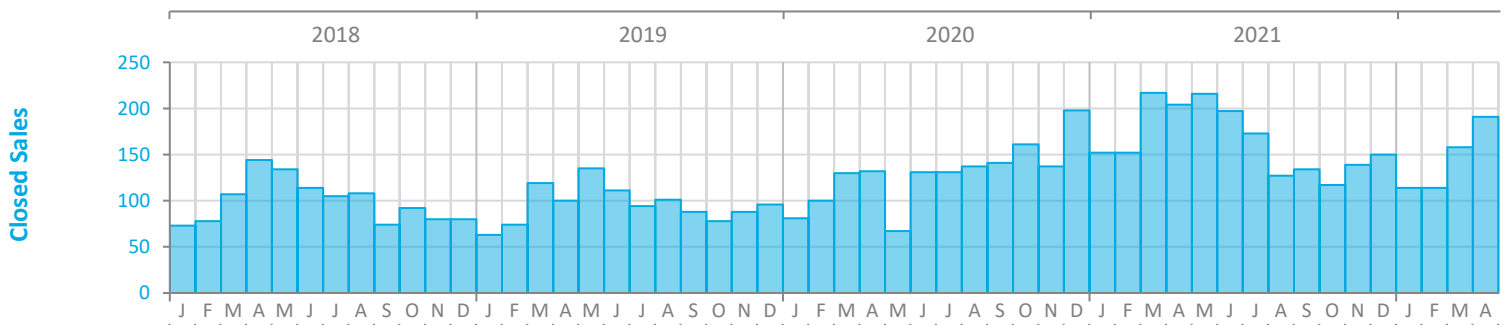
Summary Statistics	April 2022	April 2021	Percent Change Year-over-Year
Closed Sales	191	204	-6.4%
Paid in Cash	80	98	-18.4%
Median Sale Price	\$673,100	\$493,500	36.4%
Average Sale Price	\$793,259	\$740,399	7.1%
Dollar Volume	\$151.5 Million	\$151.0 Million	0.3%
Median Percent of Original List Price Received	100.0%	100.0%	0.0%
Median Time to Contract	10 Days	19 Days	-47.4%
Median Time to Sale	49 Days	63 Days	-22.2%
New Pending Sales	171	231	-26.0%
New Listings	178	192	-7.3%
Pending Inventory	251	378	-33.6%
Inventory (Active Listings)	182	115	58.3%
Months Supply of Inventory	1.2	0.8	50.0%

Closed Sales

The number of sales transactions which closed during the month

Economists' note: Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	577	-20.4%
April 2022	191	-6.4%
March 2022	158	-27.2%
February 2022	114	-25.0%
January 2022	114	-25.0%
December 2021	150	-24.2%
November 2021	139	1.5%
October 2021	117	-27.3%
September 2021	134	-5.0%
August 2021	127	-7.3%
July 2021	173	32.1%
June 2021	197	50.4%
May 2021	216	222.4%
April 2021	204	54.5%



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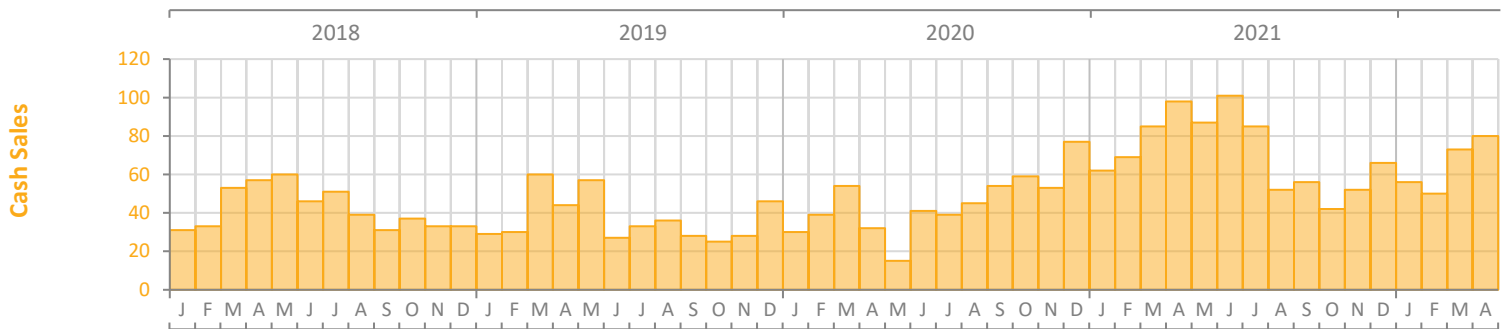
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Cash Sales

The number of Closed Sales during the month in which buyers exclusively paid in cash

Economists' note: Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	259	-17.5%
April 2022	80	-18.4%
March 2022	73	-14.1%
February 2022	50	-27.5%
January 2022	56	-9.7%
December 2021	66	-14.3%
November 2021	52	-1.9%
October 2021	42	-28.8%
September 2021	56	3.7%
August 2021	52	15.6%
July 2021	85	117.9%
June 2021	101	146.3%
May 2021	87	480.0%
April 2021	98	206.3%

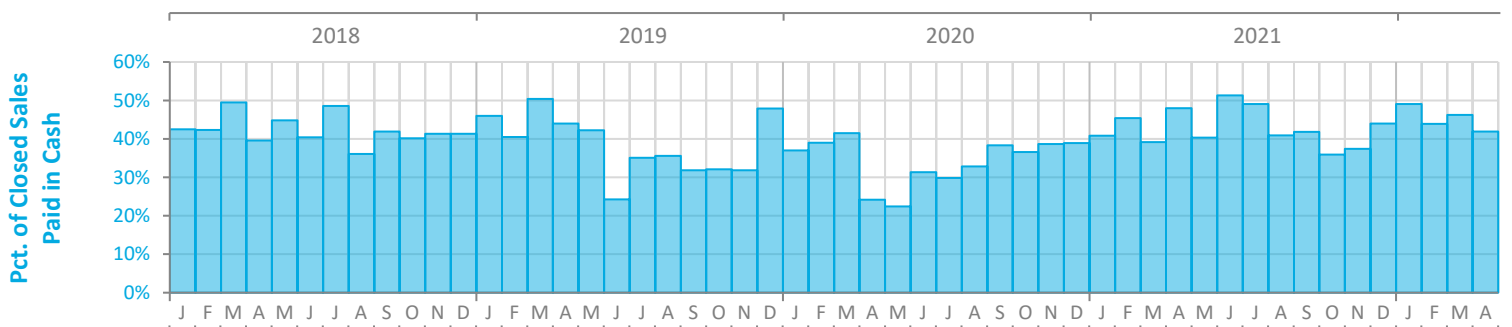


Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

Economists' note: This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each month involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	44.9%	3.7%
April 2022	41.9%	-12.7%
March 2022	46.2%	17.9%
February 2022	43.9%	-3.3%
January 2022	49.1%	20.3%
December 2021	44.0%	13.1%
November 2021	37.4%	-3.4%
October 2021	35.9%	-1.9%
September 2021	41.8%	9.1%
August 2021	40.9%	24.7%
July 2021	49.1%	64.8%
June 2021	51.3%	63.9%
May 2021	40.3%	79.9%
April 2021	48.0%	98.3%



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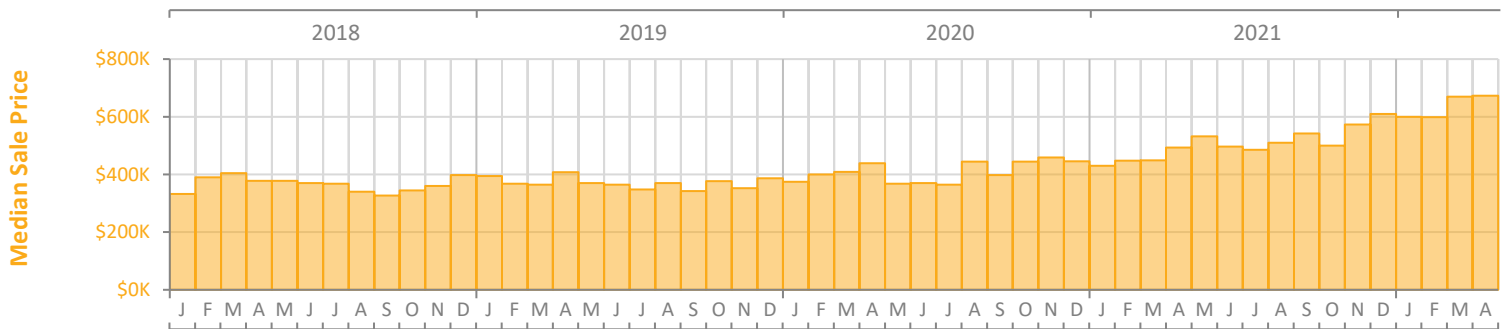
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Median Sale Price

The median sale price reported for the month (i.e. 50% of sales were above and 50% of sales were below)

Economists' note: Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area. Keep in mind that median price trends over time are not always solely caused by changes in the general value of local real estate. Median sale price only reflects the values of the homes that *sold* each month, and the mix of the types of homes that sell can change over time.

Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$641,250	41.9%
April 2022	\$673,100	36.4%
March 2022	\$669,775	49.2%
February 2022	\$599,050	33.9%
January 2022	\$599,500	39.4%
December 2021	\$610,000	36.9%
November 2021	\$572,790	24.8%
October 2021	\$500,000	12.4%
September 2021	\$541,751	36.1%
August 2021	\$510,000	14.6%
July 2021	\$485,000	32.9%
June 2021	\$497,000	34.3%
May 2021	\$531,591	44.5%
April 2021	\$493,500	12.4%

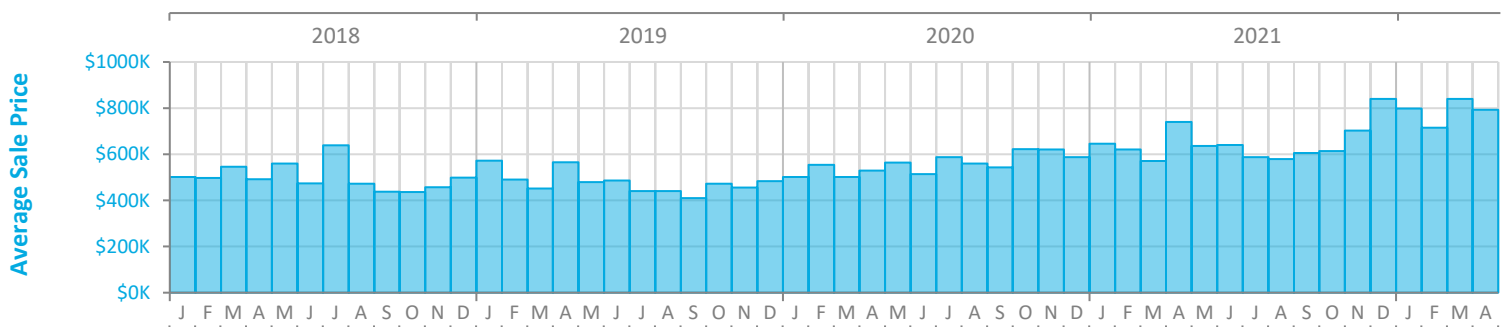


Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

Economists' note: Usually, we prefer Median Sale Price over Average Sale Price as a summary statistic for home prices. However, Average Sale Price does have its uses—particularly when it is analyzed alongside the Median Sale Price. For one, the relative difference between the two statistics can provide some insight into the market for higher-end homes in an area.

Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$791,624	22.8%
April 2022	\$793,259	7.1%
March 2022	\$840,224	47.1%
February 2022	\$714,764	15.3%
January 2022	\$798,387	23.7%
December 2021	\$839,427	42.8%
November 2021	\$702,090	13.1%
October 2021	\$614,326	-1.3%
September 2021	\$605,939	11.5%
August 2021	\$578,800	3.5%
July 2021	\$587,014	-0.1%
June 2021	\$640,645	24.6%
May 2021	\$636,118	12.8%
April 2021	\$740,399	39.9%



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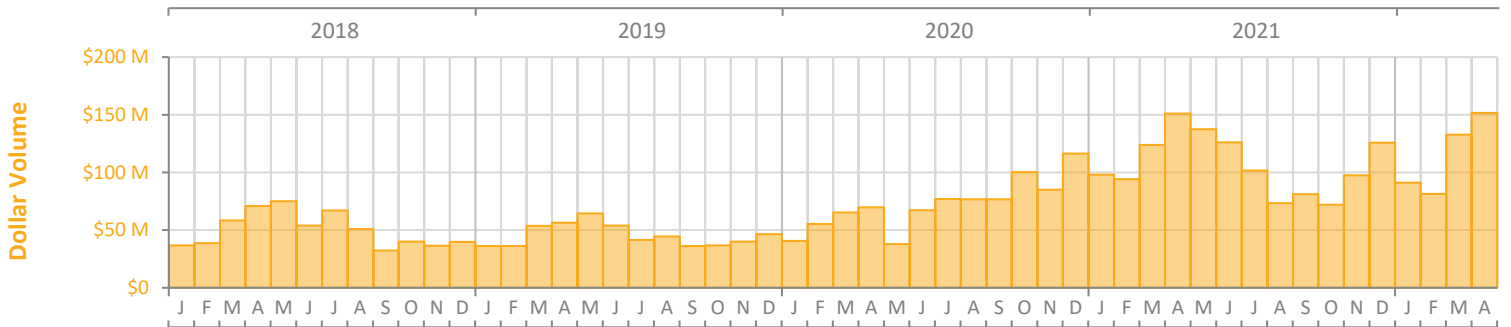
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Dollar Volume

The sum of the sale prices for all sales which closed during the month

Economists' note: Dollar Volume is simply the sum of all sale prices in a given time period, and can quickly be calculated by multiplying Closed Sales by Average Sale Price. It is a strong indicator of the health of the real estate industry in a market, and is of particular interest to real estate professionals, investors, analysts, and government agencies. Potential home sellers and home buyers, on the other hand, will likely be better served by paying attention to trends in the two components of Dollar Volume (i.e. sales and prices) individually.

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$456.8 Million	-2.3%
April 2022	\$151.5 Million	0.3%
March 2022	\$132.8 Million	7.1%
February 2022	\$81.5 Million	-13.6%
January 2022	\$91.0 Million	-7.2%
December 2021	\$125.9 Million	8.1%
November 2021	\$97.6 Million	14.7%
October 2021	\$71.9 Million	-28.3%
September 2021	\$81.2 Million	6.0%
August 2021	\$73.5 Million	-4.1%
July 2021	\$101.6 Million	31.9%
June 2021	\$126.2 Million	87.4%
May 2021	\$137.4 Million	263.5%
April 2021	\$151.0 Million	116.2%

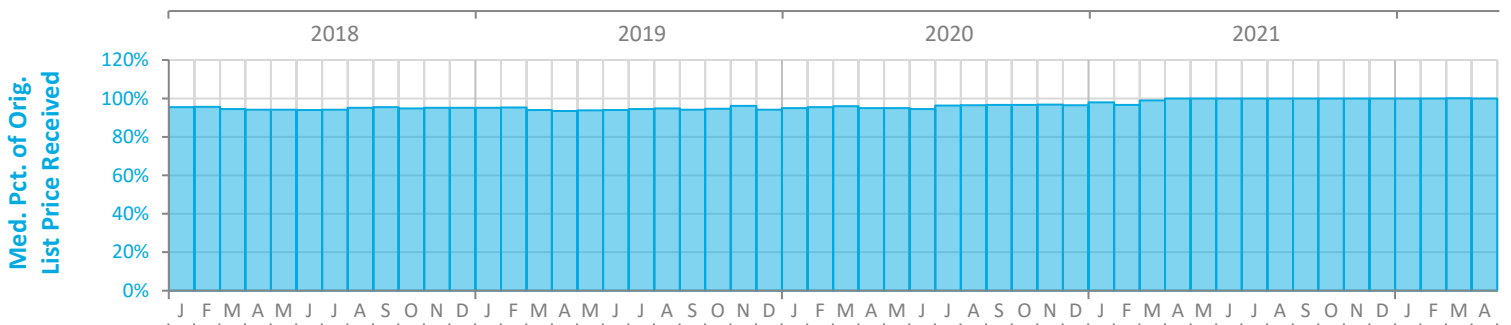


Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the month

Economists' note: The Median Percent of Original List Price Received is useful as an indicator of market recovery, since it typically rises as buyers realize that the market may be moving away from them and they need to match the selling price (or better it) in order to get a contract on the house. This is usually the last measure to indicate a market has shifted from down to up, so it is what we would call a *lagging* indicator.

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	100.0%	1.3%
April 2022	100.0%	0.0%
March 2022	100.1%	1.1%
February 2022	100.0%	3.4%
January 2022	100.0%	2.0%
December 2021	100.0%	3.6%
November 2021	100.0%	3.3%
October 2021	100.0%	3.5%
September 2021	100.0%	3.5%
August 2021	100.0%	3.7%
July 2021	100.0%	3.8%
June 2021	100.0%	5.8%
May 2021	100.0%	5.4%
April 2021	100.0%	5.3%



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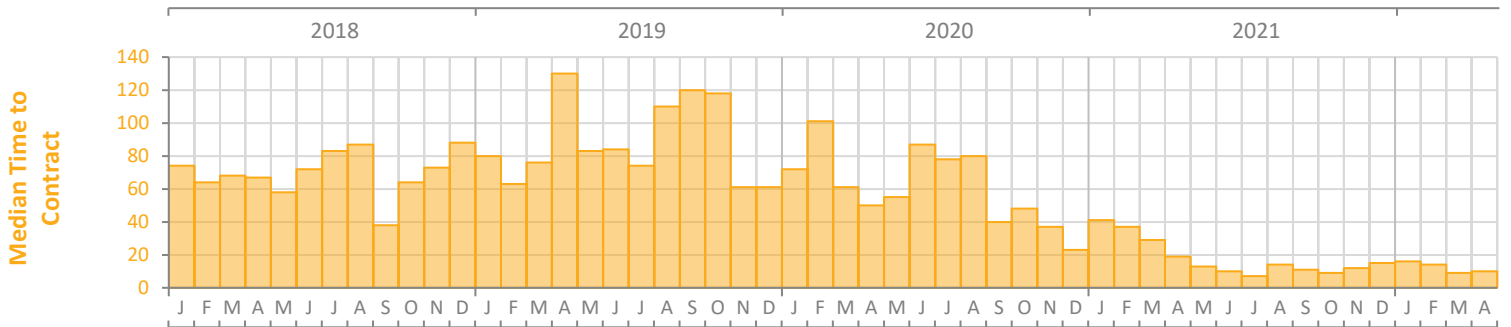
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Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the month

Economists' note: Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	11 Days	-63.3%
April 2022	10 Days	-47.4%
March 2022	9 Days	-69.0%
February 2022	14 Days	-62.2%
January 2022	16 Days	-61.0%
December 2021	15 Days	-34.8%
November 2021	12 Days	-67.6%
October 2021	9 Days	-81.3%
September 2021	11 Days	-72.5%
August 2021	14 Days	-82.5%
July 2021	7 Days	-91.0%
June 2021	10 Days	-88.5%
May 2021	13 Days	-76.4%
April 2021	19 Days	-62.0%

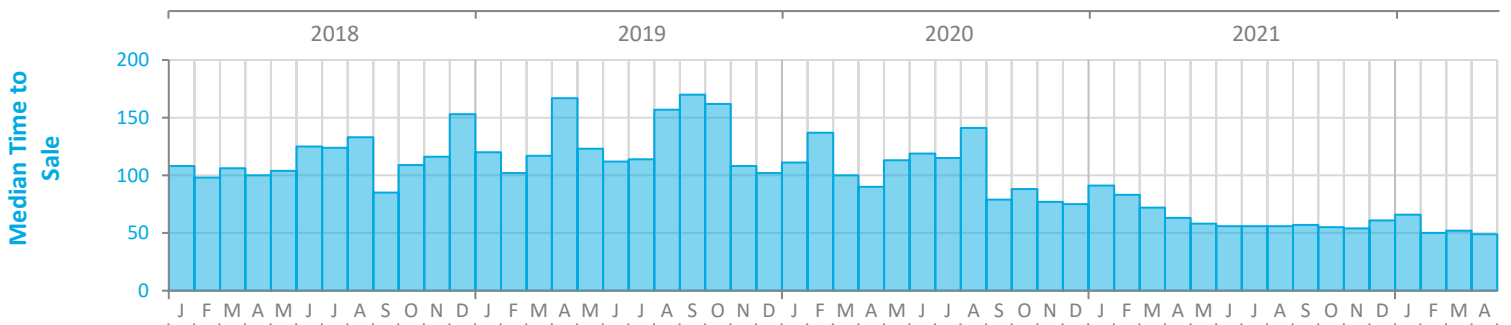


Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the month

Economists' note: Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median Time to Sale* is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	53 Days	-30.3%
April 2022	49 Days	-22.2%
March 2022	52 Days	-27.8%
February 2022	50 Days	-39.8%
January 2022	66 Days	-27.5%
December 2021	61 Days	-18.7%
November 2021	54 Days	-29.9%
October 2021	55 Days	-37.5%
September 2021	57 Days	-27.8%
August 2021	56 Days	-60.3%
July 2021	56 Days	-51.3%
June 2021	56 Days	-52.9%
May 2021	58 Days	-48.7%
April 2021	63 Days	-30.0%



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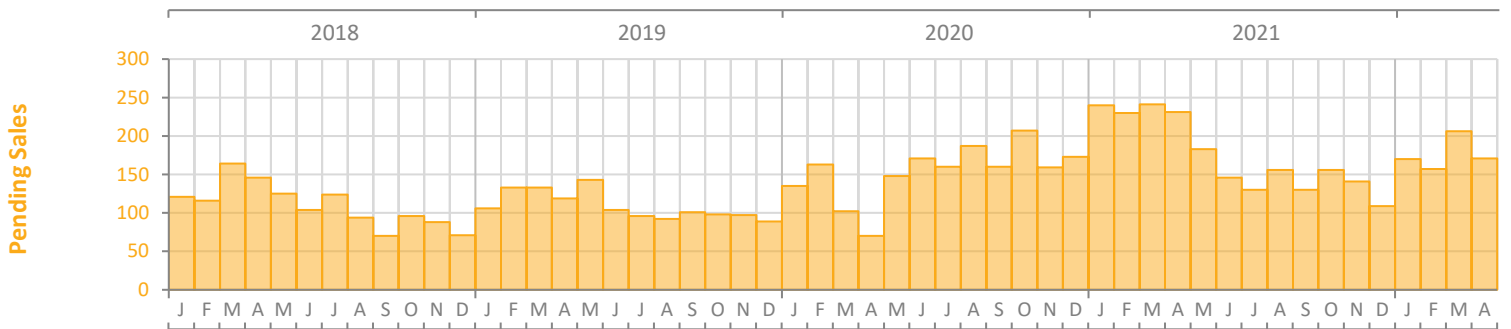
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New Pending Sales

The number of listed properties that went under contract during the month

Economists' note: Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of Pending Sales as a future indicator of Closed Sales is susceptible to changes in market conditions such as the availability of financing for homebuyers and the inventory of distressed properties for sale.

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	704	-25.3%
April 2022	171	-26.0%
March 2022	206	-14.5%
February 2022	157	-31.7%
January 2022	170	-29.2%
December 2021	109	-37.0%
November 2021	141	-11.3%
October 2021	156	-24.6%
September 2021	130	-18.8%
August 2021	156	-16.6%
July 2021	130	-18.8%
June 2021	146	-14.6%
May 2021	183	23.6%
April 2021	231	230.0%

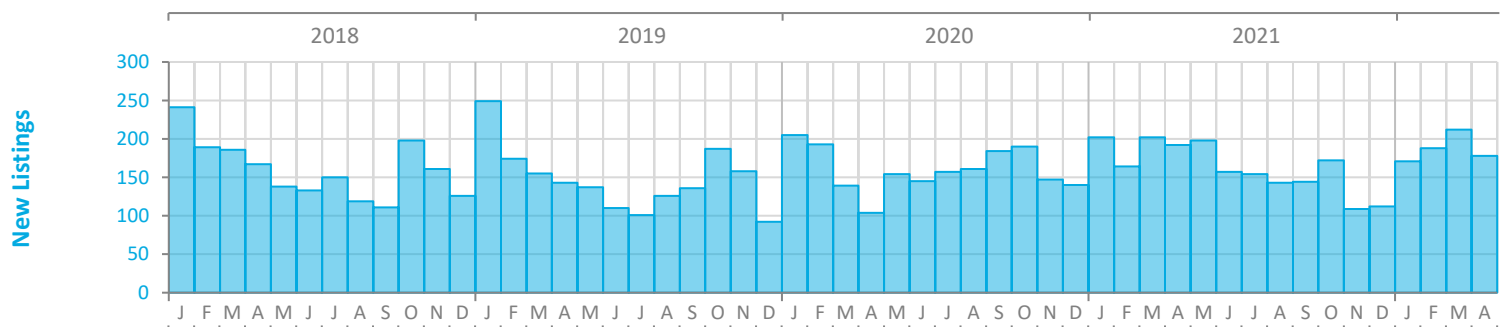


New Listings

The number of properties put onto the market during the month

Economists' note: New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	749	-1.4%
April 2022	178	-7.3%
March 2022	212	5.0%
February 2022	188	14.6%
January 2022	171	-15.3%
December 2021	112	-20.0%
November 2021	109	-25.9%
October 2021	172	-9.5%
September 2021	144	-21.7%
August 2021	143	-11.2%
July 2021	154	-1.9%
June 2021	157	8.3%
May 2021	198	28.6%
April 2021	192	84.6%



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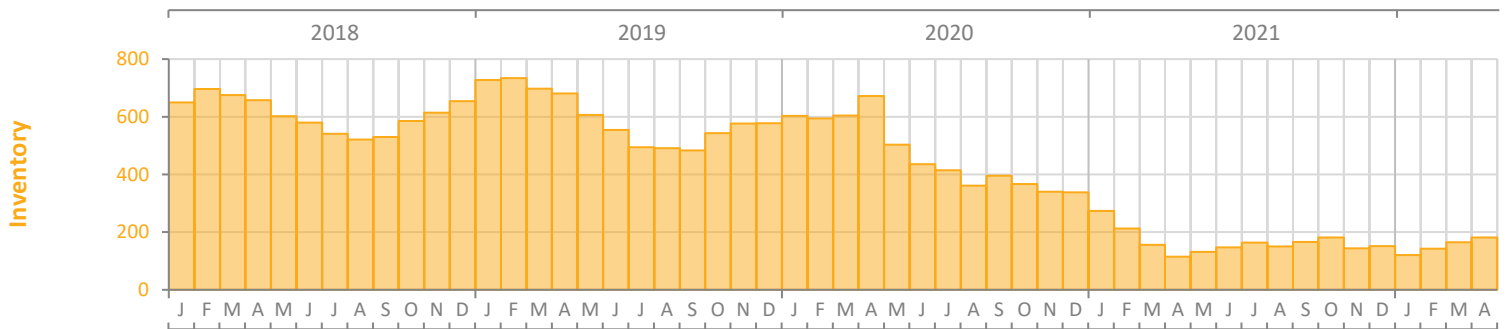
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Inventory (Active Listings)

The number of property listings active at the end of the month

Economists' note: There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	153	-19.4%
April 2022	182	58.3%
March 2022	165	5.8%
February 2022	143	-32.5%
January 2022	120	-56.2%
December 2021	152	-55.0%
November 2021	144	-57.6%
October 2021	181	-50.7%
September 2021	166	-58.1%
August 2021	150	-58.4%
July 2021	164	-60.4%
June 2021	147	-66.3%
May 2021	132	-73.8%
April 2021	115	-82.9%

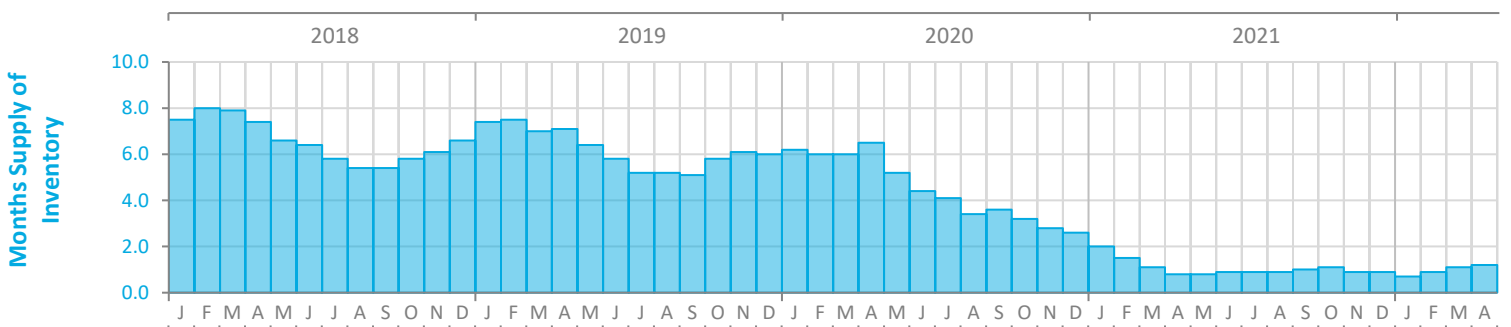


Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

Economists' note: MSI is a useful indicator of market conditions. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 months of inventory. Anything higher is traditionally a buyers' market, and anything lower is a sellers' market. There is no single accepted way of calculating MSI. A common method is to divide current Inventory by the most recent month's Closed Sales count, but this count is a usually poor predictor of future Closed Sales due to seasonal cycles. To eliminate seasonal effects, we use the 12-month average of monthly Closed Sales instead.

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	1.0	-28.6%
April 2022	1.2	50.0%
March 2022	1.1	0.0%
February 2022	0.9	-40.0%
January 2022	0.7	-65.0%
December 2021	0.9	-65.4%
November 2021	0.9	-67.9%
October 2021	1.1	-65.6%
September 2021	1.0	-72.2%
August 2021	0.9	-73.5%
July 2021	0.9	-78.0%
June 2021	0.9	-79.5%
May 2021	0.8	-84.6%
April 2021	0.8	-87.7%



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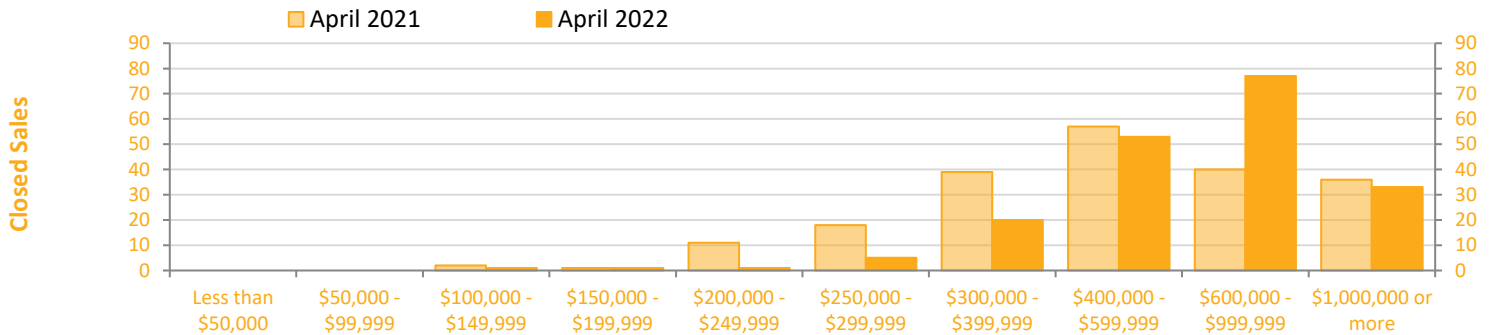
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Closed Sales by Sale Price

The number of sales transactions which closed during the month

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Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	1	-50.0%
\$150,000 - \$199,999	1	0.0%
\$200,000 - \$249,999	1	-90.9%
\$250,000 - \$299,999	5	-72.2%
\$300,000 - \$399,999	20	-48.7%
\$400,000 - \$599,999	53	-7.0%
\$600,000 - \$999,999	77	92.5%
\$1,000,000 or more	33	-8.3%

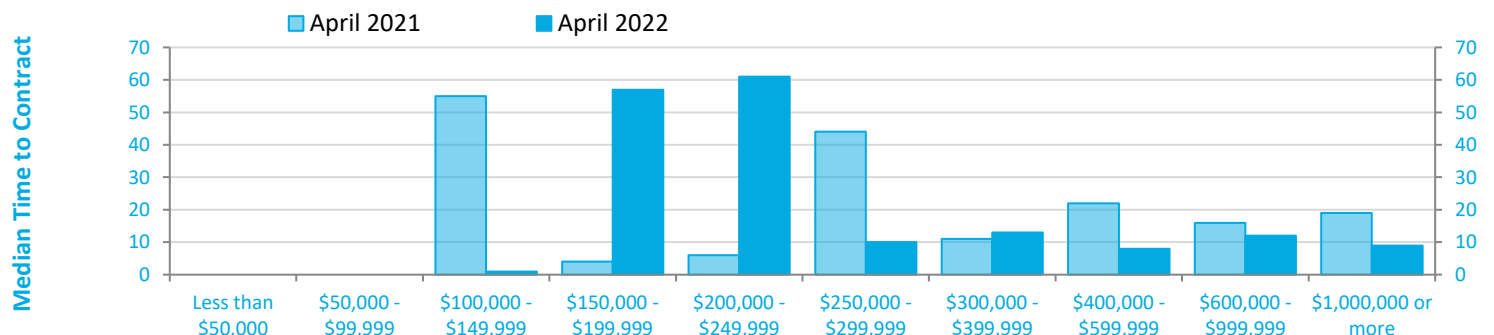


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the month

Economists' note: Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	(No Sales)	N/A
\$50,000 - \$99,999	(No Sales)	N/A
\$100,000 - \$149,999	1 Day	-98.2%
\$150,000 - \$199,999	57 Days	1325.0%
\$200,000 - \$249,999	61 Days	916.7%
\$250,000 - \$299,999	10 Days	-77.3%
\$300,000 - \$399,999	13 Days	18.2%
\$400,000 - \$599,999	8 Days	-63.6%
\$600,000 - \$999,999	12 Days	-25.0%
\$1,000,000 or more	9 Days	-52.6%



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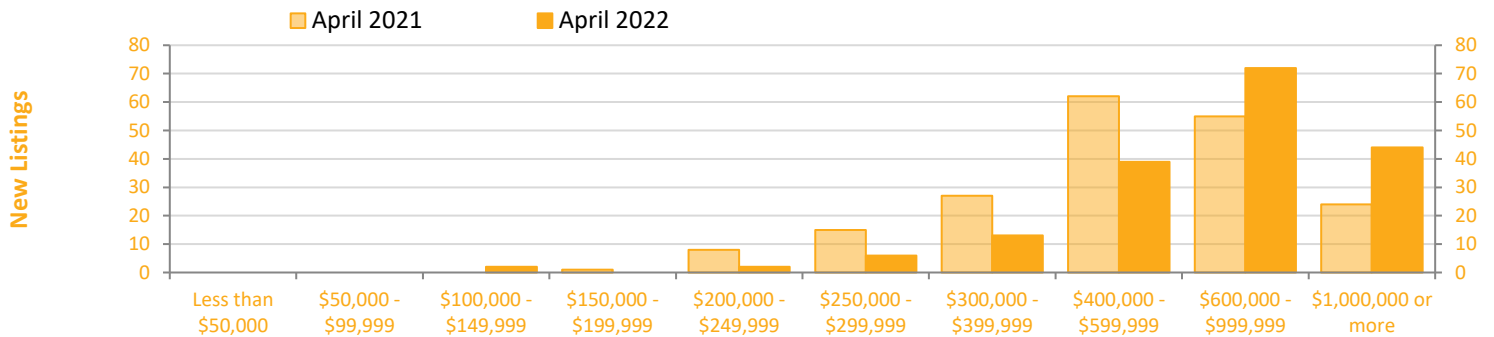
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New Listings by Initial Listing Price

The number of properties put onto the market during the month

Economists' note: New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	2	N/A
\$150,000 - \$199,999	0	-100.0%
\$200,000 - \$249,999	2	-75.0%
\$250,000 - \$299,999	6	-60.0%
\$300,000 - \$399,999	13	-51.9%
\$400,000 - \$599,999	39	-37.1%
\$600,000 - \$999,999	72	30.9%
\$1,000,000 or more	44	83.3%

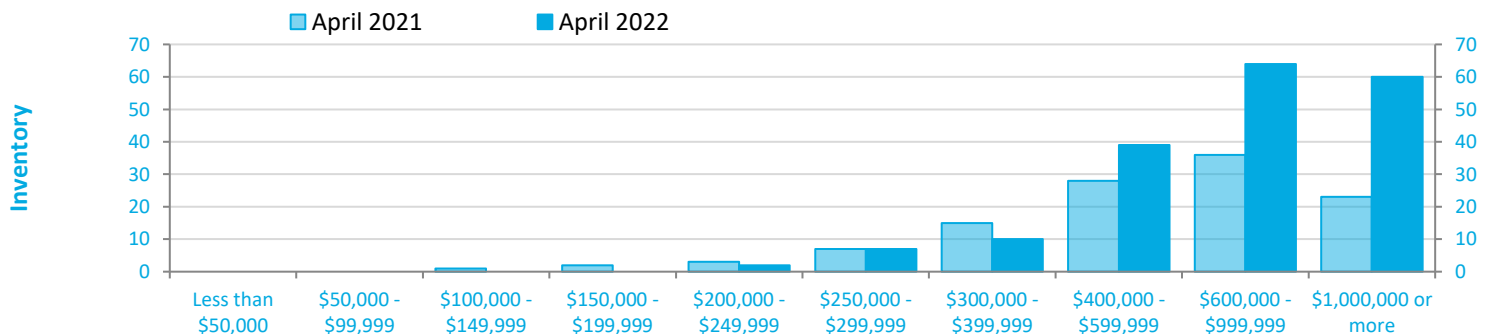


Inventory by Current Listing Price

The number of property listings active at the end of the month

Economists' note: There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	0	N/A
\$100,000 - \$149,999	0	-100.0%
\$150,000 - \$199,999	0	-100.0%
\$200,000 - \$249,999	2	-33.3%
\$250,000 - \$299,999	7	0.0%
\$300,000 - \$399,999	10	-33.3%
\$400,000 - \$599,999	39	39.3%
\$600,000 - \$999,999	64	77.8%
\$1,000,000 or more	60	160.9%



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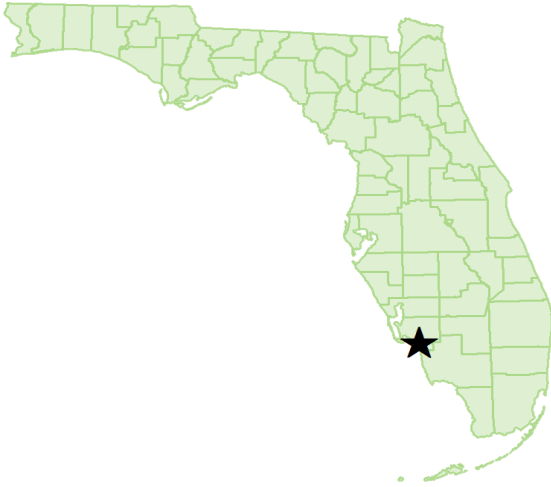
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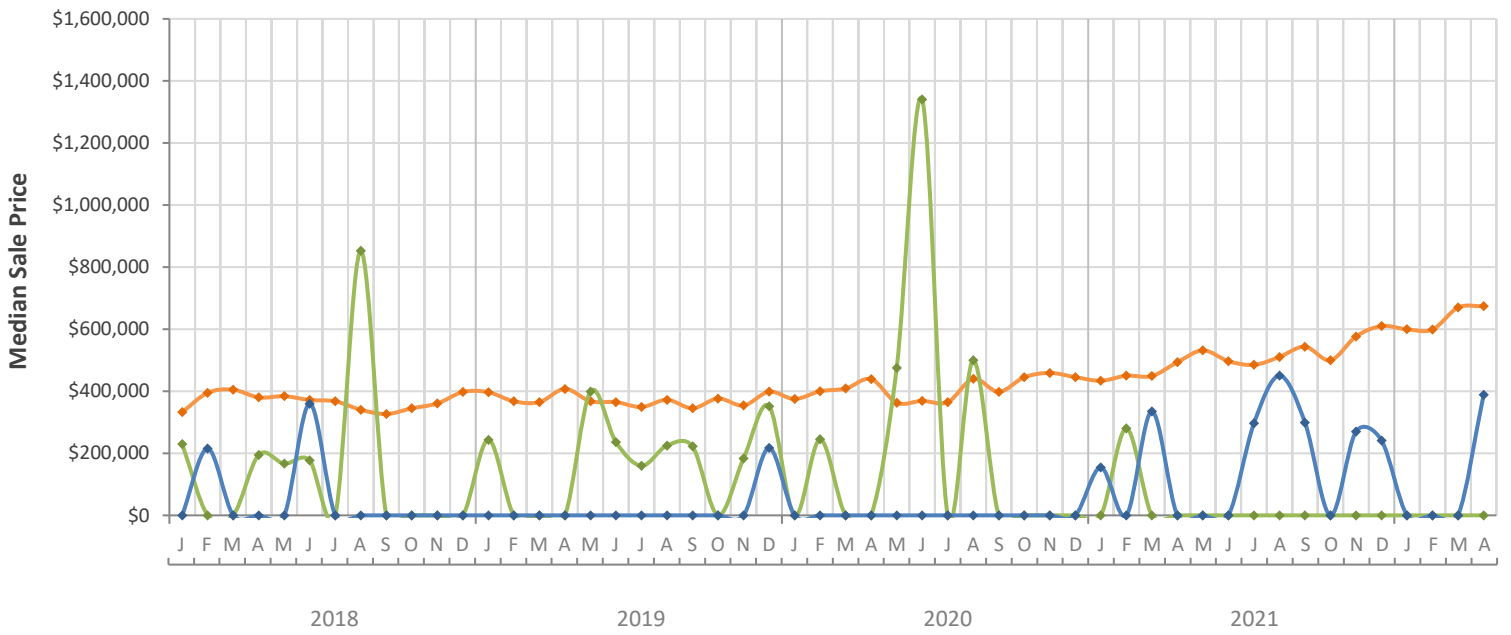
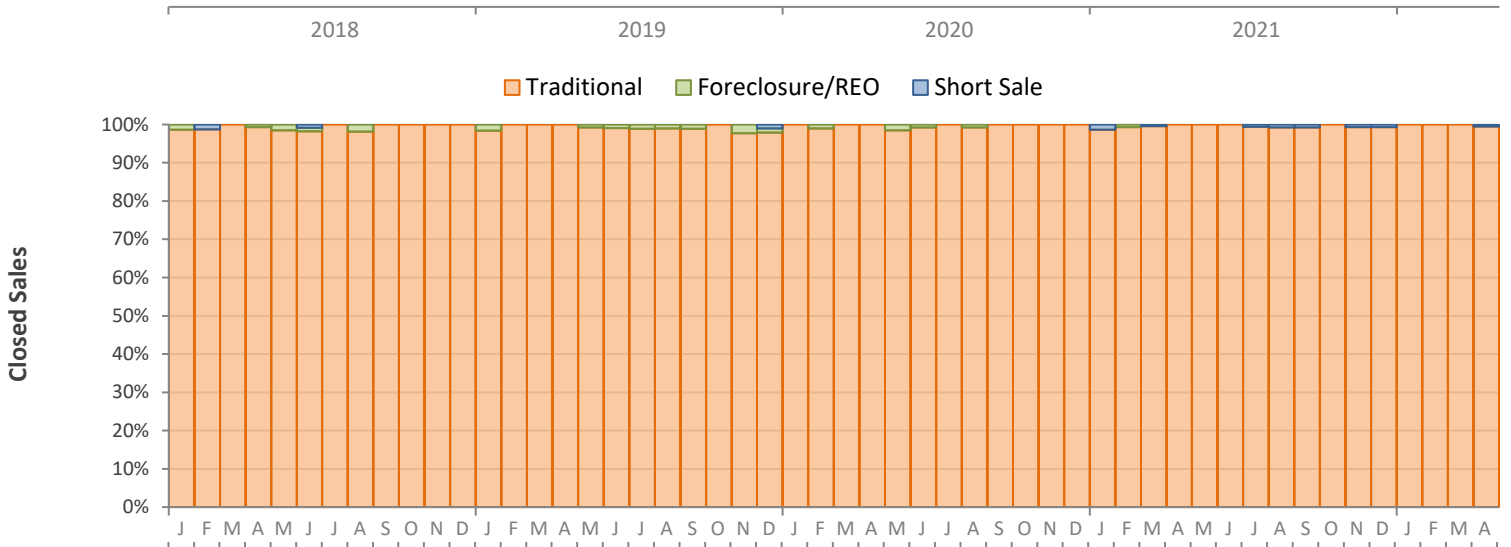
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		April 2022	April 2021	Percent Change Year-over-Year
Traditional	Closed Sales	190	204	-6.9%
	Median Sale Price	\$674,050	\$493,500	36.6%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	1	0	N/A
	Median Sale Price	\$388,556	(No Sales)	N/A



Monthly Market Detail - April 2022

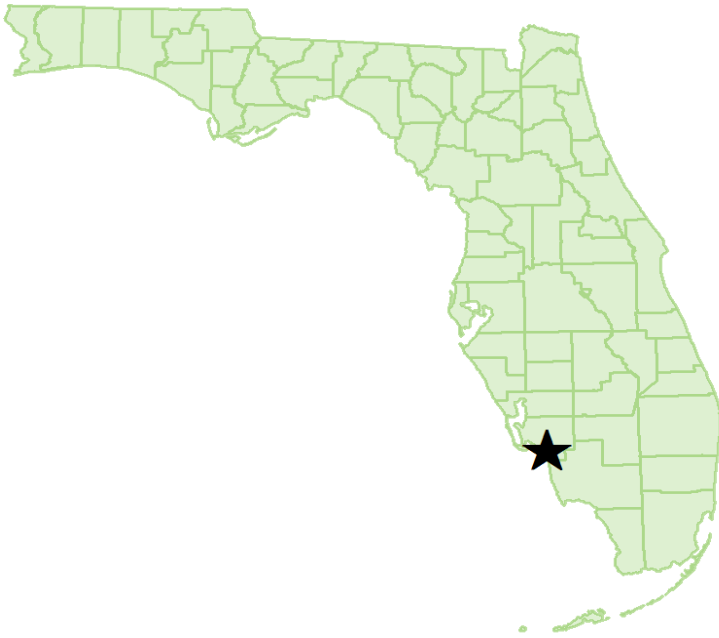
Townhouses and Condos

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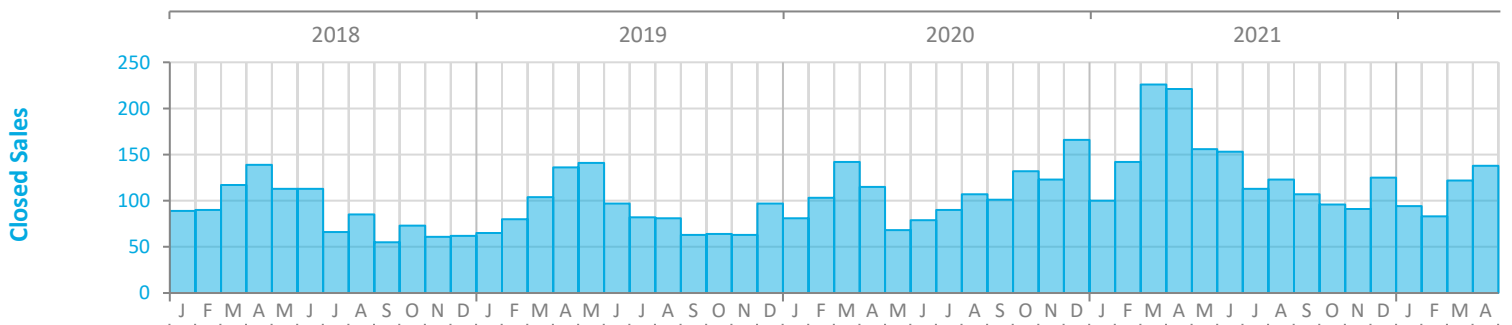
Summary Statistics	April 2022	April 2021	Percent Change Year-over-Year
Closed Sales	138	221	-37.6%
Paid in Cash	102	124	-17.7%
Median Sale Price	\$437,000	\$325,000	34.5%
Average Sale Price	\$563,651	\$396,668	42.1%
Dollar Volume	\$77.8 Million	\$87.7 Million	-11.3%
Median Percent of Original List Price Received	101.0%	98.5%	2.5%
Median Time to Contract	6 Days	16 Days	-62.5%
Median Time to Sale	49 Days	63 Days	-22.2%
New Pending Sales	124	182	-31.9%
New Listings	182	156	16.7%
Pending Inventory	219	272	-19.5%
Inventory (Active Listings)	141	119	18.5%
Months Supply of Inventory	1.2	0.9	33.3%

Closed Sales

The number of sales transactions which closed during the month

Economists' note: Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	437	-36.6%
April 2022	138	-37.6%
March 2022	122	-46.0%
February 2022	83	-41.5%
January 2022	94	-6.0%
December 2021	125	-24.7%
November 2021	91	-26.0%
October 2021	96	-27.3%
September 2021	107	5.9%
August 2021	123	15.0%
July 2021	113	25.6%
June 2021	153	93.7%
May 2021	156	129.4%
April 2021	221	92.2%



Monthly Market Detail - April 2022

Townhouses and Condos

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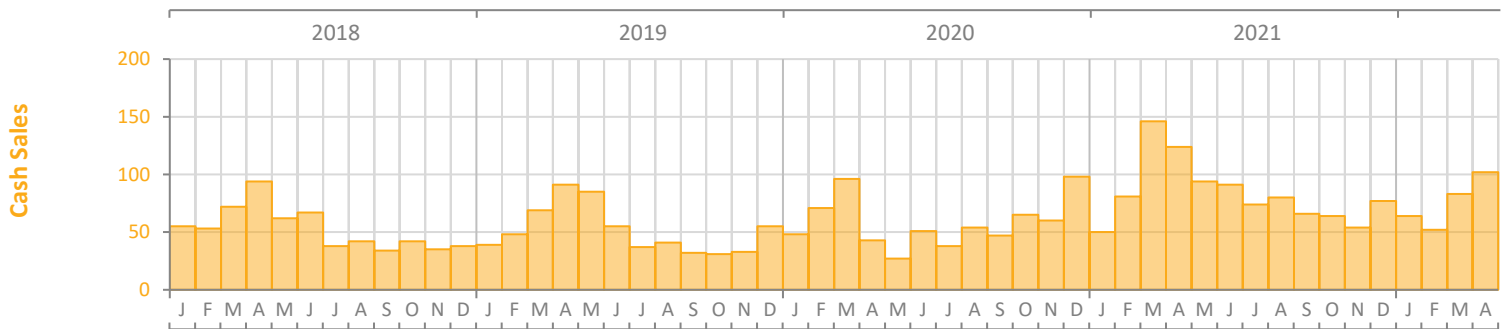
This report describes member activity for the association and is not confined to any specific geographic area.

Cash Sales

The number of Closed Sales during the month in which buyers exclusively paid in cash

Economists' note: Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	301	-24.9%
April 2022	102	-17.7%
March 2022	83	-43.2%
February 2022	52	-35.8%
January 2022	64	28.0%
December 2021	77	-21.4%
November 2021	54	-10.0%
October 2021	64	-1.5%
September 2021	66	40.4%
August 2021	80	48.1%
July 2021	74	94.7%
June 2021	91	78.4%
May 2021	94	248.1%
April 2021	124	188.4%

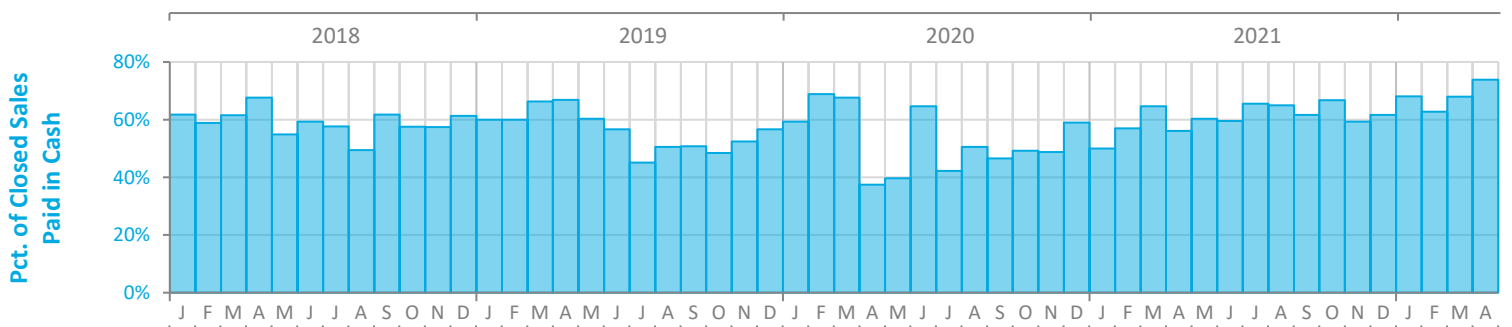


Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

Economists' note: This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each month involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	68.9%	18.4%
April 2022	73.9%	31.7%
March 2022	68.0%	5.3%
February 2022	62.7%	10.0%
January 2022	68.1%	36.2%
December 2021	61.6%	4.4%
November 2021	59.3%	21.5%
October 2021	66.7%	35.6%
September 2021	61.7%	32.7%
August 2021	65.0%	28.7%
July 2021	65.5%	55.2%
June 2021	59.5%	-7.9%
May 2021	60.3%	51.9%
April 2021	56.1%	50.0%



Monthly Market Detail - April 2022

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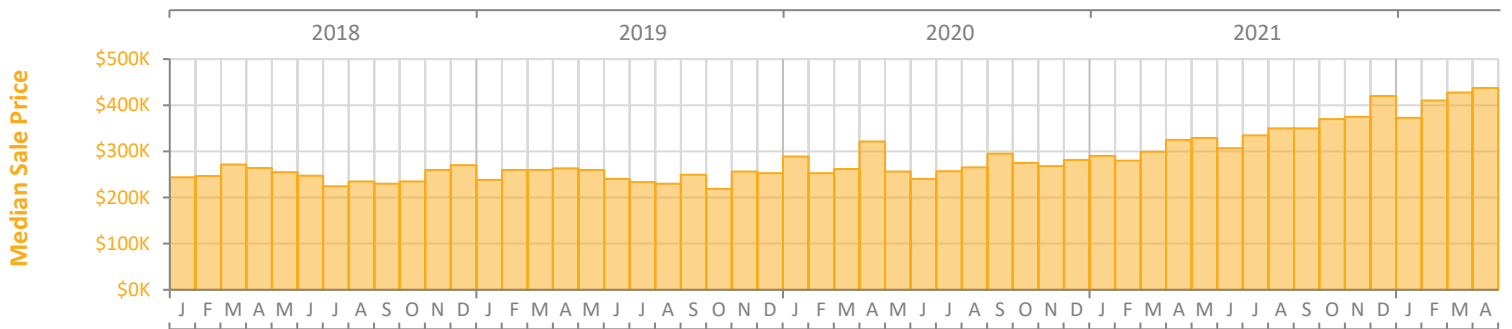
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Median Sale Price

The median sale price reported for the month (i.e. 50% of sales were above and 50% of sales were below)

Economists' note: Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area. Keep in mind that median price trends over time are not always solely caused by changes in the general value of local real estate. Median sale price only reflects the values of the homes that *sold* each month, and the mix of the types of homes that sell can change over time.

Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$416,850	39.0%
April 2022	\$437,000	34.5%
March 2022	\$427,658	43.0%
February 2022	\$410,000	46.6%
January 2022	\$372,500	28.4%
December 2021	\$420,000	49.2%
November 2021	\$374,900	39.9%
October 2021	\$370,000	34.6%
September 2021	\$350,000	18.6%
August 2021	\$350,000	32.1%
July 2021	\$335,000	30.5%
June 2021	\$307,000	27.9%
May 2021	\$329,000	28.3%
April 2021	\$325,000	1.1%

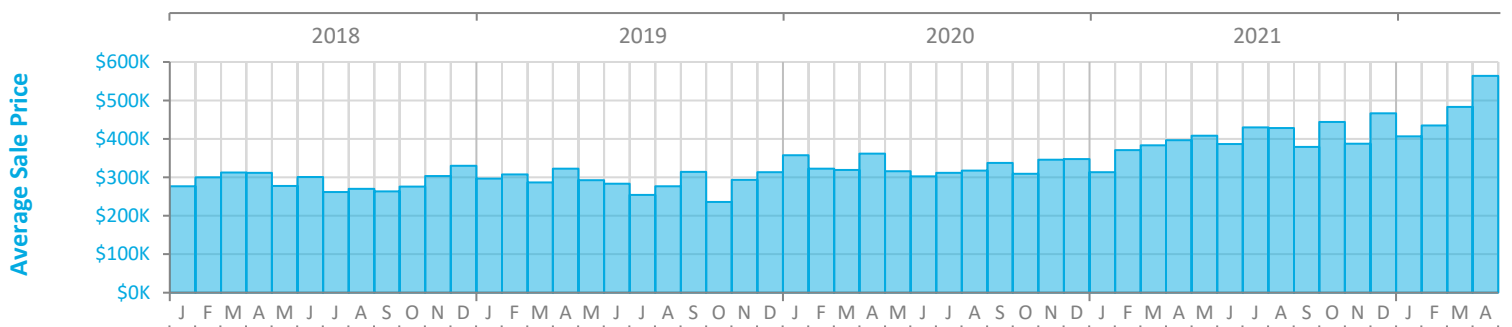


Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

Economists' note: Usually, we prefer Median Sale Price over Average Sale Price as a summary statistic for home prices. However, Average Sale Price does have its uses—particularly when it is analyzed alongside the Median Sale Price. For one, the relative difference between the two statistics can provide some insight into the market for higher-end homes in an area.

Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$482,868	28.9%
April 2022	\$563,651	42.1%
March 2022	\$482,883	26.1%
February 2022	\$434,741	17.3%
January 2022	\$406,747	29.8%
December 2021	\$466,466	34.2%
November 2021	\$387,762	12.1%
October 2021	\$444,250	43.6%
September 2021	\$378,974	12.4%
August 2021	\$428,048	34.9%
July 2021	\$429,622	37.8%
June 2021	\$386,566	27.7%
May 2021	\$408,483	29.4%
April 2021	\$396,668	9.7%



Monthly Market Detail - April 2022

Townhouses and Condos

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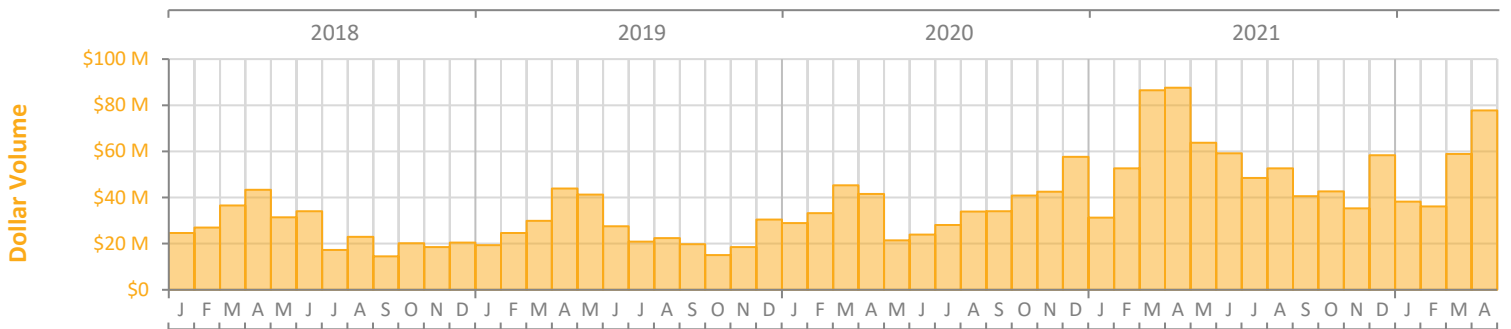
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Dollar Volume

The sum of the sale prices for all sales which closed during the month

Economists' note: Dollar Volume is simply the sum of all sale prices in a given time period, and can quickly be calculated by multiplying Closed Sales by Average Sale Price. It is a strong indicator of the health of the real estate industry in a market, and is of particular interest to real estate professionals, investors, analysts, and government agencies. Potential home sellers and home buyers, on the other hand, will likely be better served by paying attention to trends in the two components of Dollar Volume (i.e. sales and prices) individually.

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$211.0 Million	-18.3%
April 2022	\$77.8 Million	-11.3%
March 2022	\$58.9 Million	-31.9%
February 2022	\$36.1 Million	-31.4%
January 2022	\$38.2 Million	22.0%
December 2021	\$58.3 Million	1.1%
November 2021	\$35.3 Million	-17.1%
October 2021	\$42.6 Million	4.4%
September 2021	\$40.6 Million	19.1%
August 2021	\$52.6 Million	55.1%
July 2021	\$48.5 Million	73.0%
June 2021	\$59.1 Million	147.3%
May 2021	\$63.7 Million	196.9%
April 2021	\$87.7 Million	110.9%

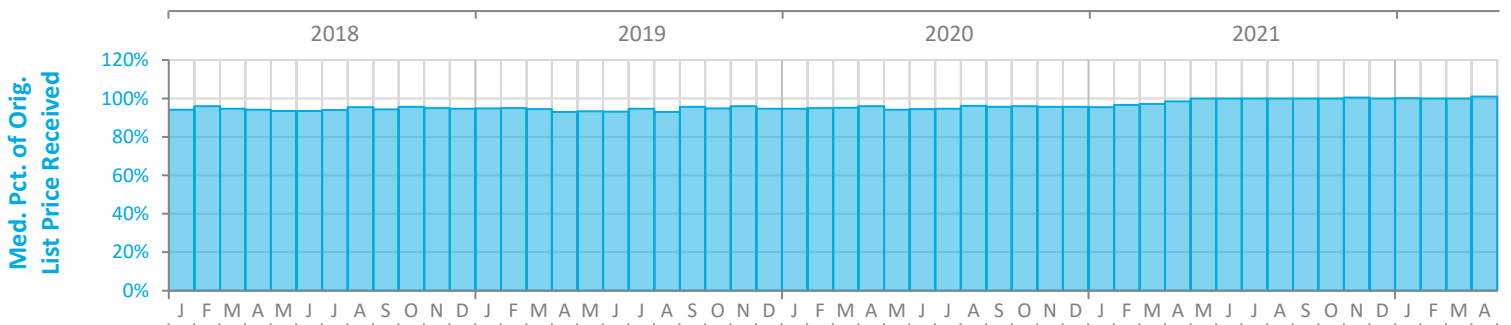


Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the month

Economists' note: The Median Percent of Original List Price Received is useful as an indicator of market recovery, since it typically rises as buyers realize that the market may be moving away from them and they need to match the selling price (or better it) in order to get a contract on the house. This is usually the last measure to indicate a market has shifted from down to up, so it is what we would call a *lagging* indicator.

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	100.0%	2.9%
April 2022	101.0%	2.5%
March 2022	100.0%	3.0%
February 2022	100.0%	3.4%
January 2022	100.1%	4.9%
December 2021	100.0%	4.5%
November 2021	100.4%	5.0%
October 2021	100.0%	4.2%
September 2021	100.0%	4.6%
August 2021	100.0%	4.0%
July 2021	100.0%	5.7%
June 2021	100.0%	5.8%
May 2021	100.0%	6.3%
April 2021	98.5%	2.7%



Monthly Market Detail - April 2022

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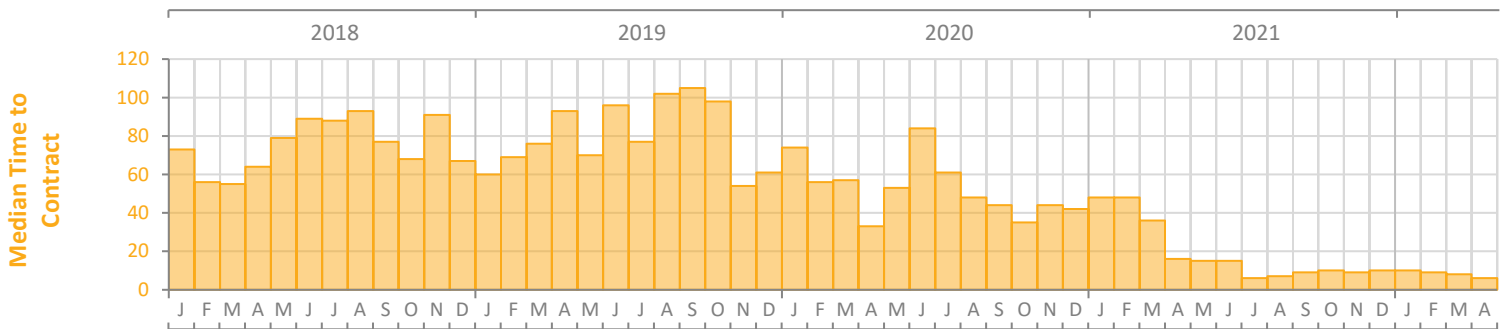
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Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the month

Economists' note: Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	7 Days	-80.6%
April 2022	6 Days	-62.5%
March 2022	8 Days	-77.8%
February 2022	9 Days	-81.3%
January 2022	10 Days	-79.2%
December 2021	10 Days	-76.2%
November 2021	9 Days	-79.5%
October 2021	10 Days	-71.4%
September 2021	9 Days	-79.5%
August 2021	7 Days	-85.4%
July 2021	6 Days	-90.2%
June 2021	15 Days	-82.1%
May 2021	15 Days	-71.7%
April 2021	16 Days	-51.5%

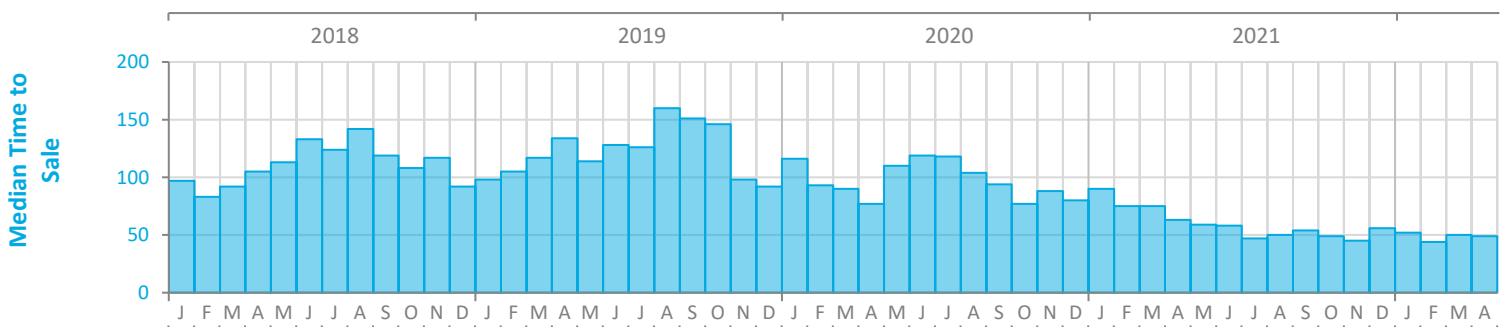


Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the month

Economists' note: Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median Time to Sale* is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	49 Days	-35.5%
April 2022	49 Days	-22.2%
March 2022	50 Days	-33.3%
February 2022	44 Days	-41.3%
January 2022	52 Days	-42.2%
December 2021	56 Days	-30.0%
November 2021	45 Days	-48.9%
October 2021	49 Days	-36.4%
September 2021	54 Days	-42.6%
August 2021	50 Days	-51.9%
July 2021	47 Days	-60.2%
June 2021	58 Days	-51.3%
May 2021	59 Days	-46.4%
April 2021	63 Days	-18.2%



Monthly Market Detail - April 2022

Townhouses and Condos

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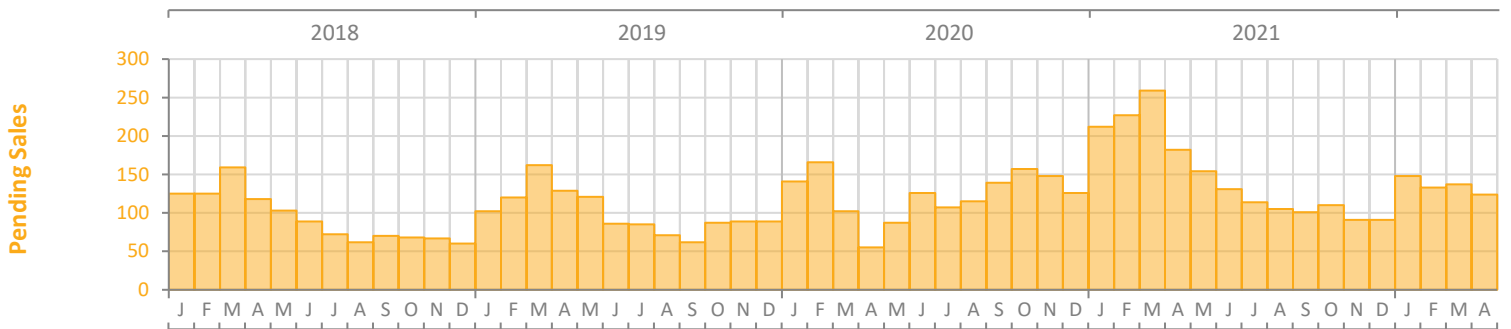
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New Pending Sales

The number of listed properties that went under contract during the month

Economists' note: Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of Pending Sales as a future indicator of Closed Sales is susceptible to changes in market conditions such as the availability of financing for homebuyers and the inventory of distressed properties for sale.

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	542	-38.4%
April 2022	124	-31.9%
March 2022	137	-47.1%
February 2022	133	-41.4%
January 2022	148	-30.2%
December 2021	91	-27.8%
November 2021	91	-38.5%
October 2021	110	-29.9%
September 2021	101	-27.3%
August 2021	105	-8.7%
July 2021	114	6.5%
June 2021	131	4.0%
May 2021	154	77.0%
April 2021	182	230.9%

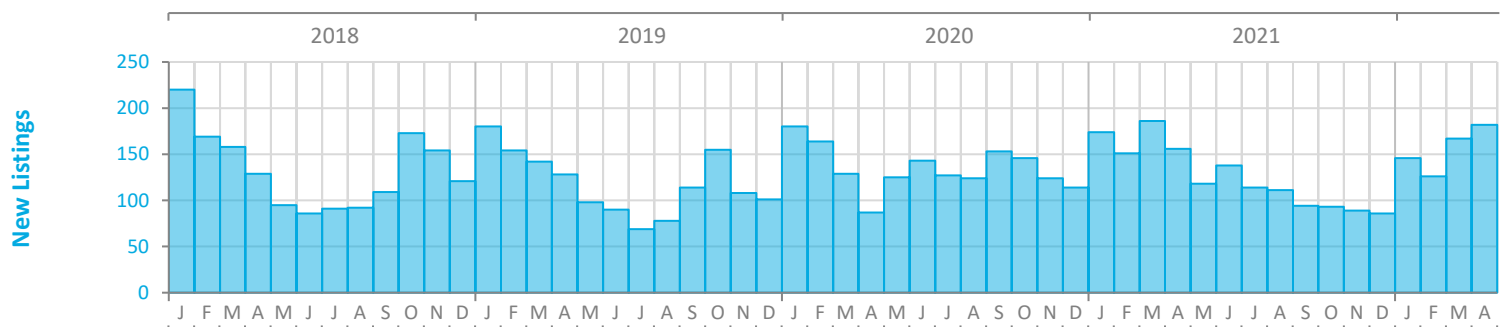


New Listings

The number of properties put onto the market during the month

Economists' note: New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really new listings.

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	621	-6.9%
April 2022	182	16.7%
March 2022	167	-10.2%
February 2022	126	-16.6%
January 2022	146	-16.1%
December 2021	86	-24.6%
November 2021	89	-28.2%
October 2021	93	-36.3%
September 2021	94	-38.6%
August 2021	111	-10.5%
July 2021	114	-10.2%
June 2021	138	-3.5%
May 2021	118	-5.6%
April 2021	156	79.3%



Monthly Market Detail - April 2022

Townhouses and Condos

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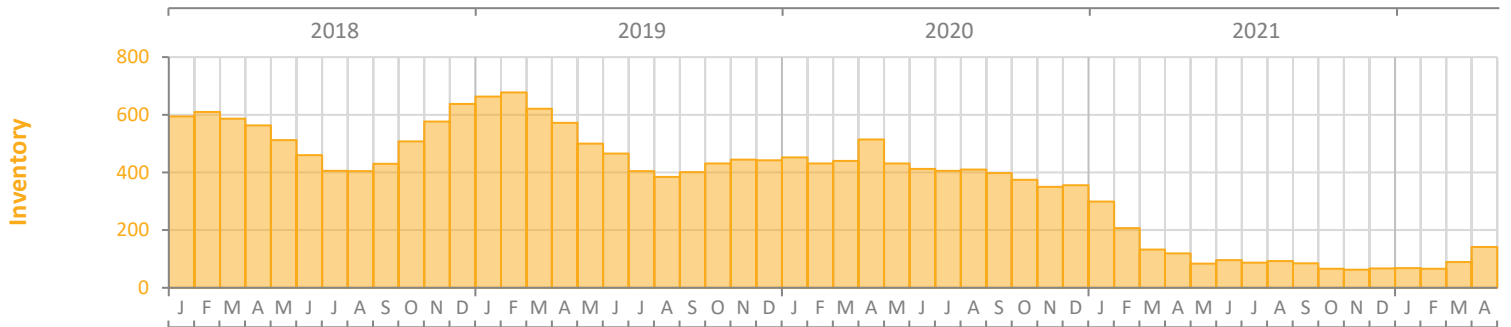
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Inventory (Active Listings)

The number of property listings active at the end of the month

Economists' note: There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	91	-52.0%
April 2022	141	18.5%
March 2022	89	-33.1%
February 2022	66	-68.1%
January 2022	68	-77.3%
December 2021	67	-81.2%
November 2021	63	-82.0%
October 2021	66	-82.4%
September 2021	85	-78.6%
August 2021	93	-77.3%
July 2021	87	-78.6%
June 2021	96	-76.7%
May 2021	84	-80.5%
April 2021	119	-76.8%

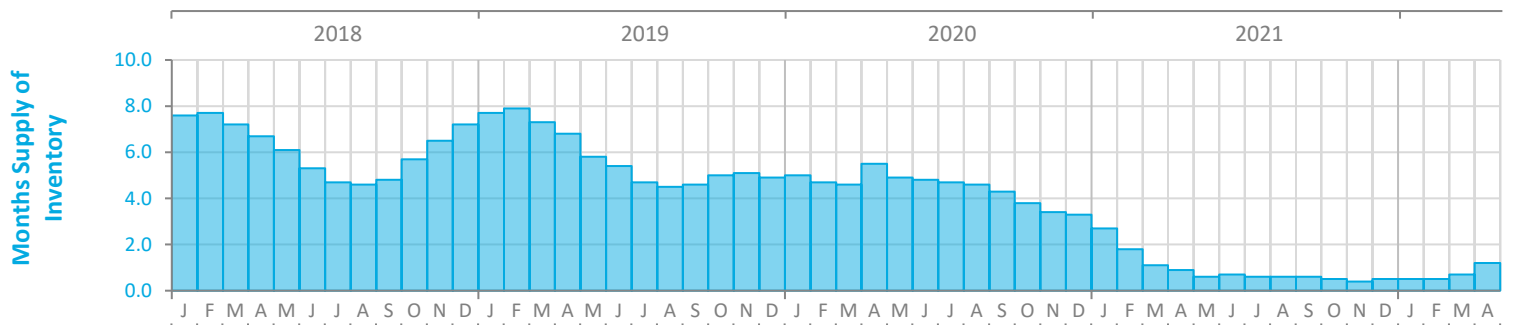


Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

Economists' note: MSI is a useful indicator of market conditions. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 months of inventory. Anything higher is traditionally a buyers' market, and anything lower is a sellers' market. There is no single accepted way of calculating MSI. A common method is to divide current Inventory by the most recent month's Closed Sales count, but this count is a usually poor predictor of future Closed Sales due to seasonal cycles. To eliminate seasonal effects, we use the 12-month average of monthly Closed Sales instead.

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	0.7	-56.3%
April 2022	1.2	33.3%
March 2022	0.7	-36.4%
February 2022	0.5	-72.2%
January 2022	0.5	-81.5%
December 2021	0.5	-84.8%
November 2021	0.4	-88.2%
October 2021	0.5	-86.8%
September 2021	0.6	-86.0%
August 2021	0.6	-87.0%
July 2021	0.6	-87.2%
June 2021	0.7	-85.4%
May 2021	0.6	-87.8%
April 2021	0.9	-83.6%



Monthly Market Detail - April 2022

Townhouses and Condos

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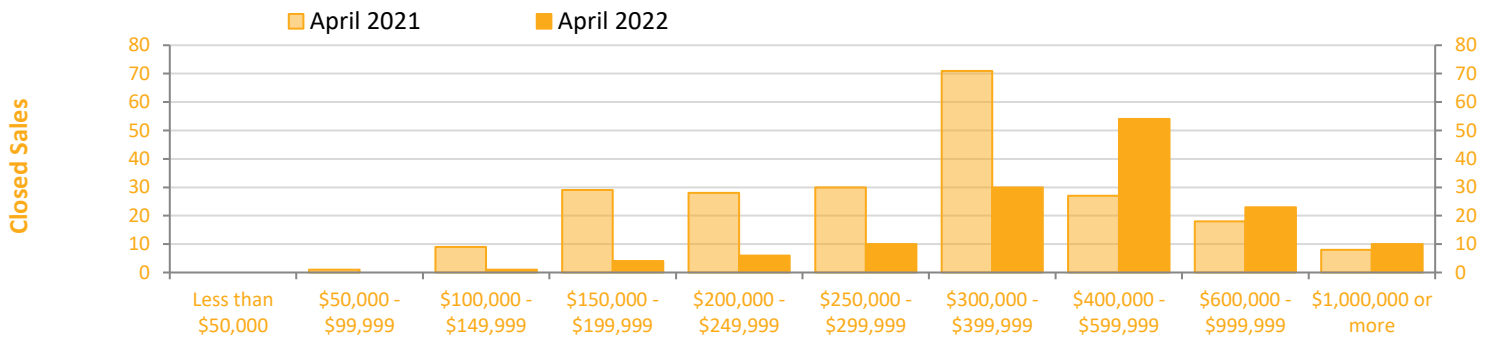
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Closed Sales by Sale Price

The number of sales transactions which closed during the month

Economists' note: Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	0	-100.0%
\$100,000 - \$149,999	1	-88.9%
\$150,000 - \$199,999	4	-86.2%
\$200,000 - \$249,999	6	-78.6%
\$250,000 - \$299,999	10	-66.7%
\$300,000 - \$399,999	30	-57.7%
\$400,000 - \$599,999	54	100.0%
\$600,000 - \$999,999	23	27.8%
\$1,000,000 or more	10	25.0%

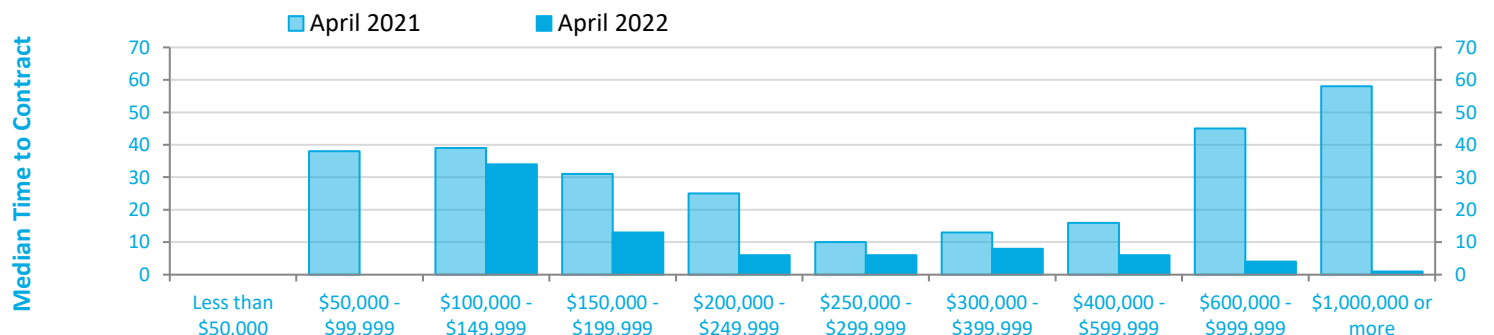


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the month

Economists' note: Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	(No Sales)	N/A
\$50,000 - \$99,999	(No Sales)	N/A
\$100,000 - \$149,999	34 Days	-12.8%
\$150,000 - \$199,999	13 Days	-58.1%
\$200,000 - \$249,999	6 Days	-76.0%
\$250,000 - \$299,999	6 Days	-40.0%
\$300,000 - \$399,999	8 Days	-38.5%
\$400,000 - \$599,999	6 Days	-62.5%
\$600,000 - \$999,999	4 Days	-91.1%
\$1,000,000 or more	1 Day	-98.3%



Monthly Market Detail - April 2022

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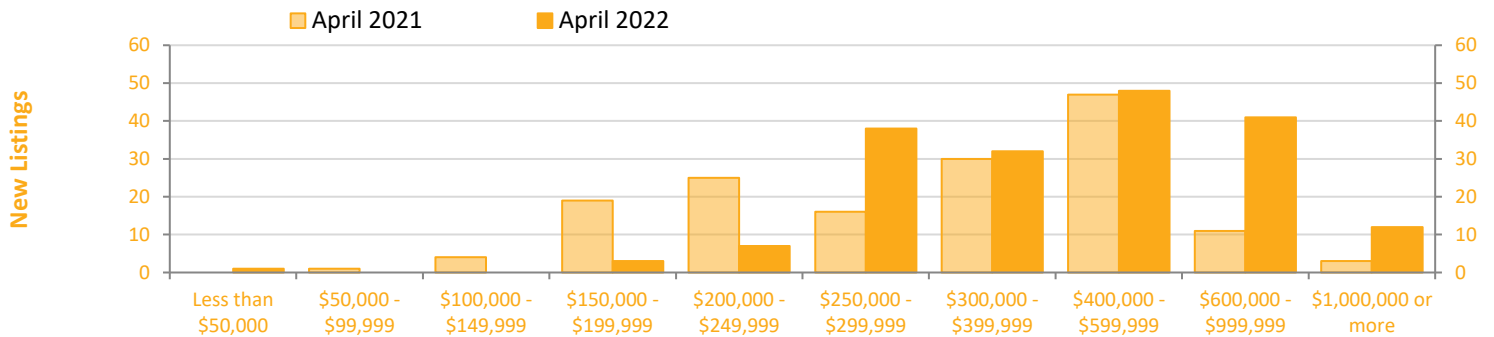
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New Listings by Initial Listing Price

The number of properties put onto the market during the month

Economists' note: New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	1	N/A
\$50,000 - \$99,999	0	-100.0%
\$100,000 - \$149,999	0	-100.0%
\$150,000 - \$199,999	3	-84.2%
\$200,000 - \$249,999	7	-72.0%
\$250,000 - \$299,999	38	137.5%
\$300,000 - \$399,999	32	6.7%
\$400,000 - \$599,999	48	2.1%
\$600,000 - \$999,999	41	272.7%
\$1,000,000 or more	12	300.0%

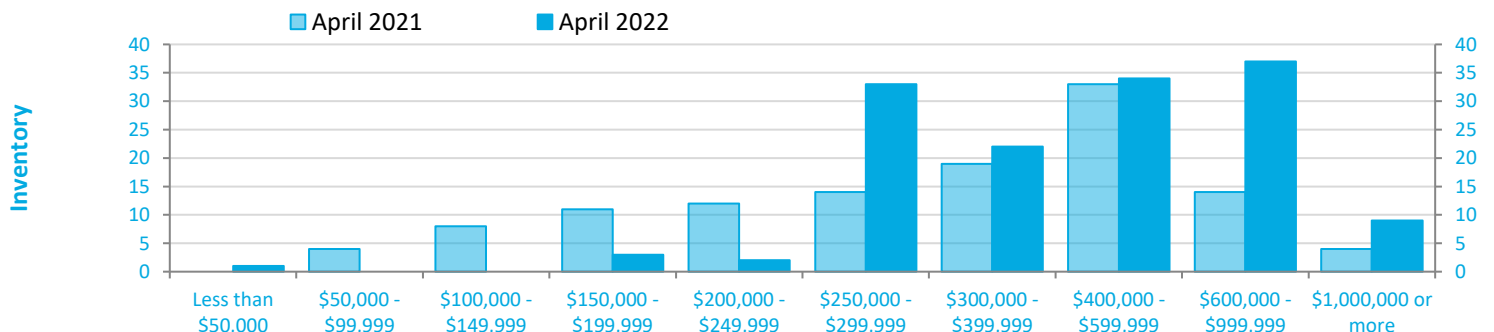


Inventory by Current Listing Price

The number of property listings active at the end of the month

Economists' note: There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	1	N/A
\$50,000 - \$99,999	0	-100.0%
\$100,000 - \$149,999	0	-100.0%
\$150,000 - \$199,999	3	-72.7%
\$200,000 - \$249,999	2	-83.3%
\$250,000 - \$299,999	33	135.7%
\$300,000 - \$399,999	22	15.8%
\$400,000 - \$599,999	34	3.0%
\$600,000 - \$999,999	37	164.3%
\$1,000,000 or more	9	125.0%



Monthly Distressed Market - April 2022

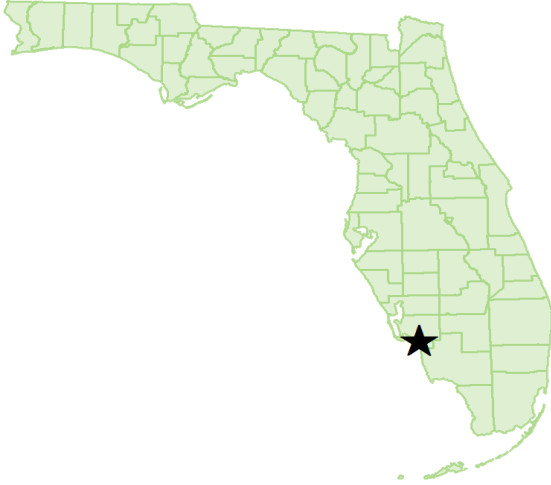
Townhouses and Condos

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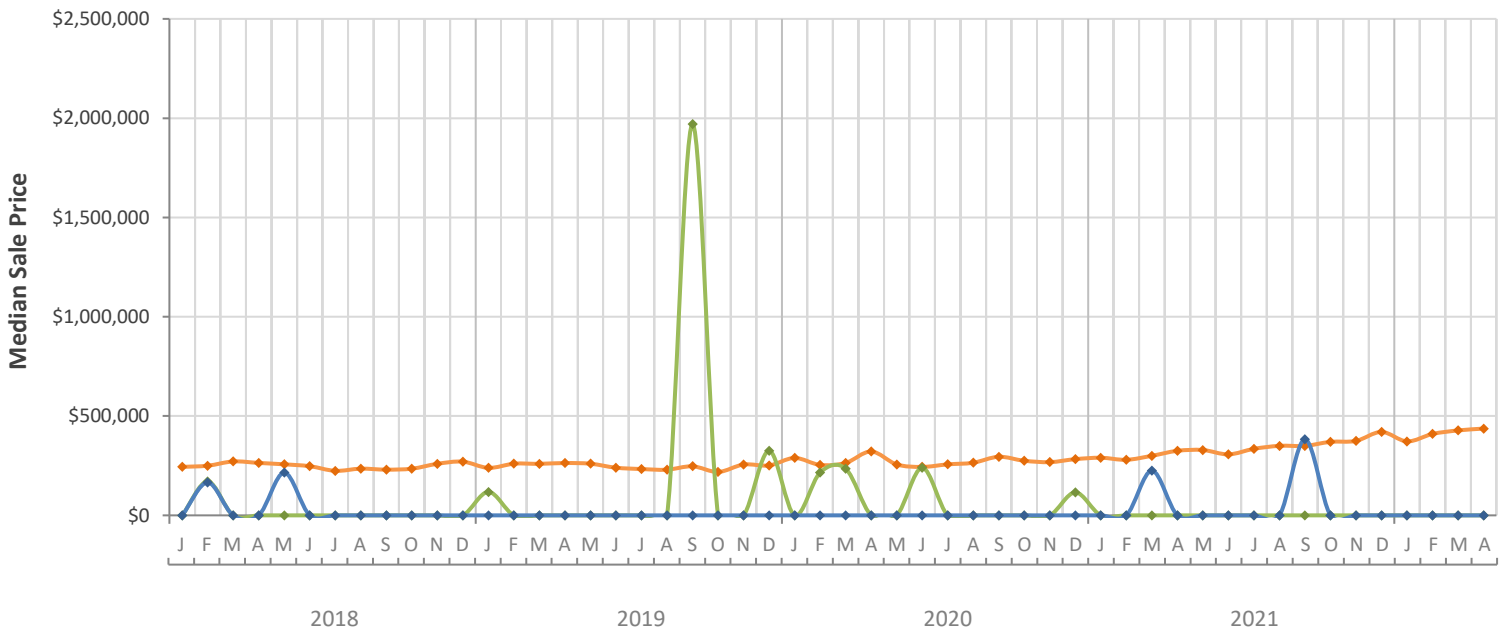
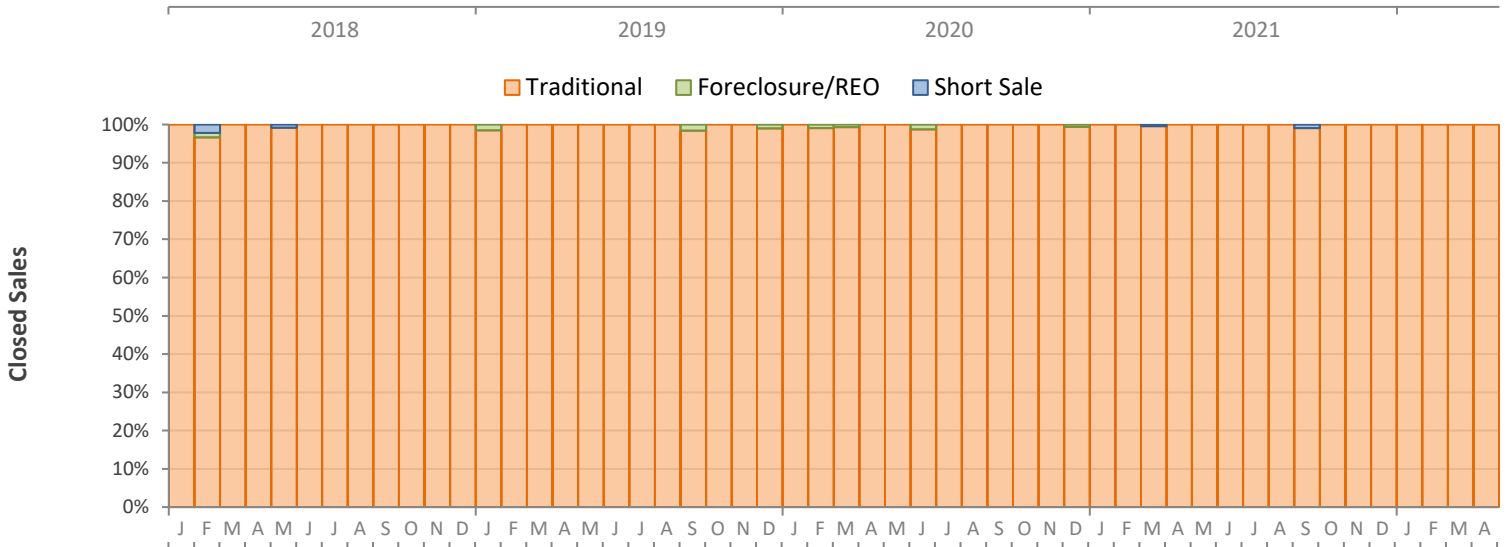
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		April 2022	April 2021	Percent Change Year-over-Year
Traditional	Closed Sales	138	221	-37.6%
	Median Sale Price	\$437,000	\$325,000	34.5%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A



Monthly Market Detail - April 2022

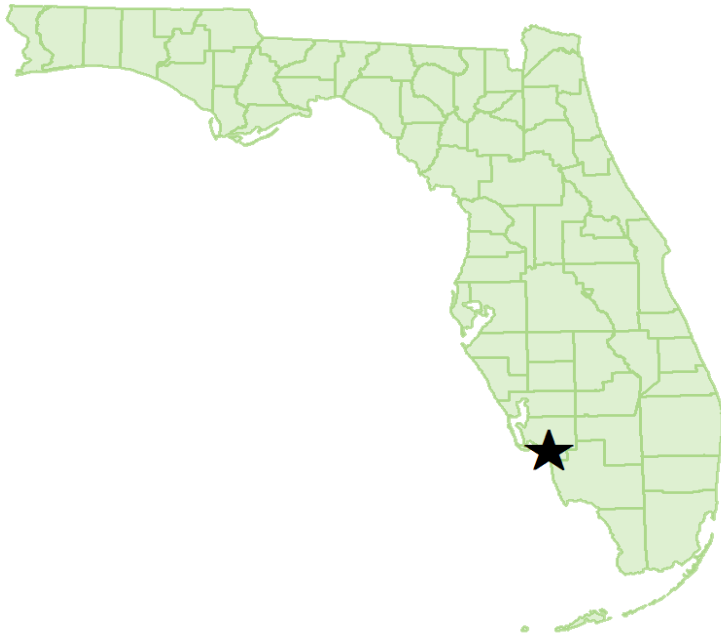
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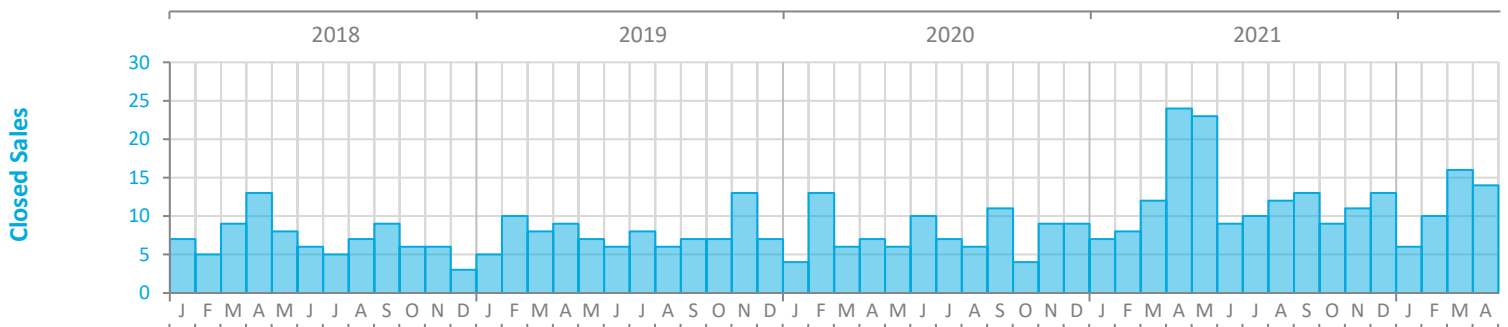
Summary Statistics	April 2022	April 2021	Percent Change Year-over-Year
Closed Sales	14	24	-41.7%
Paid in Cash	14	23	-39.1%
Median Sale Price	\$189,500	\$140,000	35.4%
Average Sale Price	\$212,500	\$148,767	42.8%
Dollar Volume	\$3.0 Million	\$3.6 Million	-16.7%
Median Percent of Original List Price Received	97.5%	94.4%	3.3%
Median Time to Contract	21 Days	36 Days	-41.7%
Median Time to Sale	61 Days	67 Days	-9.0%
New Pending Sales	8	24	-66.7%
New Listings	10	16	-37.5%
Pending Inventory	11	26	-57.7%
Inventory (Active Listings)	14	26	-46.2%
Months Supply of Inventory	1.2	2.8	-57.1%

Closed Sales

The number of sales transactions which closed during the month

Economists' note: Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Month	Closed Sales	Percent Change Year-over-Year
Year-to-Date	46	-9.8%
April 2022	14	-41.7%
March 2022	16	33.3%
February 2022	10	25.0%
January 2022	6	-14.3%
December 2021	13	44.4%
November 2021	11	22.2%
October 2021	9	125.0%
September 2021	13	18.2%
August 2021	12	100.0%
July 2021	10	42.9%
June 2021	9	-10.0%
May 2021	23	283.3%
April 2021	24	242.9%



Monthly Market Detail - April 2022

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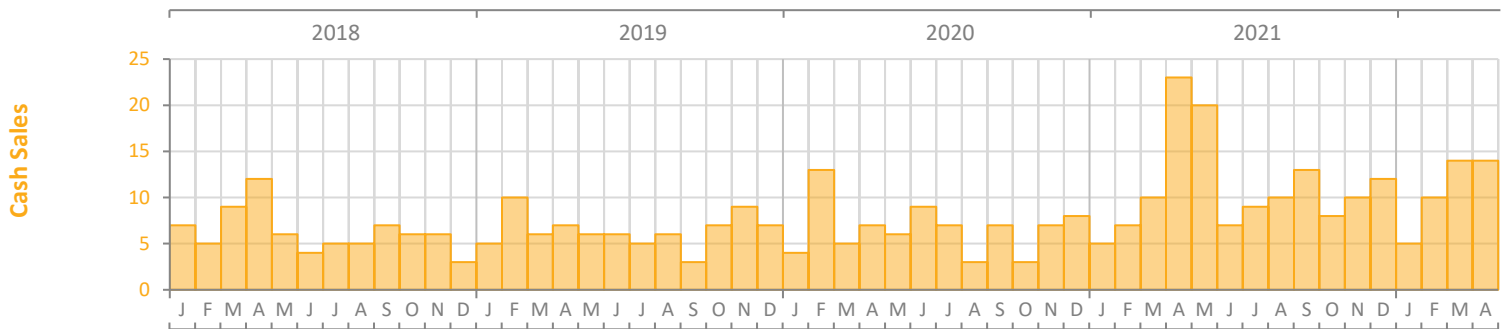
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Cash Sales

The number of Closed Sales during the month in which buyers exclusively paid in cash

Economists' note: Cash Sales can be a useful indicator of the extent to which investors are participating in the market. Why? Investors are far more likely to have the funds to purchase a home available up front, whereas the typical homebuyer requires a mortgage or some other form of financing. There are, of course, many possible exceptions, so this statistic should be interpreted with care.

Month	Cash Sales	Percent Change Year-over-Year
Year-to-Date	43	-4.4%
April 2022	14	-39.1%
March 2022	14	40.0%
February 2022	10	42.9%
January 2022	5	0.0%
December 2021	12	50.0%
November 2021	10	42.9%
October 2021	8	166.7%
September 2021	13	85.7%
August 2021	10	233.3%
July 2021	9	28.6%
June 2021	7	-22.2%
May 2021	20	233.3%
April 2021	23	228.6%

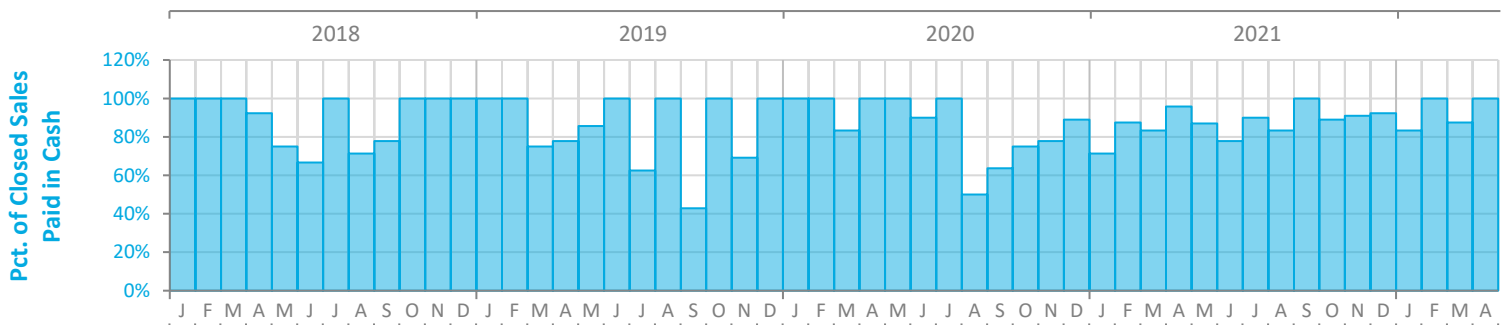


Cash Sales as a Percentage of Closed Sales

The percentage of Closed Sales during the month which were Cash Sales

Economists' note: This statistic is simply another way of viewing Cash Sales. The remaining percentages of Closed Sales (i.e. those not paid fully in cash) each month involved some sort of financing, such as mortgages, owner/seller financing, assumed loans, etc.

Month	Percent of Closed Sales Paid in Cash	Percent Change Year-over-Year
Year-to-Date	93.5%	6.0%
April 2022	100.0%	4.4%
March 2022	87.5%	5.0%
February 2022	100.0%	14.3%
January 2022	83.3%	16.7%
December 2021	92.3%	3.8%
November 2021	90.9%	16.8%
October 2021	88.9%	18.5%
September 2021	100.0%	57.2%
August 2021	83.3%	66.6%
July 2021	90.0%	-10.0%
June 2021	77.8%	-13.6%
May 2021	87.0%	-13.0%
April 2021	95.8%	-4.2%



Monthly Market Detail - April 2022

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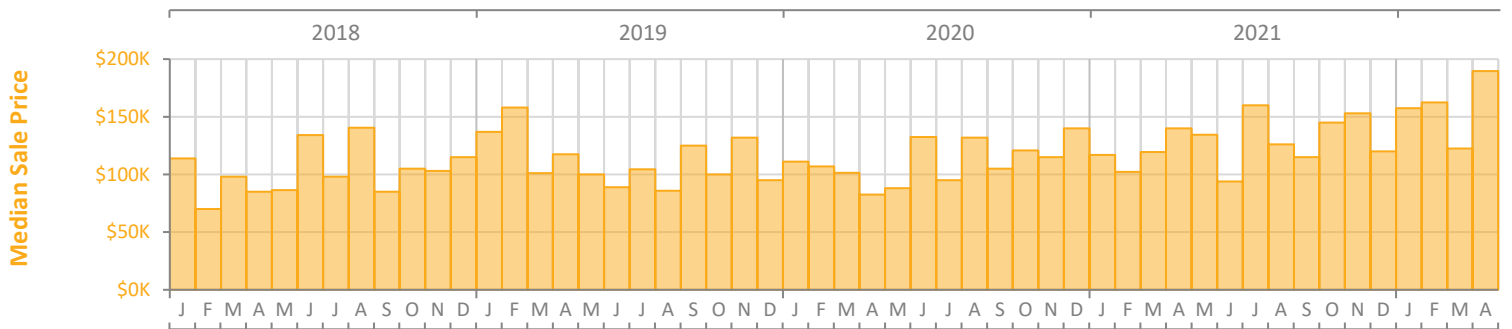
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Median Sale Price

The median sale price reported for the month (i.e. 50% of sales were above and 50% of sales were below)

Economists' note: Median Sale Price is our preferred summary statistic for price activity because, unlike Average Sale Price, Median Sale Price is not sensitive to high sale prices for small numbers of homes that may not be characteristic of the market area. Keep in mind that median price trends over time are not always solely caused by changes in the general value of local real estate. Median sale price only reflects the values of the homes that *sold* each month, and the mix of the types of homes that sell can change over time.

Month	Median Sale Price	Percent Change Year-over-Year
Year-to-Date	\$162,500	30.0%
April 2022	\$189,500	35.4%
March 2022	\$122,500	2.5%
February 2022	\$162,500	58.9%
January 2022	\$157,450	34.6%
December 2021	\$120,000	-14.3%
November 2021	\$153,000	33.0%
October 2021	\$145,000	19.9%
September 2021	\$115,000	9.5%
August 2021	\$126,000	-4.5%
July 2021	\$160,000	68.4%
June 2021	\$94,000	-29.1%
May 2021	\$134,500	52.8%
April 2021	\$140,000	69.7%

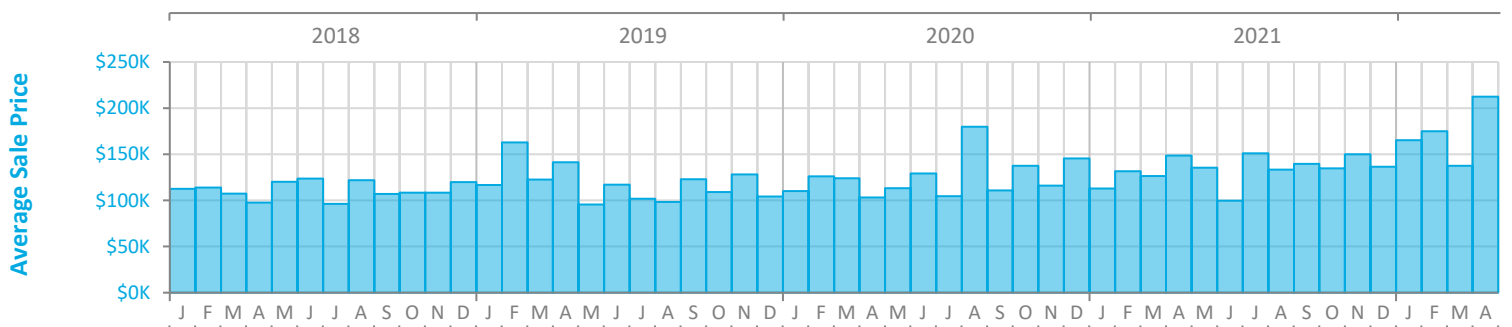


Average Sale Price

The average sale price reported for the month (i.e. total sales in dollars divided by the number of sales)

Economists' note: Usually, we prefer Median Sale Price over Average Sale Price as a summary statistic for home prices. However, Average Sale Price does have its uses—particularly when it is analyzed alongside the Median Sale Price. For one, the relative difference between the two statistics can provide some insight into the market for higher-end homes in an area.

Month	Average Sale Price	Percent Change Year-over-Year
Year-to-Date	\$172,093	26.6%
April 2022	\$212,500	42.8%
March 2022	\$137,406	8.6%
February 2022	\$175,090	33.0%
January 2022	\$165,317	46.3%
December 2021	\$136,538	-6.1%
November 2021	\$150,036	29.4%
October 2021	\$134,667	-2.1%
September 2021	\$139,712	25.9%
August 2021	\$133,417	-25.9%
July 2021	\$151,040	44.3%
June 2021	\$99,833	-22.7%
May 2021	\$135,457	19.6%
April 2021	\$148,767	44.0%



Monthly Market Detail - April 2022

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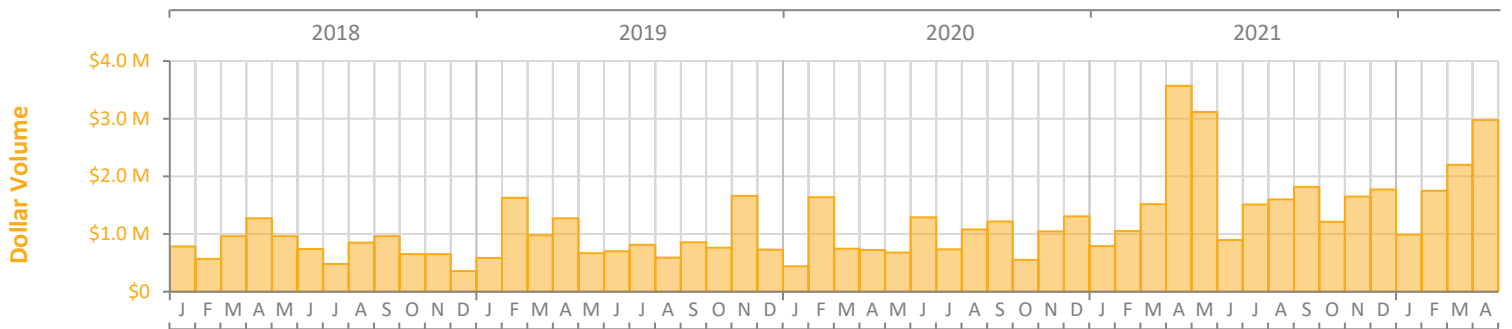
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Dollar Volume

The sum of the sale prices for all sales which closed during the month

Economists' note: Dollar Volume is simply the sum of all sale prices in a given time period, and can quickly be calculated by multiplying Closed Sales by Average Sale Price. It is a strong indicator of the health of the real estate industry in a market, and is of particular interest to real estate professionals, investors, analysts, and government agencies. Potential home sellers and home buyers, on the other hand, will likely be better served by paying attention to trends in the two components of Dollar Volume (i.e. sales and prices) individually.

Month	Dollar Volume	Percent Change Year-over-Year
Year-to-Date	\$7.9 Million	14.2%
April 2022	\$3.0 Million	-16.7%
March 2022	\$2.2 Million	44.8%
February 2022	\$1.8 Million	66.2%
January 2022	\$991,902	25.4%
December 2021	\$1.8 Million	35.7%
November 2021	\$1.7 Million	58.1%
October 2021	\$1.2 Million	120.2%
September 2021	\$1.8 Million	48.8%
August 2021	\$1.6 Million	48.3%
July 2021	\$1.5 Million	106.2%
June 2021	\$898,497	-30.4%
May 2021	\$3.1 Million	358.5%
April 2021	\$3.6 Million	393.7%

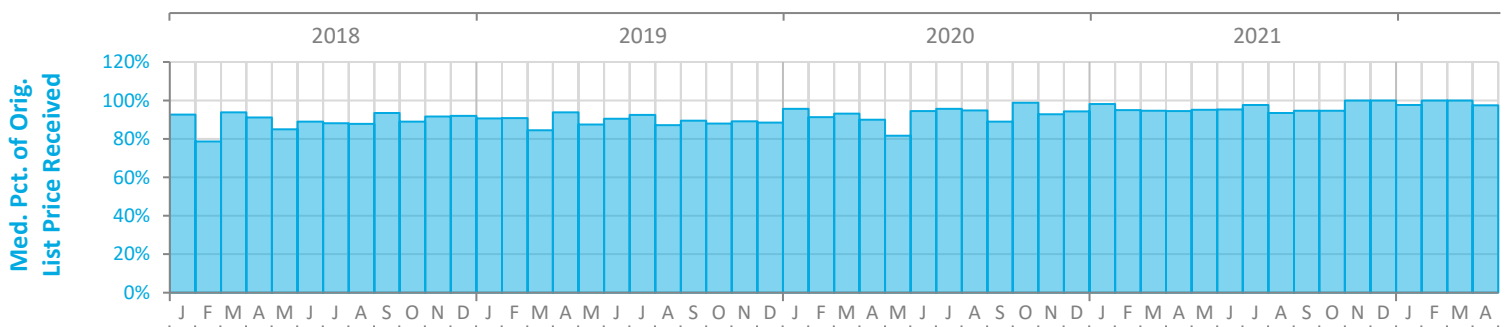


Median Percent of Original List Price Received

The median of the sale price (as a percentage of the original list price) across all properties selling during the month

Economists' note: The Median Percent of Original List Price Received is useful as an indicator of market recovery, since it typically rises as buyers realize that the market may be moving away from them and they need to match the selling price (or better it) in order to get a contract on the house. This is usually the last measure to indicate a market has shifted from down to up, so it is what we would call a *lagging* indicator.

Month	Med. Pct. of Orig. List Price Received	Percent Change Year-over-Year
Year-to-Date	98.8%	4.4%
April 2022	97.5%	3.3%
March 2022	100.0%	5.7%
February 2022	100.0%	5.4%
January 2022	97.7%	-0.5%
December 2021	100.0%	6.0%
November 2021	100.0%	7.8%
October 2021	94.7%	-4.1%
September 2021	94.6%	6.3%
August 2021	93.4%	-1.5%
July 2021	97.6%	2.0%
June 2021	95.3%	0.8%
May 2021	95.1%	16.4%
April 2021	94.4%	5.0%



Monthly Market Detail - April 2022

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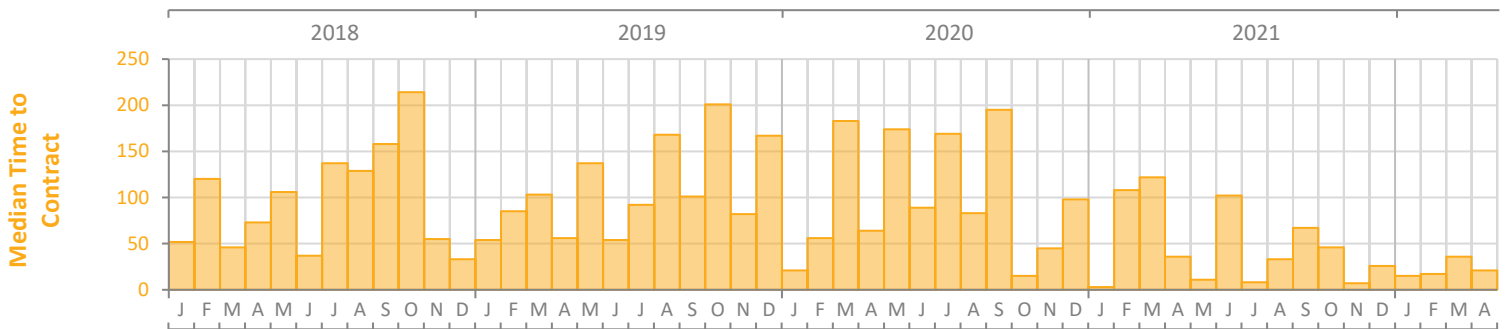
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Median Time to Contract

The median number of days between the listing date and contract date for all Closed Sales during the month

Economists' note: Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Month	Median Time to Contract	Percent Change Year-over-Year
Year-to-Date	25 Days	-73.4%
April 2022	21 Days	-41.7%
March 2022	36 Days	-70.5%
February 2022	17 Days	-84.3%
January 2022	15 Days	400.0%
December 2021	26 Days	-73.5%
November 2021	7 Days	-84.4%
October 2021	46 Days	206.7%
September 2021	67 Days	-65.6%
August 2021	33 Days	-60.2%
July 2021	8 Days	-95.3%
June 2021	102 Days	14.6%
May 2021	11 Days	-93.7%
April 2021	36 Days	-43.8%

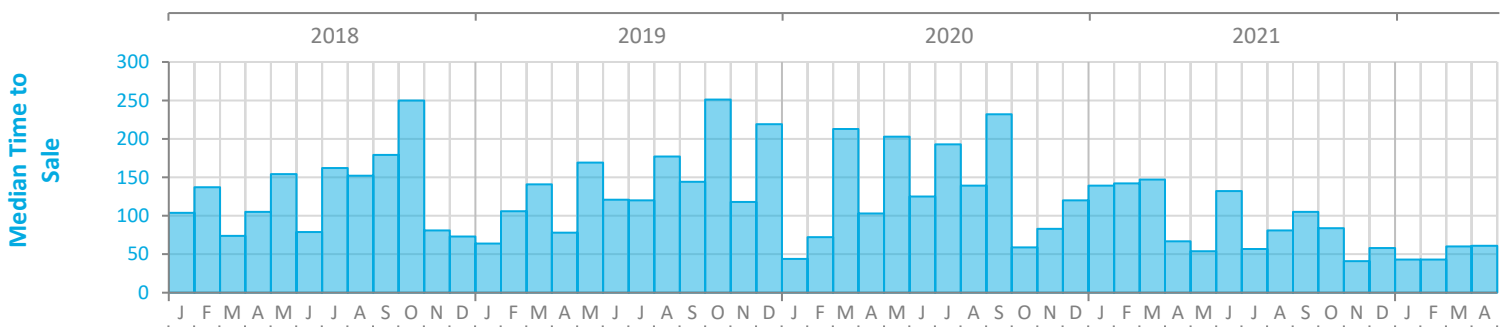


Median Time to Sale

The median number of days between the listing date and closing date for all Closed Sales during the month

Economists' note: Time to Sale is a measure of the length of the home selling process, calculated as the number of days between the initial listing of a property and the closing of the sale. *Median Time to Sale* is the amount of time the "middle" property selling this month was on the market. That is, 50% of homes selling this month took *less* time to sell, and 50% of homes took *more* time to sell. Median Time to Sale gives a more accurate picture than Average Time to Sale, which can be skewed upward by small numbers of properties taking an abnormally long time to sell.

Month	Median Time to Sale	Percent Change Year-over-Year
Year-to-Date	55 Days	-57.7%
April 2022	61 Days	-9.0%
March 2022	60 Days	-59.2%
February 2022	43 Days	-69.7%
January 2022	43 Days	-69.1%
December 2021	58 Days	-51.7%
November 2021	41 Days	-50.6%
October 2021	84 Days	42.4%
September 2021	105 Days	-54.7%
August 2021	81 Days	-41.7%
July 2021	57 Days	-70.5%
June 2021	132 Days	5.6%
May 2021	54 Days	-73.4%
April 2021	67 Days	-35.0%



Monthly Market Detail - April 2022

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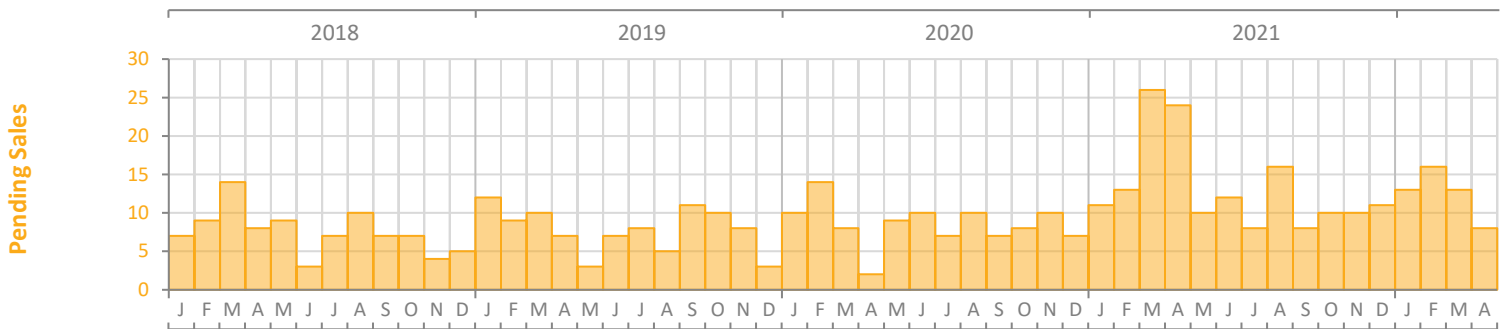
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New Pending Sales

The number of listed properties that went under contract during the month

Economists' note: Because of the typical length of time it takes for a sale to close, economists consider Pending Sales to be a decent indicator of potential future Closed Sales. It is important to bear in mind, however, that not all Pending Sales will be closed successfully. So, the effectiveness of Pending Sales as a future indicator of Closed Sales is susceptible to changes in market conditions such as the availability of financing for homebuyers and the inventory of distressed properties for sale.

Month	New Pending Sales	Percent Change Year-over-Year
Year-to-Date	50	-32.4%
April 2022	8	-66.7%
March 2022	13	-50.0%
February 2022	16	23.1%
January 2022	13	18.2%
December 2021	11	57.1%
November 2021	10	0.0%
October 2021	10	25.0%
September 2021	8	14.3%
August 2021	16	60.0%
July 2021	8	14.3%
June 2021	12	20.0%
May 2021	10	11.1%
April 2021	24	1100.0%

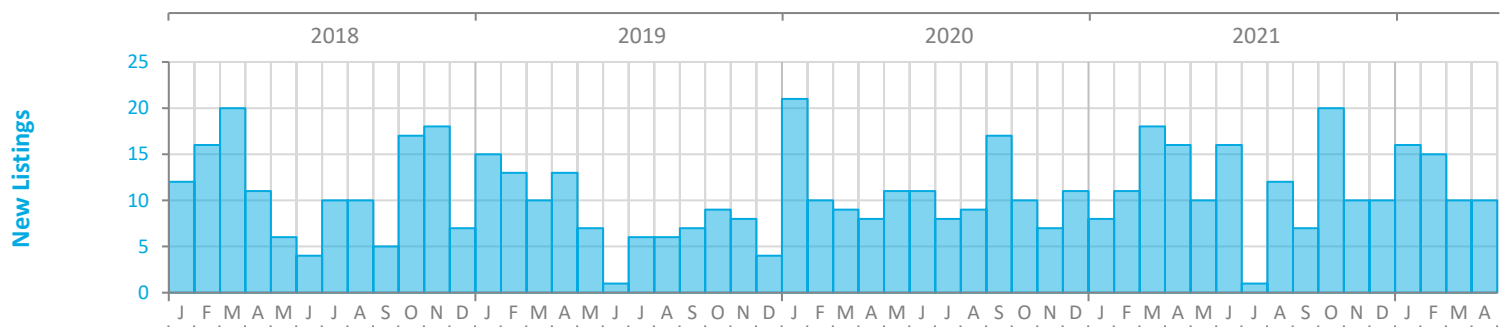


New Listings

The number of properties put onto the market during the month

Economists' note: New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Month	New Listings	Percent Change Year-over-Year
Year-to-Date	51	-3.8%
April 2022	10	-37.5%
March 2022	10	-44.4%
February 2022	15	36.4%
January 2022	16	100.0%
December 2021	10	-9.1%
November 2021	10	42.9%
October 2021	20	100.0%
September 2021	7	-58.8%
August 2021	12	33.3%
July 2021	1	-87.5%
June 2021	16	45.5%
May 2021	10	-9.1%
April 2021	16	100.0%



Monthly Market Detail - April 2022

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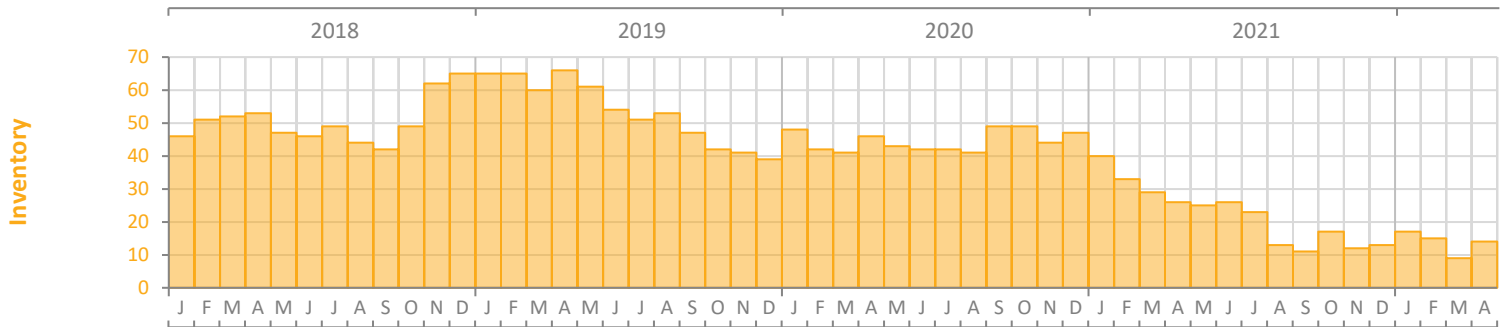
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Inventory (Active Listings)

The number of property listings active at the end of the month

Economists' note: There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Month	Inventory	Percent Change Year-over-Year
YTD (Monthly Avg)	14	-56.9%
April 2022	14	-46.2%
March 2022	9	-69.0%
February 2022	15	-54.5%
January 2022	17	-57.5%
December 2021	13	-72.3%
November 2021	12	-72.7%
October 2021	17	-65.3%
September 2021	11	-77.6%
August 2021	13	-68.3%
July 2021	23	-45.2%
June 2021	26	-38.1%
May 2021	25	-41.9%
April 2021	26	-43.5%

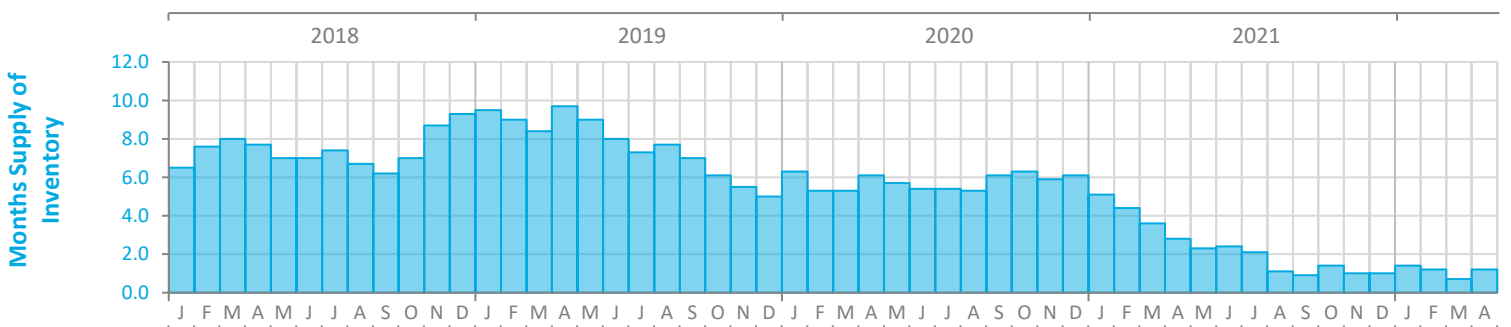


Months Supply of Inventory

An estimate of the number of months it will take to deplete the current Inventory given recent sales rates

Economists' note: MSI is a useful indicator of market conditions. The benchmark for a balanced market (favoring neither buyer nor seller) is 5.5 months of inventory. Anything higher is traditionally a buyers' market, and anything lower is a sellers' market. There is no single accepted way of calculating MSI. A common method is to divide current Inventory by the most recent month's Closed Sales count, but this count is a usually poor predictor of future Closed Sales due to seasonal cycles. To eliminate seasonal effects, we use the 12-month average of monthly Closed Sales instead.

Month	Months Supply	Percent Change Year-over-Year
YTD (Monthly Avg)	1.1	-72.5%
April 2022	1.2	-57.1%
March 2022	0.7	-80.6%
February 2022	1.2	-72.7%
January 2022	1.4	-72.5%
December 2021	1.0	-83.6%
November 2021	1.0	-83.1%
October 2021	1.4	-77.8%
September 2021	0.9	-85.2%
August 2021	1.1	-79.2%
July 2021	2.1	-61.1%
June 2021	2.4	-55.6%
May 2021	2.3	-59.6%
April 2021	2.8	-54.1%



Monthly Market Detail - April 2022

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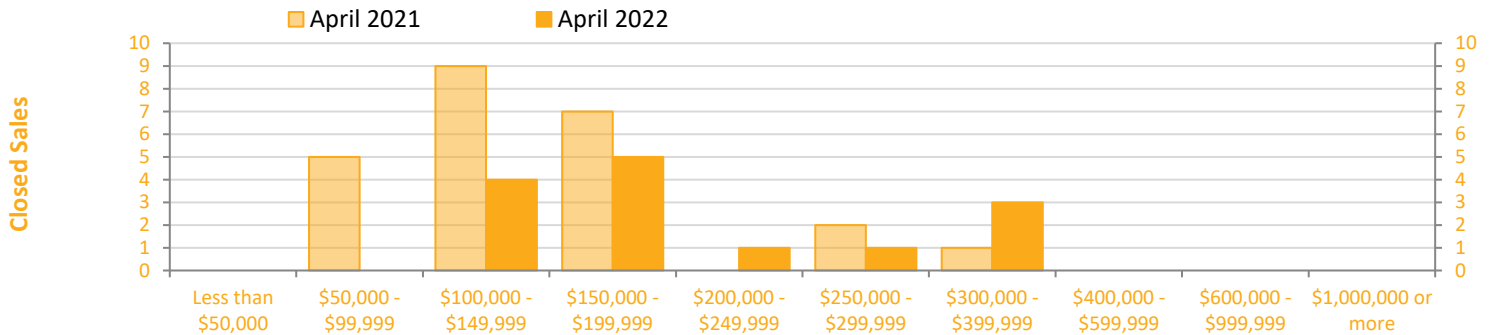
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Closed Sales by Sale Price

The number of sales transactions which closed during the month

Economists' note: Closed Sales are one of the simplest—yet most important—indicators for the residential real estate market. When comparing Closed Sales across markets of different sizes, we recommend comparing the percent changes in sales rather than the number of sales. Closed Sales (and many other market metrics) are affected by seasonal cycles, so actual trends are more accurately represented by year-over-year changes (i.e. comparing a month's sales to the amount of sales in the same month in the previous year), rather than changes from one month to the next.

Sale Price	Closed Sales	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	0	-100.0%
\$100,000 - \$149,999	4	-55.6%
\$150,000 - \$199,999	5	-28.6%
\$200,000 - \$249,999	1	N/A
\$250,000 - \$299,999	1	-50.0%
\$300,000 - \$399,999	3	200.0%
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

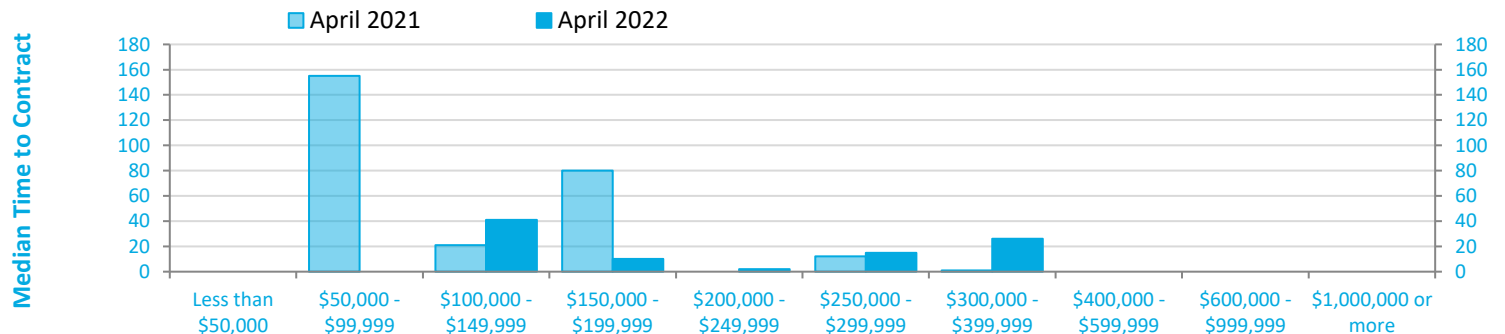


Median Time to Contract by Sale Price

The median number of days between the listing date and contract date for all Closed Sales during the month

Economists' note: Like Time to Sale, Time to Contract is a measure of the length of the home selling process calculated for sales which closed during the month. The difference is that Time to Contract measures the number of days between the initial listing of a property and the signing of the contract which eventually led to the closing of the sale. When the gap between Median Time to Contract and Median Time to Sale grows, it is usually a sign of longer closing times and/or declining numbers of cash sales.

Sale Price	Median Time to Contract	Percent Change Year-over-Year
Less than \$50,000	(No Sales)	N/A
\$50,000 - \$99,999	(No Sales)	N/A
\$100,000 - \$149,999	41 Days	95.2%
\$150,000 - \$199,999	10 Days	-87.5%
\$200,000 - \$249,999	2 Days	N/A
\$250,000 - \$299,999	15 Days	25.0%
\$300,000 - \$399,999	26 Days	2500.0%
\$400,000 - \$599,999	(No Sales)	N/A
\$600,000 - \$999,999	(No Sales)	N/A
\$1,000,000 or more	(No Sales)	N/A



Monthly Market Detail - April 2022

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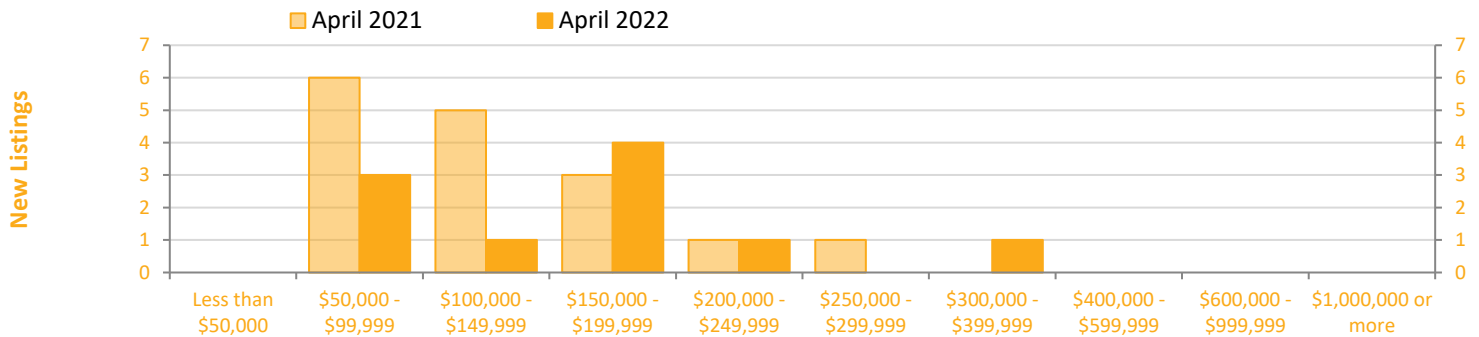
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New Listings by Initial Listing Price

The number of properties put onto the market during the month

Economists' note: New Listings tend to rise in delayed response to increasing prices, so they are often seen as a lagging indicator of market health. As prices rise, potential sellers raise their estimations of value—and in the most recent cycle, rising prices have freed up many potential sellers who were previously underwater on their mortgages. Note that in our calculations, we take care to not include properties that were recently taken off the market and quickly relisted, since these are not really *new* listings.

Initial Listing Price	New Listings	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	3	-50.0%
\$100,000 - \$149,999	1	-80.0%
\$150,000 - \$199,999	4	33.3%
\$200,000 - \$249,999	1	0.0%
\$250,000 - \$299,999	0	-100.0%
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	0	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A

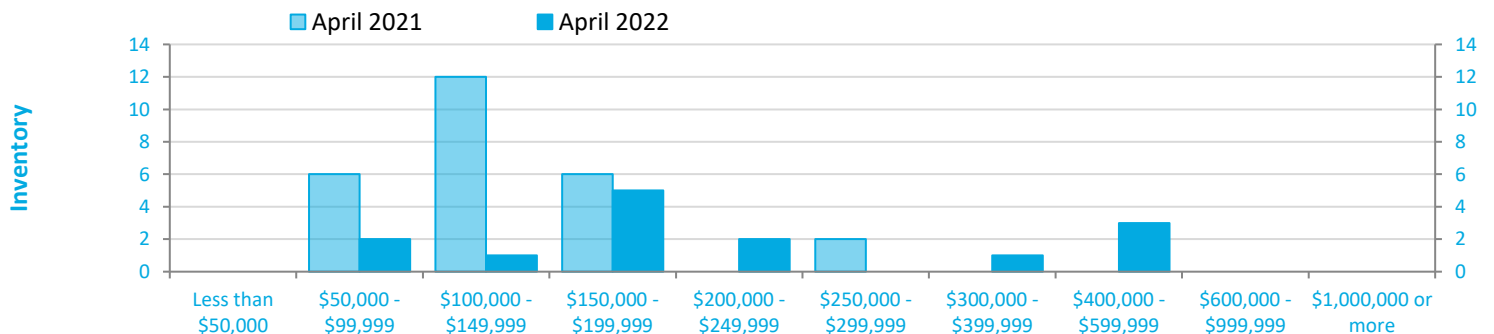


Inventory by Current Listing Price

The number of property listings active at the end of the month

Economists' note: There are a number of ways to define and calculate Inventory. Our method is to simply count the number of active listings on the last day of the month, and hold this number to compare with the same month the following year. Inventory rises when New Listings are outpacing the number of listings that go off-market (regardless of whether they actually sell). Likewise, it falls when New Listings aren't keeping up with the rate at which homes are going off-market.

Current Listing Price	Inventory	Percent Change Year-over-Year
Less than \$50,000	0	N/A
\$50,000 - \$99,999	2	-66.7%
\$100,000 - \$149,999	1	-91.7%
\$150,000 - \$199,999	5	-16.7%
\$200,000 - \$249,999	2	N/A
\$250,000 - \$299,999	0	-100.0%
\$300,000 - \$399,999	1	N/A
\$400,000 - \$599,999	3	N/A
\$600,000 - \$999,999	0	N/A
\$1,000,000 or more	0	N/A



Monthly Distressed Market - April 2022

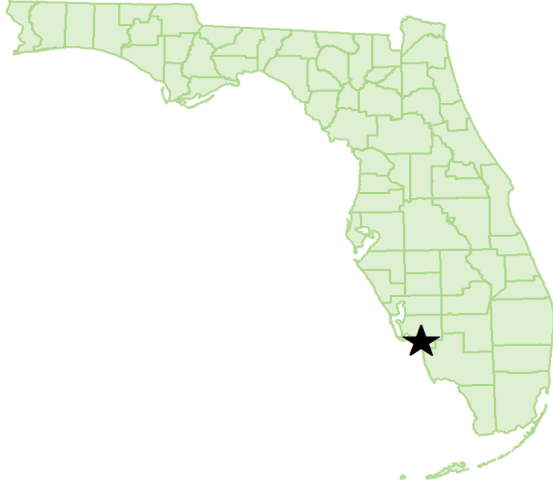
Manufactured Homes

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This report describes member activity for the association and is not confined to any specific geographic area.



		April 2022	April 2021	Percent Change Year-over-Year
Traditional	Closed Sales	14	24	-41.7%
	Median Sale Price	\$189,500	\$140,000	35.4%
Foreclosure/REO	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A
Short Sale	Closed Sales	0	0	N/A
	Median Sale Price	(No Sales)	(No Sales)	N/A

