

# November 2022

## Market Report

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### Single Family Homes

# SOLD Jan-Oct. 2001: 425  
MRSP: \$265,000 Avg. \$/sq.ft: \$146

# SOLD Jan-Oct. 2002: 434  
MRSP: \$299,450 Avg. \$/sq.ft: \$157

# SOLD Jan-Oct. 2003: 510  
MRSP \$330,000 Avg. \$/sq.ft: \$174

# SOLD Jan-Oct. 2004: 486  
MRSP: \$412,350 Avg. \$/sq.ft: \$211

# SOLD Jan-Oct. 2005: 524  
MRSP: \$530,000 Avg. \$/sq.ft: \$271

# SOLD Jan-Oct. 2006: 337  
MRSP: \$585,000 Avg. \$/sq.ft: \$310

# SOLD Jan-Oct. 2007: 225  
MRSP: \$560,000 Avg. \$/sq.ft: \$388

# SOLD Jan-Oct. 2008: 193  
MRSP: \$497,000 Avg. \$/sq.ft: \$257  
12 Foreclosures (3.5%); 1 Short-sales (0.2%)  
329 Non-Distressed Sales (96%)

# SOLD Jan-Oct. 2009: 283  
MRSP: \$400,000 Avg. \$/sq.ft: \$195

# SOLD Jan-Oct. 2010: 328  
MRSP: \$376,750 Avg. \$/sq.ft: \$183  
100 Foreclosures (30%)  
40 Short-sales (12%) 188 Non-Distressed Sales (57%)

#SOLD Jan-Oct. 2011: 334  
MRSP: \$351,278 Avg. \$/sq.ft: \$171  
88 Foreclosures (30%); 40 Short-sales (12%);  
206 Non-Distressed Sales (62%)

# SOLD Jan-Oct. 2012: 341  
MRSP: \$342,500 Avg. \$/sq.ft: \$181  
53 Foreclosures (16%); 31 Short-sales (9%);  
257 Non-Distressed Sales (75%)

# SOLD Jan-Oct. 2013: 348  
MRSP: \$305,000 Avg. \$/sq.ft: \$205  
35 Foreclosures (10%); 20 Short-sales (6%);  
293 Non-Distressed Sales (84%)

# SOLD Jan-Oct. 2014: 331  
MRSP: \$425,000 Avg. \$/sq.ft: \$214  
13 Foreclosures (3.9%)  
4 Short-sales (1.2%); 314 Non-Distressed Sales (95%)

# SOLD Jan-Oct. 2015: 342  
Median Recorded Sales Price: \$434,000  
Avg. \$/sq.ft: \$217  
Sale-to List Price Ratio: 96%  
Avg. Cumulative Days on Market: 230

# SOLD Jan-Oct. 2016: 345  
Median Recorded Sales Price: \$475,000  
Avg. \$/sq.ft: \$227  
Sale-to List Price Ratio: 96%  
Avg. Cumulative Days on Market: 205  
8 Foreclosures [aka, REO's] (2.3%)  
3 Short-sales (0.9%)  
334 Non-Distressed Sales (97%)

# SOLD Jan-Oct. 2017: 383  
Median Recorded Sales Price: \$522,000  
Avg. \$/sq.ft: \$240  
Sale-to List Price Ratio: 97%  
Avg. Cumulative Days on Market: 198  
12 Foreclosures [aka, REO's] (3%)  
3 Short-sales (0.8%)  
368 Non-Distressed Sales (96%)

# SOLD Jan-Oct. 2018: 440 (+15%)  
Median Recorded Sales Price: \$555,000 (+6%)  
Avg. \$/sq.ft: \$259 (+8%)  
Sale-to List Price Ratio: 97%  
Avg. Cumulative Days on Market: 148  
10 Foreclosures [aka, REO's] (2%)  
0 Short-sales  
430 Non-Distressed Sales (98%)

# SOLD Jan-Oct. 2019: 414 (-6%)  
Median Recorded Sales Price: \$560,000 (+1%)  
Avg. \$/sq.ft: \$280 (+8%)  
Sale-to List Price Ratio: 98%  
Avg. Cumulative Days on Market: 124  
6 Foreclosures [aka, REO's] (2%)  
0 Short-sales  
Non-Distressed Sales (98%)

# SOLD Jan-Oct. 2020: 517 (25%)  
Median Recorded Sales Price: \$641,000 (+14%)  
Avg. \$/sq.ft: \$302 (+8%)  
Sale-to List Price Ratio: 97%  
Avg. Cumulative Days on Market: 161  
1 Foreclosures [aka, REO's]  
0 Short-sales  
Non-Distressed Sales (99.8%)

# SOLD Jan-Oct. 2021: 511 (-1%)  
Median Recorded Sales Price: \$860,000 (+34%)  
Avg. \$/sq.ft: \$399 (32%)

Sale-to List Price Ratio: 101%  
Avg. Cumulative Days on Market: 80 (-46%)

**# SOLD Jan-Oct. 2022: 374** (-27%)

**Median Recorded Sales Price:**

**\$1,091,500** (+27%)

**Avg. \$/sq.ft: \$513** (+29%)

**Sale-to List Price Ratio: 100%**

**Avg. Cumulative Days on Market: 70**  
(-11%)

# ACTIVE

1 Nov. 2008: 517

1 Nov. 2011: 336

1 Nov. 2012: 264

1 Nov. 2015: 259

1 Nov. 2016: 253

1 Nov. 2017: 209

1 Nov. 2018: 199

1 Nov. 2019: 211

1 Nov. 2020: 69

1 Nov. 2021: 59

**# ACTIVE (Nov. 2022): 126**

**Median List Price: \$1,190,000**

(\$649,000 in 2016; \$760,000 in 2017; \$762,000 in 2018; \$829,000 in 2019; \$1,200,000 in 2020; \$1,250,000 I 2021)

**\$/sq.ft: \$584**

#PENDING

1 Nov. 2008: 27

1 Nov. 2011: 52

1 Nov. 2012: 52

1 Nov. 2015: 66

1 Nov. 2016: 56

1 Nov. 2017: 65

1 Nov. 2018: 58

1 Nov. 2019: 80

1 Nov. 2020: 94

1 Nov. 2021: 101

**# PENDING Nov. 2022): 42**

**Median List Price: \$1,075,000**

**1 Mar-30 June: 189 Sales**

**MRSP: \$1,120,000**

**Avg. \$/sq.ft: \$537**

**Sold October 2019: 39**

**MRSP: \$549,000**

**Avg. \$/Sq.Ft.,: \$289**

**Sold October 2020: 82**

**MRSP: \$696,500**

**Avg. \$/Sq.Ft.,: \$320**

**Sold October 2021: 53**

**MRSP: \$944,500**

**Avg. \$/Sq.Ft.,: \$432**

**Sold October 2022: 32** (-40%)

**MRSP: \$1,067,500** (+13%)

**Avg. \$/Sq.Ft.,: \$476** (+10%)

**Sale-to List Price Ratio: 96%**

**Sold September 2022: 27**

**MRSP: \$875,000**

**Avg. \$/Sq.Ft.,: \$473**

**Sold August 2022: 17**

**MRSP: \$1,329,000**

**Avg. \$/Sq.Ft: \$514**

**Sold July 2022: 36**

**MRSP: \$1,000,000**

**Avg. \$/Sq.Ft.,: \$497**

**Sold June 2022: 38**

**MRSP: \$1,025,000**

**Avg. \$/Sq.Ft.,: \$567**

**Sold May 2022: 51**

**MRSP: \$1,105,000**

**Avg. \$/Sq.Ft.,: \$549**

**Sold April 2022: 42**

**MRSP: \$1,012,500**

**Avg. \$/Sq.Ft.,: \$535**

**Sold March 2022: 59**

**MRSP: \$1,200,000**

**Avg. \$/Sq.Ft.,: \$509**

**1 July-31 October: 111 Sales** (-41%)

**MRSP: \$1,025,000** (-8.5%)

**Avg. \$/sq.ft: \$488** (-9%)

**Luxury Homes (\$1,000,000+)**

**# SOLD Jan-Oct. 2002: 4**

**MRSP: \$1,456,250**

**Size: 4862 sq. ft.; \$/sq.ft: \$325**

# **SOLD** Jan-Oct. 2003: 21  
*MRSP: \$1,400,000*  
Size: 4,498 sq. ft.; \$/sq.ft: \$314

# **SOLD** Jan-Oct. 2004: 29  
*MRSP: \$1,225,000*  
Size: 4,237 sq. ft.; \$/sq.ft: \$351

# **SOLD** Jan-Oct. 2005: 50  
*MRSP: \$1,237,500*  
Size: 4,007 sq. ft.; \$/sq.ft: \$375

# **SOLD** Jan-Oct. 2006: 49  
*MRSP: \$1,275,000*  
Size: 3,783 sq. ft.; \$/sq.ft: \$455

# **SOLD** Jan-Oct. 2007: 39  
*MRSP: \$1,335,000*  
Size: 3,737 sq. ft.; \$/sq.ft: \$402

# **SOLD** Jan-Oct. 2008: 21  
*MRSP: \$1,550,000*  
Size: 3,770 sq. ft.; \$/sq.ft: \$428

# **SOLD** Jan-Oct. 2009: 16  
*MRSP: \$1,525,000*  
Size: 4,623 sq. ft.; \$/sq.ft: \$347

# **SOLD** Jan-Oct. 2010: 13  
*MRSP: \$1,200,000*  
Size: 4,478 sq. ft.; \$/sq.ft: \$318

# **SOLD** Jan-Oct. 2011: 16  
*MRSP: \$1,495,000*  
Size: 4,683 sq. ft.; \$/sq.ft: \$354

# **SOLD** Jan-Oct. 2012: 18  
*MRSP: \$1,332,500*  
Size: 4,667 sq. ft.; \$/sq.ft: \$331

# **SOLD** Jan-Oct. 2013: 27  
*MRSP: \$1,265,000*  
Size: 4,081 sq. ft.; \$/sq.ft: \$354

# **SOLD** Jan-Oct. 2014: 27  
*MRSP: \$1,225,000*  
Size: 4,720 sq. ft.; \$/sq.ft: \$314

# **SOLD** Jan-Oct. 2015: 22  
*Median Recorded Sales Price: \$1,300,000*  
Size: 4,326 sq. ft.; Avg. \$/sq.ft: \$370  
Sales-to-List-Price Ratio: 95% CDOM: 466

# **SOLD** Jan-Oct. 2016: 18  
*Median Recorded Sales Price: \$1,261,000*

Size: 4,490 sq. ft.; Avg. \$/sq.ft: \$354  
Sales/List \$ Ratio: 93% CDOM: 394

# **SOLD** Jan-Oct. 2017: 32  
*Median Recorded Sales Price: \$1,325,000*  
Size: 4,490 sq. ft.; Avg. \$/sq.ft: \$337  
Sales/List \$ Ratio: 95% CDOM: 352

# **SOLD** Jan-Oct. 2018: 41 (+22%)  
*Median Recorded Sales Price: \$1,305,000*  
Size: 4,588 sq. ft.; Avg. \$/sq.ft: \$337  
Sales/List \$ Ratio: 93% CDOM: 313

# **SOLD** Jan-Oct. 2019: 47 (+15%)  
+5 @ 7 Cyns TH's = 52  
*Median Recorded Sales Price: \$1,185,000*  
Size: 3,915 sq. ft.; Avg. \$/sq.ft: \$361  
Sales/List \$ Ratio: 96% CDOM: 208

# **SOLD** Jan-Oct. 2020: 88 (+87%)  
+7 @ 7 Cyns TH's = 95 (+83%)  
*Median Recorded Sales Price: \$1,425,000*  
Size: 3,915 sq. ft.; Avg. \$/sq.ft: \$394  
Sales/List \$ Ratio: 97% CDOM: 305

# **SOLD** Jan-Oct. 2021: 176 (+100%)  
+ 8 TH's = 184  
*Median Recorded Sales Price: \$1,400,000*  
Size: 3,672 sq. ft.; Avg. \$/sq.ft: \$5  
Sales/List \$ Ratio: 100% CDOM: 141

# **SOLD** Jan-Oct. 2022: 207 (+18%)  
+ 4 TH's = 211  
*Median Recorded Sales Price: \$1,400,000*  
Size: 2,974 sq. ft.; Avg. \$/sq.ft: \$569  
Sales-to-List-Price Ratio: 100%  
Cumulative Days on Market: 75

# **ACTIVE** (Nov. 2022): 79  
(53 in 2016; 62 in 2017; 65 in 2018; 81 in 2019;  
38 in 2020; 39 in 2021)

# **PENDING** (Nov. 2022): 23  
(5 in 2016; 4 in 2017; 20 in 2018; 16 in 2019; 31  
in 2020; 45 in 2021)

## Vacant Residential Land

# **SOLD** Jan-Oct. 2001: 295  
*MRSP: \$129,000*

# **SOLD** Jan-Oct. 2002: 324  
*MRSP: \$145,000*

# SOLD Jan-Oct. 2003: 293  
MRSP: \$171,000

# SOLD Jan-Oct. 2004: 376  
MRSP: \$219,000

# SOLD Jan-Oct. 2005: 296  
MRSP: \$370,000

# SOLD Jan-Oct. 2006: 105  
MRSP: \$520,000

#SOLD Jan-Oct. 2007: 59  
MRSP: \$325,000

# SOLD Jan-Oct. 2008: 47  
MRSP: \$318,000

# SOLD Jan-Oct. 2009: 60  
MRSP: \$121,000  
(24 REO's [40%] & 2 Short-sales)

# SOLD Jan-Oct. 2010: 79  
MRSP: \$132,000  
(35 REO's [44%] & 7 Short-sales)

# SOLD Jan-Oct. 2011: 72  
MRSP: \$125,000  
(14 REO's & 2 Short-sales)

# SOLD Jan-Oct. 2012: 98  
MRSP: \$121,000  
(18 REO's & 4 Short-sales)

# SOLD Jan-Oct. 2013: 106  
MRSP: \$150,000  
(8 REO's & 4 Short-sales)

# SOLD Jan-Oct. 2014: 114  
MRSP: \$150,000  
(6 REO's & 1 Short-sales)

# SOLD Jan-Oct. 2015: 90  
MRSP: \$139,000  
(3 REO's & 1 Short-sale)

# SOLD Jan-Oct. 2016: 93

MRSP: \$125,000  
(0 REO's & 1 Short-sale)

# SOLD Jan-Oct. 2017: 118  
MRSP: \$149,000  
(0 REO's & 0 Short-sales)

# SOLD Jan-Oct. 2018: 147 (+25%)  
MRSP: \$150,000

# SOLD Jan-Oct. 2019: 110 (-25%)  
MRSP: \$167,500

# SOLD Jan-Oct. 2020: 136 (+24%)  
MRSP: \$186,250 (-8%)  
Sale to List Price Ratio: 92%  
Cum. Days on Market: 406

# SOLD Jan-Oct. 2021: 292 (+115%)  
MRSP: \$250,000 (34%)  
Sale to List Price Ratio: 96%  
Cum. Days on Market: 335

# SOLD Jan-Oct. 2022: 161 (-45%)  
MRSP: \$308,000 (+23%)  
Sale to List Price Ratio: 96%  
Cum. Days on Market: 246

# ACTIVE (Nov. 2022): 111 (-17%)  
(315 in 2016; 298 in 2018; 276 in 2019; 207 in 2020; 134 in 2022)  
Median List Price: \$350,000

# PENDING (Nov. 2022): 13 (-35%)  
(20 in 2016; 16 in 2018; 30 in 2019; 31 in 2020; 21 in 2021)  
Median List Price: \$275,000

## Condos/Town Homes

# SOLD Jan-Oct. 2018: 111 107  
Median Recorded Sales Price: \$315,000  
Avg. \$/Sq.Ft: \$239  
List-to-Sale Price Ratio: 98%  
Avg. Cumulative Days On Market: 90

**0** Foreclosures **0** Short-sales  
**111** Non-Distressed Sales (100%)  
(1 at 7C's)

**Avg. \$/Sq.Ft.: \$456**  
**Sale-to List Price Ratio: 96%**

**# SOLD Jan-Oct. 2019: 112**  
**Median Recorded Sales Price: \$309,000**  
**Avg. \$/Sq.Ft: \$268**  
**List-to-Sale Price Ratio: 98%**  
**Avg. Cumulative Days On Market: 87**  
(6 at 7Cyns's)

**Avg monthly sales since 2017: 11**

**# SOLD Jan-Oct. 2020: 94 (-8%)**  
**Med Rec. Sales Price: \$379,900 (+23%)**  
**Avg. \$/Sq.Ft: \$288 (7.5%)**  
**List-to-Sale Price Ratio: 99%**  
**Avg. Cumulative Days On Market: 103**  
(7 at 7Cyns)

**# SOLD Jan-Oct. 2021: 116 (23%)**  
**Med Rec. Sales Price: \$512,500 (35%)**  
**Avg. \$/Sq.Ft: \$363 (26%)**  
**List-to-Sale Price Ratio: 102%**  
**Avg. Cumulative Days On Market: 81**  
(3 at 7Cyns; 6 at Cottages at Coffeepot)

**# SOLD Jan-Oct. 2022: 107 (-8%)**  
**Med Rec. Sales Price: \$580,750 (13%)**  
**Avg. \$/Sq.Ft: \$429 (+18%)**  
**List-to-Sale Price Ratio: 100%**  
**Avg Cum. Days On Market: 132 (+63%)**  
(4 at 7Cyns; 0 at Cottages at Coffeepot;  
9 at Park Place; at Cyn Mesa)

**# ACTIVE (Nov. 2022): 26**  
(14 in 2021; 19 in 2020; 26 in 2019; 26 in 2018;  
33 in 2016)  
(0 at 7Cyn's; 7 at Park Pl)

**# PENDING (Nov. 2022): 8**  
(8 in 2021; 9 in 2020)  
(4 at Park Pl)

**Sold October 2022: 13**  
**MRSP: \$635,000**