

# 1st Quarter 2023 Report

**Roy E. Grimm, PhD**

## Single Family Homes

# SOLD Jan-Mar 2003: 124

Median Recorded Sales Price: **\$320,000**

\$/sq.ft: **\$173** S/LP Ratio: **98%** Avg. DOM: **200**

# SOLD Jan-Mar 2004: 105

Median Recorded Sales Price: **\$370,000**

\$/sq.ft: **\$201** S/LP Ratio: **98%** Avg. DOM: **164**

# SOLD Jan-Mar 2005: 153

Median Recorded Sales Price: **\$477,150**

\$/sq.ft: **\$264** S/LP Ratio: **98%** Avg. DOM: **135**

# SOLD Jan-Mar 2006: 112

Median Recorded Sales Price: **\$551,250**

\$/sq.ft: **\$305** S/LP Ratio: **97%** Avg. DOM: **137**

# SOLD Jan-Mar 2007: 69

Median Recorded Sales Price: **\$592,000**

\$/sq.ft: **\$292** S/LP Ratio: **95%** Avg. DOM: **231**

# SOLD Jan-Mar. 2008: 45

Median Recorded Sales Price: **\$537,000**

\$/sq.ft: **\$264** S/LP Ratio: **92%** Avg. DOM: **257**

# SOLD Jan-Mar. 2009: 50

Median Recorded Sales Price: **\$427,000**

\$/sq.ft: **\$208** S/LP Ratio: **92%** Avg. DOM: **354**

# SOLD Jan-March 2010: 98

**MRSP: \$395,000;** \$/sq.ft: **\$188**

32 Foreclosures (33%); 11 Short-sales (11%)

55 Non-Distressed Sales (56%)

S/LP Ratio: **94%** Avg. DOM: 276

# SOLD Jan-March 2011: 90

**MRSP: \$354,000;** \$/sq.ft: **\$179**

27 Foreclosures (30%); 6 Short-sales (7%)

57 Non-Distressed Sales (63%)

S/LP Ratio: **95%** Avg. DOM: 322

# SOLD Jan-March 2012: 103

**MRSP: \$335,000;** \$/sq.ft: **\$173**

22 Foreclosures (22%); 4 Short-sales (4%)

76 Non-Distressed Sales (75%)

S/LP Ratio: **94%**; Avg. DOM: 232

# SOLD Jan-March 2013: 91

**MRSP: \$427,000** \$/sq.ft: **\$198**

11 Foreclosures (12%); 5 Short-sales (5.5%)

75 Non-Distressed Sales (82.5%)

S/LP Ratio: **96%**; Avg. DOM: 282

# SOLD Jan-March 2014: 76

**MRSP: \$375,500** Avg. \$/sq.ft: **\$204**

4 Foreclosures (5%); 1 Short-sales (1%)

71 Non-Distressed Sales (93%)

S/LP Ratio: **97%**; Avg. DOM: 178

# SOLD Jan-March 2015: 72

**MRSP: \$389,500** Avg. \$/sq.ft: **\$216**

4 Foreclosures (5.5%); 0 Short-sales

71 Non-Distressed Sales (95%)

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

Avg. Days on Market (DOM): 277

# SOLD Jan-March 2016: 79

**MRSP: \$450,000** Avg. \$/sq.ft: **\$221**

4 Foreclosures [aka, REO's] (5%)

1 Short-sales (1%)

74 Non-Distressed Sales (94%)

Sale-to-List Price Ratio: **95%**

Avg. Days on Market (DOM): 230

# SOLD Jan-March 2017: 89

**MRSP: \$510,000** Avg. \$/sq.ft: **\$236**

3 Foreclosures [aka, REO's] (5%)

1 Short-sales (1%)

Non-Distressed Sales (95%)

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

Avg. Days on Market (DOM): 203

# SOLD Jan-March 2018: 108 (+20%)

**MRSP: \$544,500** (+7%)

Avg. \$/sq.ft: **\$256** (+8%)

2 Foreclosures [aka, REO's]

0 Short-sales

Non-Distressed Sales (98%)

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

Avg. Days on Market (DOM): 157

# SOLD Jan-March 2019: 92 (-19%)

**MRSP: \$559,500** (+3%)

Avg. \$/sq.ft: **\$274** (+7%)

0 Foreclosures [aka, REO's]

0 Short-sales

Non-Distressed Sales (100%)

Sale-to-List Price Ratio: **97%**

Avg. Days on Market (CDOM): 132

# SOLD Jan-March 2020: 128 (+39%)

**MRSP: \$574,106** (+2.6%)

Avg. \$/sq.ft: **\$278** (+1.5%)

1 Foreclosure [REO]

0 Short-sales

Non-Distressed Sales: **99%**

Sale-to-List Price Ratio: **97%**

Avg. Days on Market (CDOM): **184** (+39%)

# SOLD Jan-March 2021: 128 (0%)

**MRSP: \$825,000** (+44%)  
**Avg. \$/sq.ft: \$377** (+36%)  
1 Foreclosure [REO]  
0 Short-sales  
Non-Distressed Sales: **99%**  
Sale-to-List Price Ratio: **100%**  
Avg. Days on Market (CDOM): **106** (-42%)

**# SOLD Jan-March 2022: 133** (+4%)  
**MRSP: 1,150,000** (+39%)  
**Avg. \$/sq.ft: \$500** (+33%)  
0 Foreclosure [REO]  
0 Short-sales  
Non-Distressed Sales: **100%**  
Sale-to-List Price Ratio: **103%**  
Avg. Days on Market (CDOM): **66** (-37%)

**# SOLD Jan-March 2023: 73** (-45%)  
**MRSP: 937,500** (-18%)  
**Avg. \$/sq.ft: \$447** (-11%)  
0 Foreclosure [REO]  
0 Short-sales  
Non-Distressed Sales: **100%**  
Sale-to-List Price Ratio: **96%**  
Avg. Days on Market (CDOM): **141**  
(+114%)

31 March 13: **256**  
31 March 14: **316**  
31 March 15: **291**  
31 March 16: **290**  
31 March 17: **195**  
31 March 18: **180**  
31 March 19: **190**  
31 March 20: **164**  
31 March 21: **40**  
31 March 22: **34**

**# ACTIVE (31 March 2023): 89**  
0 REO's  
0 Short-sales

#### # PAST PENDINGS

31 March 08: **15**  
31 March 11: **68**  
31 March 12: **84**  
31 March 13: **84**  
31 March 14: **80**  
31 March 15: **55**  
31 March 16: **63**  
31 March 17: **85**  
31 March 18: **77**  
31 March 19: **68**  
31 March 20: **54**  
31 March 21: **85**  
31 March 22: **80**

**# PENDING (31 March 2023): 57**  
0 REO's  
0 Short-sales

#### Homes (\$1,000,000+)

**# Past ACTIVE Inventory**  
31 March 08: **48**  
31 March 11: **33**  
31 March 12:

**# SOLD Jan-Mar 2003:11**  
**MRSP: \$1,414,000**; Avg. \$/sq.ft: **\$301**  
Sale/List Price Ratio: **93%**; DOM: **251**

# **SOLD** Jan-Mar 2004: **8**  
MRSP: **\$1,140,000**; Avg.\$/Sq.Ft: **\$360**  
Sale/List Price Ratio: **94%**; DOM: **295**

# **SOLD** Jan-Mar 2005: **13**  
MRSP: **\$1,215,000**; Avg.\$/Sq.Ft: **\$438**  
Sale/List Price Ratio: **93%**; DOM: **233**

# **SOLD** Jan-Mar 2006: **15**  
MRSP: **\$1,425,000**; Avg.\$/Sq.Ft: **\$418**  
Sale/List Price Ratio: **95%**; DOM: **313**

# **SOLD** Jan-Mar 2007: **13**  
MRSP: **\$1,260,000**; Avg.\$/Sq.Ft: **\$415**  
Sale/List Price Ratio: **93%**; DOM: **303**

# **SOLD** Jan-Mar 2008: **5**  
MRSP: **\$1,600,000**; Avg.\$/Sq.Ft: **\$415**  
Sale/List Price Ratio: **89%**; DOM: **238**

# **SOLD** Jan-Mar 2016: **4**  
MRSP: **\$1,130,000**; Avg.\$/Sq.Ft: **\$299**  
Sale/List Price Ratio: **94%**; DOM: **245**

# **SOLD** Jan-Mar 2017: **2**  
MRSP: **\$1,244,135**; Avg.\$/Sq.Ft: **\$329**  
Sale/List Price Ratio: **96%**; DOM: **309**

# **SOLD** Jan-Mar 2018: **11**  
MRSP: **\$1,310,000**; Avg.\$/Sq.Ft: **\$367**  
Sale/List Price Ratio: **91%**; DOM: **384**

# **SOLD** Jan-Mar 2019: **11**  
MRSP: **\$1,209,750**; Avg.\$/Sq.Ft: **\$335**  
Sale/List Price Ratio: **95%**; DOM: **181**

# **SOLD** Jan-Mar 2020: **10**  
MRSP: **\$1,566,500**; Avg.\$/Sq.Ft: **\$397**  
Sale/List Price Ratio: **97%**; CDOM: **418**

# **SOLD** Jan-Mar 2021: **41**  
MRSP: **\$1,575,500**; Avg.\$/Sq.Ft: **\$469**  
Sale/List Price Ratio: **99%**; CDOM: **197**

# **SOLD** Jan-Mar 2022: **76 (+85%)**  
MRSP: **\$1,363,000**, Avg.\$/Sq.Ft: **\$552**  
Sale/List Price Ratio: **103%**; CDOM: **62**

# **SOLD** Jan-Mar 2023: **29**

**(-62%)**  
MRSP: **\$1,299,000 (-5%)**  
Avg.\$/Sq.Ft: **\$490 (-11%)**  
Sale/List Price Ratio: **96%**  
CDOM: **160 (+158%)**

# **ACTIVE** (31 March 2023): **52** (108%)  
(**59** in 2012 & '13; **70** in '14; **64** in '15; **70** in '16; **48** in '17; **60** in '18; **71** in '19; **56** in '20; **26** in '21; **25** in '22)  
MListP: **\$2,062,500**  
Avg. List \$/Sq.Ft: **\$765**

# **PENDING** (31 Mar 2023): **38** (-19%)  
(**5** in 2015; **4** in '16; **3** in '17; **10** in '18; **18** in '19; **20** in '20; **50** in '21; **47** in '22)  
MListP: **\$1,195,000**  
(\$1,632,000 in '21; \$1,587,500 in '22)  
Avg.List \$/Sq.Ft: **\$589**

**1st Quarter Threshold for  
Top 10% Sold:**

**\$1,695,000** (\$1,800,000 in 2022;  
\$2,098,000 in 2021)

**For Last Six Months:**

**Top 10%: \$1,703,859**  
(\$1,900,000 1 year ago;  
\$1,655,000 2 years ago)

**Median: \$947,000**

**Vacant Residential Land**

# **SOLD** Jan-Mar 2001: **72**  
MRSP: **\$125,000**

# SOLD Jan-Mar 2002: 76  
MRSP: \$133,000

# SOLD Jan-Mar 2003: 70  
MRSP: \$146,250

# SOLD Jan-Mar 2004: 95  
MRSP: \$199,000

# SOLD Jan-Mar 2005: 79  
MRSP: \$299,000

# SOLD Jan-Mar 2006: 39  
MRSP: \$503,500

#SOLD Jan-Mar 2007: 13  
MRSP: \$280,000

# SOLD Jan-Mar 2008: 13  
MRSP: \$345,000

# SOLD Jan-Mar 2009: 5  
MRSP: \$225,000

# SOLD Jan-Mar 2010: 20  
(11 REO's; 1 short-sale)  
MRSP: \$207,500

# SOLD Jan-Mar 2011: 6  
(1 REO; 0 short-sales)  
MRSP: \$162,500

# SOLD Jan-Mar 2012: 28  
(6 REO; 0 short-sales)  
MRSP: \$132,500

# SOLD Jan-Mar 2013: 20  
(2 REO; 0 short-sales)  
MRSP: \$118,525

# SOLD Jan-Mar 2014: 25  
(0 REO; 0 short-sales)  
MRSP: \$167,300

# SOLD Jan-Mar 2015: 26  
(2 REO; 1 short-sales)  
MRSP: \$139,450

# SOLD Jan-Mar 2016: 13  
(2 REO; 1 short-sales)  
MRSP: \$137,500

# SOLD Jan-Mar 2017: 27  
(0 REO; 0 short-sales)  
MRSP: \$108,000

# SOLD Jan-Mar 2018: 48 (+78%)

(0 REO; 0 short-sales)  
MRSP: \$150,000

# SOLD Jan-Mar 2019: 33 (-31%)  
(0 REO; 0 short-sales)  
MRSP: \$157,000  
CDOM: 485 Avg. Days On Market  
Sale-to-List Price Ratio: 92%

# SOLD Jan-Mar 2020: 31 (-6%)  
(0 REO; 0 short-sales)  
MRSP: \$176,000  
CDOM: 364 Avg. Days On Market  
Sale-to-List Price Ratio: 92%

# SOLD Jan-Mar 2021: 92 (+296%)  
(0 REO; 0 short-sales)  
MRSP: \$225,000 (+26%)  
CDOM: 426 Avg. Days On Market  
Sale-to-List Price Ratio: 95%

# SOLD Jan-Mar 2022: 64 (-30%)  
(0 REO; 0 short-sales)  
MRSP: \$287,500 (+28%)  
CDOM: 220 Avg. Days On Market  
Sale-to-List Price Ratio: 95%

# SOLD Jan-Mar 2023: 15 (-77%)  
MRSP: \$336,000 (+17%)  
CDOM: 190 Avg. Days On Market  
Sale-to-List Price Ratio: 95%

# ACTIVE (31 March 2023): 124 (+49%)  
(359: 2016; 309: 2017; 251: 2018);  
301: 2019; 275:2020; 109:2021; 83:2022)  
MLP: \$349,000

# PENDING (31 March 2023): 20 (-49%)  
(2015:15; 2016: 9; 2017: 17; 2018: 34;  
2019: 17; 2020: 9; 2021: 90; 2022: 41)  
MLP: \$250,000 [\$374,445 in 2022]

## Condos/Townhomes

# SOLD Jan-March 2016: 18  
MRSP: \$221,500  
Avg. \$/sq.ft: \$188

# SOLD Jan-Mar 2017: 34  
MRSP: \$309,500

**Avg. \$/sq.ft: \$232**

**# SOLD Jan-Mar 2018: 28 (-18%)**

**MRSP: \$330,000**

**Avg. \$/sq.ft: \$234**

**# SOLD Jan-Mar 2019: 38 (+14%)**

1 - 7 Cyns

**MRSP: \$348,000**

**Avg. \$/sq.ft: \$251**

**# SOLD Jan-Mar 2020: 19 (-50%)**

2 - 7 Cyns

**MRSP: \$380,000**

**Avg. \$/sq.ft: \$280**

**# SOLD Jan-Mar 2021: 32 (+68%)**

1 - 7 Cyns

**MRSP: \$454,000 (+20%)**

**Avg. \$/sq.ft: \$336 (+20%)**

**# SOLD Jan-Mar 2022: 35 (9%)**

0 - 7 Cyns

**MRSP: \$560,000 (+23%)**

**Avg. \$/sq.ft: \$391 (+16%)**

**# SOLD Jan-Mar 2023: 24 (-31%)**

5 at 7 Cyns; 3 at Cottages CP

**MRSP: \$703,000 (+25%)**

**Avg. \$/sq.ft: \$484 (+24%)**

**# ACTIVE (31 March 2023): 17**

(2017: 26; 2018: 26; 2019: 22; 2020: 24;  
2021: 9; 2022: 7)

**# PENDING (31 March 2023): 7**

(2017: 13; 2018: 9; 2019: 10; 2020: 8;  
2021: 7; 2022: 9)