

## 3<sup>rd</sup> Q. 2023 Report

Roy E. Grimm, PhD.

### Single Family Homes

# SOLD Jan-Sept. 2004: 442

Median Recorded Sales Price: \$405,000

Med. \$/sq.ft: \$190 Avg. \$/Sq.Ft: \$206

# SOLD Jan-Sept. 2005: 479

Median Recorded Sales Price: \$522,000

Med. \$/sq.ft: \$244 Avg. \$/Sq.Ft: \$268

# SOLD Jan-Sept. 2006: 313

Median Recorded Sales Price: \$600,000

Med. \$/sq.ft: \$292 Avg. \$/Sq.Ft: \$313

# SOLD Jan-Sept. 2007: 207

Median Recorded Sales Price: \$570,000

Med. \$/sq.ft: \$276 Avg. \$/Sq.Ft: \$292

# SOLD Jan-Sept. 2008: 176

Median Recorded Sales Price: \$498,500

Med. \$/sq.ft: \$243 Avg. \$/Sq.Ft: \$261

# SOLD Jan-Sept. 2009: 248

Median Recorded Sales Price: \$406,000

Med. \$/sq.ft: \$187 Avg. \$/Sq.Ft: \$196

75 Foreclosures (30%); 25 Short-sales (10%)  
149 Non-Distressed Sales (60%)

# SOLD Jan-Sept. 2010: 300

Median Recorded Sales Price: \$388,500

Med.\$/sq.ft: \$176 Avg. \$/Sq.Ft: \$184

96 Foreclosures (32%); 36 Short-sales (12%)  
175 Non-Distressed Sales (56%)

# SOLD Jan-Sept. 2011: 308

Median Recorded Sales Price: \$351,278

Med.\$/sq.ft: \$161 Avg. \$/Sq.Ft: \$172

81 Foreclosures (26%); 37 Short-sales (12%)  
190 Non-Distressed Sales (62%)

# SOLD as of 30 Sept. 2012: 311

Median Recorded Sales Price: \$340,000

\$/sq.ft: \$160 Avg. \$/Sq.Ft: \$180

50 Foreclosures (16%); 25 Short-sales (8%)  
235 Non-Distressed Sales (76%)

# SOLD Jan-Sept. 2013: 316

Median Recorded Sales Price: \$402,500

Avg. \$/Sq.Ft: \$205

List to Sale Price Ratio: 96%

Avg. Cumulative Days On Market: 229

33 Foreclosures (10%); 18 Short-sales (6%)  
265 Non-Distressed Sales (84%)

# SOLD Jan-Sept. 2014: 304

Median Recorded Sales Price: \$425,000

Avg. \$/Sq.Ft: \$214

List-to-Sale Price Ratio: 96%

Avg. Cumulative Days On Market: 205

13 Foreclosures (4%); 3 Short-sales (1%)

288 Non-Distressed Sales (95%)

# SOLD Jan-Sept. 2015: 308

Median Recorded Sales Price: \$431,500

Avg. \$/Sq.Ft: \$218.47

List-to-Sale Price Ratio: 96%

Avg. Cumulative Days On Market: 228

10 Foreclosures (3%); 1 Short-sale (0.3%)

297 Non-Distressed Sales (97%)

# SOLD Jan-Sept. 2016: 312

Median Recorded Sales Price: \$461,000

Avg. \$/Sq.Ft: \$226

List/Sale Ratio: 96%; CDOMt: 205

8 Foreclosures (2.6%); 2 Short-sales (0.6%)

302 Non-Distressed Sales (97%)

# SOLD Jan-Sept. 2017: 347

Median Recorded Sales Price: \$515,000

Avg. \$/Sq.Ft: \$238

List-to-Sale Price Ratio: 97%

Avg. Cumulative Days On Market: 204

10 Foreclosures (2.6%); 3 Short-sales (0.6%)

328 Non-Distressed Sales (97%)

# SOLD Jan-Sept. 2018: 403 (+16%)

Med Rec Sales Price: \$555,000 (+8%)

Avg. \$/Sq.Ft: \$258 (+8%)

List/Sale Ratio: 97%; CDOM: 149 (-26%)

9 Foreclosures (2%); 0 Short-sales

394 Non-Distressed Sales (98%)

# SOLD Jan-Sept. 2019: 374 (+16%)

Med Rec Sales Price: \$560,000 (+1%)

Avg. \$/Sq.Ft: \$279 (+8%)

List/Sale Ratio: 98%; CDOM: 123 (-17%)

5 Foreclosures (1.4%); 0 Short-sales

Non-Distressed Sales (98.6%)

# SOLD Jan-Sept. 2020: 434 (+16%)

Med Rec Sales Price: \$622,500 (+11%)

Avg. \$/Sq.Ft: \$298 (+7%)

List/Sale Ratio: 97%; CDOMt: 164 (+33%)

1 Foreclosure (<1%); 0 Short-sales

Non-Distressed Sales (99.8%)

# SOLD Jan-Sept. 2021: 458 (+6%)

Med Rec Sales Price: \$852,500 (+37%)

Avg. \$/Sq.Ft: \$396 (+33%)

List/Sale Ratio: 101%; CDOM: 89 (-46%)

Non-Distressed Sales (100%) (-26%)

# SOLD Jan-Sept. 2022: **340** (-26%)  
*Med Rec Sales Price: \$1,094,000* (+28%)  
Avg. \$/Sq.Ft: **\$516** (+30%)  
*List/Sale Ratio: 100%*; CDOM: 71 (-%)  
Non-Distressed Sales (100%)

# SOLD Jan-Sept. 2023: **280** (-18%)  
*Med Rec Sales Price: \$964,500* (-12%)  
Avg. \$/Sq.Ft: **\$475** (-8%)  
*List-to-Sale Price Ratio: 97%*  
*Cum Days On Market: 137* (+93%)  
Non-Distressed Sales (100%)

#### # Past ACTIVES

1 Oct. 2008: 532  
1 Oct. 2011: 353  
1 Oct. 2013: 279 (MRSP: \$598,500-\$262/sq.ft.)  
1 Oct. 2014: 295 (MRSP: \$599,900-\$253/sq.ft.)  
1 Oct. 2015: 274 (MRSP: \$628,250-\$275sq.ft.)  
1 Oct. 2016: 252 (MRSP: \$650,000-\$279sq.ft.)  
1 Oct. 2017: 210 (MRSP: \$764,500-\$314sq.ft.)  
1 Oct. 2018: 185 (MRSP: \$764,500-\$314sq.ft.)  
1 Oct. 2019: 218 (MRSP: \$809,000-\$337sq.ft.)  
1 Oct. 2020: 71 (MRSP: \$1,195,000-\$428sq.ft.)  
1 Oct. 2021: 48 (MRSP: \$1,724,000-\$539sq.ft.)  
1 Oct. 2022: 125 (MRSP: \$1,175,000-\$586sq.ft.)

# ACTIVE (Oct. 2023): **126**  
*Median List Price: \$1,349,000*  
Avg. \$/sq.ft: **\$604**

#### # Past PENDINGS

1 Oct. 2008: 26  
1 Oct. 2011: 47  
1 Oct. 2013: 54  
1 Oct. 2014: 47  
1 Oct. 2015: 61  
1 Oct. 2016: 62  
1 Oct. 2017: 67  
1 Oct. 2018: 58  
1 Oct. 2019: 67  
1 Oct. 2020: 132  
1 Oct. 2021: 110  
1 Oct. 2022: 46

# PENDING (Oct. 2023): **27**  
*Median List Price: \$1,450,000*  
Avg. \$/sq.ft: **\$501**

#### MONTHLY Comparisons

Sold September 2019: **40**  
MRSP: **\$608,555**  
Avg. \$/Sq.Ft.,: **\$275**

Sold September 2020: **68**  
MRSP: **\$730,000**  
Avg. \$/Sq.Ft.,: **\$322**

Sold September 2021: **37**  
MRSP: **\$925,000**  
Avg. \$/Sq.Ft.,: **\$425**

Sold September 2022: **27**  
MRSP: **\$875,000**  
Avg. \$/Sq.Ft.: **\$473**

Sold September 2023: **27**  
MRSP: **\$773,700**  
Avg. \$/Sq.Ft.: **\$455**  
*List/Sale \$ Ratio: 98%*  
*DOM: 139*

Sold August 2023: **25**  
MRSP: **\$980,000** -18%  
Avg. \$/Sq.Ft.,: **\$487**

Sold July 2023: **33**  
MRSP: **\$975,000**

Sold June 2023: **38**  
MRSP: **\$892,500**

Sold May 2023: **45**  
MRSP: **\$1,100,000** **\$1,136 M&A**

Sold April 2023: **38**  
MRSP: **\$1,172,500**

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

# SOLD Jan-Sept. 2002: 4

MRSP: \$1,456,250

Size: 4750 sq. ft.; Avg. \$/sq.ft: \$325

List to Sale Price Ratio: 90%

# SOLD Jan-Sept. 2003: 21

MRSP: \$1,350,000

Size: 4,415 sq. ft.; Avg. \$/sq.ft: \$314

Avg. CDOM: 265 List/Sale Price Ratio: 93%

# SOLD Jan-Sept. 2004: 26

MRSP: \$1,200,000

M. Size: 4266 sq. ft.; Avg. \$/sq.ft: \$338

Avg. CDOM: 326 List/Sale Price Ratio: 94%

# SOLD Jan-Sept. 2005: 42

MRSP: \$1,275,000

M. Size: 3,794 sq. ft.; Avg. \$/sq.ft: \$384

Avg. CDOM: 262 List/Sale Price Ratio: 96%

# SOLD Jan-Sept. 2006: 45

MRSP: \$1,245,000

M. Size: 3,535 sq. ft.; Avg. \$/sq.ft: \$458

Avg. CDOM: 275 List/Sale Price Ratio: 94%

# SOLD Jan-Sept. 2007: 39

MRSP: \$1,335,000

M. Size: 3,808 sq. ft.; Avg. \$/sq.ft: \$402

Avg. CDOM: 310 List/Sale Price Ratio: 93%

# SOLD Jan-Sept. 2008: 21

MRSP: \$1,550,000

M. Size: 3,765 sq. ft.; Avg. \$/sq.ft: \$428

Avg. CDOM: 278 List/Sale Price Ratio: 91%

# SOLD Jan-Sept. 2009: 14

MRSP: \$1,525,000

M. Size: 4,413 sq. ft.; Avg. \$/sq.ft: \$352

Avg. CDOM: 465 List/Sale Price Ratio: 87%

# SOLD Jan-Sept. 2010: 12

MRSP: \$1,175,000

M. Size: 4,576 sq. ft.; Avg. \$/sq.ft: \$306

Avg. CDOM: 435 List/Sale Price Ratio: 87%

# SOLD Jan-Sept. 2011: 16

MRSP: \$1,495,000

M. Size: 4,413 sq. ft.; Avg. \$/sq.ft: \$354

Avg. CDOM: 478 List/Sale Price Ratio: 88%

# SOLD Jan-Sept. 2012: 17

MRSP: \$1,360,000

M. Size: 4,754 sq. ft.; Avg. \$/sq.ft: \$331

Avg. CDOM: 447 List/Sale Price Ratio: 90%

# SOLD Jan-Sept. 2013: 26

MRSP: \$1,257,500

Avg. Size: 4,073 sq. ft.; Avg. \$/sq.ft: \$353

Avg. CDOM: 477; List/Sale Price Ratio: 92%

# SOLD Jan-Sept. 2014: 24

MRSP: \$1,212,500

Avg. Size: 4,737 sq. ft.; Avg. \$/sq.ft: \$316

Avg. CDOM: List/Sale Price Ratio: 94%

# SOLD Jan-Sept. 2015: 21

MRSP: \$1,350,000

Avg. Size: 4,317 sq. ft.; Avg. \$/sq.ft: \$376

Avg. CDOM: 410; List/Sale Price Ratio: 95%

# SOLD Jan-Sept. 2016: 15

MRSP: \$1,217,500

Avg. Size: 4,397 sq. ft. Avg. \$/sq.ft: \$342

Avg. CDOM: 456; List/Sale Price Ratio: 91%

# SOLD Jan-Sept. 2017: 29

MRSP: \$1,325,000

Avg. Size: 4,646 sq. ft. Avg. \$/sq.ft: \$333

Avg. CDOM: 380; List/Sale Price Ratio: 94%

# SOLD Jan-Sept. 2018: 39

MRSP: \$1,305,000

Avg. Size: 4,594 sq. ft.; Avg. \$/sq.ft: \$339

Avg. CDOM: 312; List/Sale Price Ratio: 93%

# SOLD Jan-Sept. 2019: 45 + 3 = 48

MRSP: \$1,172,500

Avg. Size: 3975 sq. ft. Avg. \$/sq.ft: \$349

Avg. CDOM: 214; List/Sale Price Ratio 97%

#SOLD Jan-Sept. 2020:72+7=79 (65%)

MRSP: \$1,428,125

Avg. Size: 4167 sq.ft. Avg. \$/sq.ft: \$396

Avg. CDOM: 306; List/Sale Price Ratio: 96%

#SOLD Jan-Sept. 2021:156+8 = 164 (+108%)

MRSP: \$1,487,500

Avg. Size: 3737 sq.ft. Avg. \$/sq.ft: \$486

Avg. CDOM: 149; List/Sale Price Ratio: 100%

#SOLD Jan-Sept. 2022: 188+3= 191 (+16%)

MRSP: \$1,400,000

Avg. Size: 3737 sq.ft.; Avg. \$/sq.ft: \$575

Avg. CDOM: 149; List/Sale Price Ratio: 100%

**Jan-Sept 2023: 131+9\* = 140 (-27%)**

**MRSP: \$1,397,500** (\* = Townhomes)

Avg. Size: 3737 sq.ft.; Avg. \$/sq.ft: \$589

Avg. CDOM: 155; List/Sale Ratio: 97%

**# ACTIVE (Oct. 2023): 90**

(73 in 2022; 34 in 2021; 42 in 2020; 76 in 2019; 66 in 2018; 62 in 2017)

**# PENDING (Oct. 2023): 22**

(30 in 2022; 48 in 2021; 41 in 2020; 16 in 2019; 15 in 2018; 4 in 2017)

**Entry Point for Top 10% of SFRs:  
\$2,000,000**

**Vacant Residential Land**

# SOLD Jan-Sept. 2004: 343  
MRSP: \$210,000

# SOLD Jan-Sept. 2005: 280  
MRSP: \$362,250

# SOLD Jan-Sept. 2006: 102  
MRSP: \$517,000

#SOLD Jan-Sept. 2007: 54  
MRSP: \$332,500

# SOLD Jan-Sept. 2008: 41  
MRSP: \$318,000

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

# SOLD Jan-Sept. 2010: 72  
MRSP: \$135,000  
(34 REO's & 7 Short-sales)

# SOLD Jan-Sept. 2011: 69  
MRSP: \$125,000  
(13 REO's & 2 Short-sales)

# SOLD Jan-Sept. 2012: 87  
MRSP: \$117,000  
(17 REO's & 1 Short-sale)

# SOLD Jan-Sept. 2013: 99  
MRSP: \$148,500  
(7 REO's & 3 Short-sales)

# SOLD Jan-Sept. 2014: 111  
MRSP: \$150,000  
(6 REO's & 1 Short-sale)

# SOLD Jan-Sept. 2015: 85  
MRSP: \$139,000  
(3 REO's & 1 Short-sale)

# SOLD Jan-Sept. 2016: 84  
MRSP: \$133,250  
(0 REO's & 1 Short-sale)

# SOLD Jan-Sept. 2017: 114  
MRSP: \$157,125

# SOLD Jan-Sept. 2018: 131  
MRSP: \$150,000

# SOLD Jan-Sept. 2019: 102 (-12%)  
MRSP: \$162,500

# SOLD Jan-Sept. 2020: 108 (+6%)  
MRSP: \$190,000 (+17%)

# SOLD Jan-Sept. 2021: 280 (+159%)  
MRSP: \$250,000 (+32%)

# SOLD Jan-Sept. 2022: 150 (-46%)  
MRSP: \$306,658 (+23%)

# SOLD Jan-Sept. 2023: 75 (-50%)  
MRSP: \$260,000 (-15%)  
Avg. CDOM: 252  
List/Sale Price Ratio: 94%

# ACTIVE (Oct. 2023): 120  
(102 in 2022; 124 in 2021; 224 in 2020; 297 in 2019)  
Median List Price: \$380,000

# PENDING (Oct. 2023): 8  
(15 in 2022; 28 in 2021; 37 in 2020)  
Median List Price: \$412,000

## Condos/TownHomes

# SOLD Jan-Sept. 2005: 84  
**MRSP: \$307,500** Avg. \$/Sq.Ft: \$255  
**List/Sale Ratio: 99%** Avg. CDOM: 60

# SOLD Jan-Sept. 2006: 61  
**MRSP: \$405,000** Avg. \$/Sq.Ft: \$297  
**List/Sale Ratio: 97%** Avg. CDOM: 121

# SOLD Jan-Sept. 2007: 48  
**MRSP: \$362,500** Avg. \$/Sq.Ft: \$291  
**List/Sale Ratio: 96%** Avg. CDOM: 162

# SOLD Jan-Sept. 2008: 43  
**MRSP: \$308,000** Avg. \$/Sq.Ft: \$263  
**List/Sale Ratio: 95%** Avg. CDOM: 318

# SOLD Jan-Sept. 2009: 45  
**MRSP: \$285,000** Avg. \$/Sq.Ft: \$222  
**List/Sale Ratio: 95%** Avg. CDOM: 298  
5 Foreclosures; 1 Short-sales  
39 Non-Distressed Sales (87%)

# SOLD Jan-Sept. 2010: 61  
**MRSP: \$250,000** Avg. \$/Sq.Ft: \$189  
**List/Sale Ratio: 93%** Avg. CDOM: 315  
13 Foreclosures 5 Short-sales; 43 Non-Distressed (70%)

# SOLD Jan-Sept. 2011: 39  
**MRSP: \$200,000** Avg. \$/Sq.Ft: \$170  
**List/Sale Ratio: 94%** Avg. CDOM: 297  
7 Foreclosures 5 Short-sales  
27 Non-Distressed Sales (69%)

# SOLD as of 30 Sept. 2012: 73  
**MRSP: \$220,000** Avg. \$/Sq.Ft: \$158  
**List/Sale Ratio: 94%** Avg. CDOM: 245  
7 Foreclosures; 7 Short-sales; 59 Non-Distressed (81%)

# SOLD Jan-Sept. 2013: 73  
**MRSP: \$212,500** Avg. \$/Sq.Ft: \$189  
**List/Sale Ratio: 99%** Avg. CDOM: 156  
15 Foreclosures; 2 Short-sales; 56 Non-Distressed (77%)

# SOLD Jan-Sept. 2014: 74  
**MRSP: \$235,000** Avg. \$/Sq.Ft: \$189  
**List/Sale Ratio: 95%**; Avg. CDOM: 150  
2 Foreclosures (4%) 3 Short-sales (1%)  
69 Non-Distressed Sales (93%)

# SOLD Jan-Sept. 2015: 81  
**Median Recorded Sales Price: \$284,500**  
Avg. \$/Sq.Ft: \$193  
**List/Sale Ratio: 97%**; Avg. CDOM: 179  
2 Foreclosures 1 Short-sales  
78 Non-Distressed Sales (96%)

# SOLD Jan-Sept. 2016: 73  
**Median Recorded Sales Price: \$245,000**  
Avg. \$/Sq.Ft: \$204  
**List/Sale Ratio: 97%**; Avg. CDOM: 156  
1 Foreclosures 0 Short-sales  
72 Non-Distressed Sales (99%)

# SOLD Jan-Sept. 2017: 95  
**Median Recorded Sales Price: \$283,500**  
Avg. \$/Sq.Ft: \$221  
**List/Sale Ratio: 97%**; Avg. CDOM: 115  
0 Foreclosures 0 Short-sales  
95 Non-Distressed Sales (100%)

# SOLD Jan-Sept. 2018: 99  
**Median Recorded Sales Price: \$307,000**  
Avg. \$/Sq.Ft: \$238  
**List/Sale Ratio: 98%**; Avg. CDOM: 89  
0 Foreclosures 0 Short-sales  
99 Non-Distressed Sales (100%) (1 at 7C's)

# SOLD Jan-Sept. 2019: 102 (+7%)  
**Median Recorded Sales Price: \$309,500**  
Avg. \$/Sq.Ft: \$266  
**List/Sale Ratio: 98%**; Avg. CDOM: 84

# SOLD Jan-Sept. 2020: 78 (-24%)  
**Med. Rec. Sales Price: \$379,400 (+23%)**  
Avg. \$/Sq.Ft: \$286 (+8%)  
**List/Sale Ratio: 99%**; Avg. CDOM: 95

# SOLD Jan-Sept. 2021: 106 (+36%)  
**Med. Rec. Sales Price: \$485,000 (+28%)**  
Avg. \$/Sq.Ft: \$363 (+27%)  
**List/Sale Ratio: 102%**; Avg. CDOM: 82

# SOLD Jan-Sept. 2022: 93 (-12%)  
**Med Rec Sales Price: \$575,375 (+19%)**  
Avg. \$/Sq.Ft: \$425 (+17%)  
**List/Sale Ratio: 100%**; Avg. CDOM: 132

# SOLD Jan-Sept. 2023: 77 (-17%)  
**Med Rec Sales Price: \$570,000 (-1%)**  
Avg. \$/Sq.Ft: \$436 (+2.5%)  
**List/Sale Ratio: 98%**; Avg. CDOM: 168

# ACTIVE (Oct. 2023): 28  
(22 in 2022; 19 in 2021; 19 in 2020;  
22 in 2019; 26 in 2018; 33 in 2016)

# PENDING (Oct. 2023): 3  
(11 in 2022; 7 in 2021; 13 in 2020)